

**THE WORLD BANK GROUP ARCHIVES**

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**Folder Title:** Operational - Development Banks - Economic Development Institution [EDI]  
Trainees - Correspondence

**Folder ID:** 1069964

**Series:** Operations policy and procedures

**Dates:** 06/17/1966 - 08/02/1968

**Fonds:** Central Files

**ISAD Reference Code:** WB IBRD/IDA ADMCF-04

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THE WORLD BANK

Washington, D.C.

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The World Bank

1818 H Street NW

Washington DC 20433

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**1069964**

A1994-038 Other #: 30

184005B

Operational - Development Banks - Economic Development Institution [EDI] Trainees - Correspondence

**RECORDS CENTER ROOM HB-1  
1966-68 MATERIAL  
BOX NO. 3412**

**STILL TO BE  
GENERAL FILED**

**RECORDS CENTER ROOM HB-1  
1966-68 MATERIAL  
BOX NO.**

THIS FILE IS CLOSED AS OF

DECEMBER 1968.

FOR FURTHER CORRESPONDENCE SEE:

1969 - 1971.

RECORDS MANAGEMENT SECTION  
February 1969

Record of the Seventh Industrial Finance Course

October 11 - December 1, 1965

The Industrial Bank of Japan, Ltd.  
Tokyo, Japan

Oct.	10:00 A. M. ~ 12:00 Noon	1:30 P. M. ~ 3:30 P. M.	Evening	Remarks
Mon.				
Tues.				
Wed.				
Thur.				
8 Fri.	ARRIVAL OF THE PARTICIPANTS			
9 Sat.				
10 Sun.				

Oct.	10:00 A. M. ~ 12:00 Noon	1:30 P. M. ~ 3:30 P. M.	Evening	Remarks
11 Mon.	ORIENTATION Mr. H. Nakayama Project Manager Industrial Finance Course, Foreign Dept.	TOUR OF TOKYO		
12 Tues.	TOUR OF HEAD OFFICE OF I.B.J.	OPENING CEREMONY (3:30 P.M. - 4:30 P.M.)		
13 Wed.	FINANCIAL SYSTEM IN JAPAN (1) Mr. T. Midorikawa Senior Deputy Manager Research Dept.	FINANCIAL SYSTEM IN JAPAN (2) Mr. T. Midorikawa		
14 Thur.	FIELD STUDY Visit Tokyo Clearing House Tokyo Stock Exchange	FUNCTION AND ORGANIZATION OF I.B.J. (1) Mr. H. Nakayama Project Manager Industrial Finance Course, Foreign Dept.		
15 Fri.	ROLE AND ACTIVITIES OF THE BANK OF JAPAN Mr. K. Suzuki, Chief Europe-America Sec., Economic Research Dept. The Bank of Japan	ROLE AND ACTIVITIES OF THE JAPAN DEVELOPMENT BANK Mr. K. Oshima, Director The Japan Development Bank		
16 Sat.	TOUR OF KAMAKURA AND ENOSHIMA			
17 Sun.				

Oct.	10:00 A. M. ~ 12:00 Noon	1:30 P. M. ~ 3:30 P. M.	Evening	Remarks
18 Mon.	FUNCTION AND ORGANIZATION OF I.B.J. (2) Mr. H. Nakayama	FINANCIAL SYSTEM IN JAPAN (3) Mr. T. Midorikawa		
19 Tues.	FINANCIAL SYSTEM IN JAPAN (4) Mr. T. Midorikawa	JAPAN'S FOREIGN TRADE Mr. T. Sanbai Assistant Manager Research Dept.		
20 Wed.	FOREIGN EXCHANGE ACTIVITIES OF I.B.J. Mr. S. Hagura Deputy Manager Foreign Operations Dept.			
21 Thur.	FIELD STUDY - COMMUNICATION EQUIPMENT AND APPARATUS Sony Corporation	FIELD STUDY - ELECTRICAL MACHINERY Tokyo Shibaura Electric Co., Ltd.		
22 Fri.	FINANCING OF I.B.J. (1) Mr. Y. Kurosawa Assistant Manager Finance Dept.	DEPOSIT ACTIVITIES Mr. H. Koide Deputy Manager Deposit Dept.		
23 Sat.		TOUR OF NIKKO		
24 Sun.				

Oct.	10:00 A. M. ~ 12:00 Noon	1:30 P. M. ~ 3:30 P. M.	Evening	Remarks
25 Mon.	FIELD STUDY Visit the Bank of Japan	INTERNATIONAL CAPITAL TRANSFERS (1) Mr. S. Mineshima Senior Deputy Manager Foreign Dept.		
26 Tues.	INTERNATIONAL CAPITAL TRANSFERS (2) Mr. S. Mineshima	FINANCING OF I.B.J. (2) Mr. Y. Kurosawa	Dinner given by Foreign Dept.	
27 Wed.	ECONOMIC PLANNING IN JAPAN (1) Mr. M. Sakisaka Director, Planning Bureau Economic Planning Agency			
28 Thur.	ECONOMIC PLANNING IN JAPAN (2) Mr. M. Sakisaka	SMALL BUSINESS FINANCE OF I.B.J. Mr. J. Hamada Deputy Manager Small Business Loan Dept.		
29 Fri.	SECURITIES MARKET IN JAPAN AND SECURITIES ACTIVITIES OF I.B.J. (1) Mr. H. Sasaki, Assistant Manager Securities Dept.	ROLE AND ACTIVITIES OF TRUST BANKS Mr. T. Hatta, Assistant Manager Mr. B. Hattori, Assistant Manager The Chuo Trust & Banking Co., Ltd.		
30 Sat.	SECURITIES MARKET IN JAPAN AND SECURITIES ACTIVITIES OF I.B.J. (2) Mr. H. Sasaki			
31 Sun.				

Nov.	10:00 A. M. ~ 12:00 Noon	1:30 P. M. ~ 3:30 P. M.	Evening	Remarks
1 Mon.	JAPANESE INDUSTRIES--ENERGY (ELECTRIC POWER) Mr. Y. Tanaka Assistant Manager Research Dept.	JAPANESE INDUSTRIES--TEXTILE Mr. T. Natori Industrial Analyst Research Dept.		
2 Tues.	FIELD STUDY - ELECTRIC POWER The Tokyo Electric Power Co., Inc.	FIELD STUDY - CHEMICAL FERTILIZER Toyo Koatsu Industries, Inc.		
3 Wed.	TOUR OF OFUNA AND YOKOHAMA DISTRICT			
4 Thur.	JAPANESE INDUSTRIES--PETROCHEMICALS Mr. T. Tajima Deputy Manager Research Dept.	PARTICIPANT'S LECTURES (1) & (2) (1) Mr. R. E. Obeng-Ansong, National Investment Bank (Ghana) (2) Mr. S. V. Shah, The Industrial Credit & Investment Corporation of India Limited		
5 Fri.	JAPANESE INDUSTRIES--SHIPBUILDING Mr. K. Shirakawa Advisory Officer Research Dept.	FIELD STUDY - COMMUNICATION EQUIPMENT AND APPARATUS Fujitsu Limited		
6 Sat.	TOUR OF HAKONE			Accommodations at Hakone Hotel
7 Sun.				



Nov.	10:00 A. M. ~ 12:00 Noon	1:30 P. M. ~ 3:30 P. M.	Evening	Remarks
8 Mon.	JAPANESE INDUSTRIES--MOTOR VEHICLES  Mr. T. Tajima Deputy Manager Research Dept.	FIELD STUDY - PENCILS  Mitsubishi Pencil Co., Ltd.		
9 Tues.		JAPANESE INDUSTRIES--CHEMICAL FERTILIZER  Mr. T. Onodera Industrial Analyst Research Dept.		Luncheon given by Mr. S. Nakayama, President
10 Wed.	JAPANESE INDUSTRIES--IRON AND STEEL  Mr. S. Yamamoto Advisory Officer Research Dept.	PARTICIPANT'S LECTURE (3)  (3) Mr. O. A. Arcilla, Development Bank of the Philippines		
11 Thur.	FIELD STUDY - MOTOR VEHICLES  Nissan Motor Co., Ltd.	FIELD STUDY - SHIPBUILDING  Ishikawajima-Harima Heavy Industries Co., Ltd.		
12 Fri.	ECONOMIC PLANNING IN JAPAN (3)  Mr. M. Sakisaka	FIELD STUDY - IRON AND STEEL  Japan Steel & Tube Corporation		
13 Sat.	TEL. ADMINISTRATION  Tanaka Manager Personnel Dept.			
14 Sun.				

Nov.	10:00 A. M. ~ 12:00 Noon	1:30 P. M. ~ 3:30 P. M.	Evening	Remarks
15 Mon.	SMALL BUSINESS FINANCE IN JAPAN Mr. M. Tashiro Director The Small Business Finance Corporation	CREDIT ANALYSIS (1) Mr. I. Nakamura Deputy Manager Management Research Dept.		
16 Tues.	CREDIT ANALYSIS (2) Mr. I. Nakamura	CREDIT ANALYSIS (3) Mr. I. Nakamura		
17 Wed.	ROLE AND ACTIVITIES OF THE EXPORT-IMPORT BANK OF JAPAN Mr. K. Yamamoto, Director The Export-Import Bank of Japan	CREDIT ANALYSIS (4) Mr. I. Nakamura	Dinner given by Mr. K. Matsuda, Managing Director	
18 Thur.	LOAN ACTIVITIES AND PROCEDURES (1) Mr. I. Shinba Deputy Manager Loan Control Dept.	PARTICIPANT'S LECTURES (4) & (5) (4) Mr. M. S. Redwan, Saudi Arabian Monetary Agency (5) Mr. Manoj Kanchanachaya, Bank of Thailand		
19 Fri.	ROLE AND ACTIVITIES OF THE CENTRAL COOPER- ATIVE BANK FOR AGRICULTURE AND FORESTRY Mr. G. Tomioka Chief, Economic Research Dept. The Central Cooperative Bank for Agriculture and Forestry	LOAN ACTIVITIES AND PROCEDURES (2) Mr. I. Shinba		Luncheon given by Mr. T. Yamaguchi, Managing Director
20 Sat.	FIELD STUDY - TOY INDUSTRY Matsushiro Toys Co., Ltd.			
21 Sun.				

Nov.	10:00 A. M. ~ 12:00 Noon	1:30 P. M. ~ 3:30 P. M.	Evening	Remarks
22 Mon.	ROLE AND ACTIVITIES OF THE OVERSEAS ECONOMIC COOPERATION FUND  Mr. S. Ohta, Director The Overseas Economic Cooperation Fund	BRIEFING OF TOUR OF KANSAI		
23 Tues.	(8:30 A.M.) Leave Tokyo Station by J.N.R. "Hikari No.7"  (10:50 A.M.) Change trains at Nagoya for Toba	SIGHTSEEING IN TOBA		Accommodations at Toba Hotel International
24 Wed.	(10:20 A.M.) Leave Uji-Yamada Station by K.N.R. express for Yokkaichi	FIELD STUDY - OIL REFINERY AND PETROCHEMICALS  Daikyo Oil Co., Ltd. Daikyowa Petrochemical Co., Ltd.	Dinner given by Mr. K. Ikeura, Director and Manager, Nagoya Branch	Accommodations at International Hotel Nagoya
25 Thur.	FIELD STUDY - IRON AND STEEL  Tokai Iron & Steel Co., Ltd.	FIELD STUDY - CERAMICS Noritake Co., Ltd.  VISIT NAGOYA BRANCH OF I.B.J. (5:02 P.M.) Leave Nagoya Station by J.N.R. "Hikari No.29" for Osaka		Accommodations at Osaka Royal Hotel
26 Fri.	FIELD STUDY - ELECTRIC APPLIANCES  Matsushita Electronics Corporation	FIELD STUDY - FARM MACHINERY  Kubota Iron & Machinery Works  VISIT OSAKA BRANCH OF I.B.J.	Dinner given by Mr. H. Tachi, Managing Director and Manager, Osaka Branch	Accommodations at Osaka Royal Hotel
27 Sat.	FIELD STUDY - TEXTILE  Kanegafuchi Spinning Co., Ltd.	SIGHTSEEING IN KYOTO		Accommodations at Miyako Hotel, Kyoto
28 Sun.		SIGHTSEEING IN NARA		Accommodations at Miyako Hotel, Kyoto

Nov. Dec.	10:00 A. M. ~ 12:00 Noon	1:30 P. M. ~ 3:30 P. M.	Evening	Remarks
Nov. 29 Mon.	SIGHTSEEING IN KYOTO	(4:40 P.M.) Leave Itami Airport by J.A.L. (5:50 P.M.) Arrive at Haneda Airport		
30 Tues.				
Dec. 1 Wed.	EVALUATION	CLOSING CEREMONY (1:30 P.M. - 2:30 P.M.)		
2 Thur.	EVALUATION	EVALUATION	Farewell Cocktail Party (5:30 P.M. - 7:00 P.M.)	
3 Fri.	DEPARTURE OF THE PARTICIPANTS			
Sat.				
Sun.				

August 2, 1968

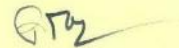
Mr. Bahaeddin Kayalioglu  
Assistant General Manager  
Türkiye Sınai Kalkınma  
Bankası A. Ş.  
P.O. Box: 17 Karakoy,  
Istanbul, Turkey

Dear Mr. Kayalioglu:

Many thanks for your letter of July 17 about the program of training for the participants in the EDI Industrial Project Evaluation Course. The letter arrived while I was abroad and hence the delay in acknowledging it. We are very pleased with the carefulness with which you arranged the program and appreciate your cooperation.

With best wishes.

Yours sincerely,



P. M. Mathew  
Deputy Director  
Development Finance Companies

cc: Mr. Baldwin  
Mr. Jeffries

Circ. (3)

PMMathew:mbj

June 13, 1968

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

Dear Felix:

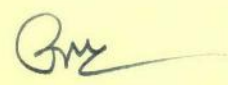
Many thanks for your letter of May 27 and the attached program for the EDI fellows. I am sorry for the small delay in replying to you.

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

Again, thanks once more for your kind cooperation.

Best wishes,

Yours sincerely,



P. M. Mathew  
Deputy Director  
Development Finance Companies

cc: Mr. Baldwin

JUN 14 1968

Circ. (3)

PMMathew:mbj

June 13, 1968

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

Dear Felix:

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

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

Again, thanks once more for your kind cooperation.

Best wishes,

Yours sincerely,

P. M. Mathew  
Deputy Director  
Development Finance Companies

cc: Mr. Baldwin

1968 JUN 14 AM 9:51

COMMUNICATIONS  
SECTION

Circ. (3)

PMMathew:mbj

# china development corporation

CABLE ADDRESS  
CHIDEICO TAIPEI

May 27, 1968  
File Ref. 57-E-0189

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

*Mr. Balderni*  
*Any comments?*  
*I hope to send a*  
*ref.* ✓ *PM*

Dear P. M. :

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

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

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

With best regards,

Sincerely yours,



Felix S. Y. Chang  
President

Encl.

*1968 JUN 1 - MUR BARR*  
*MA: MW 2: 1*

*acc. June 13/68*



Our files 15/18

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GENERAL FILES  
COMMUNICATIONS

1968 JUN -1 AM 9:41

ENCL\*

President  
L. S. A. CHANG

*[Handwritten signature]*  
SINCERE JA LONIA

With best regards,

In Taiwan most pleasant and useful.  
You may rest assured that we will do our best to make their stay here  
as comfortable and as safe as possible in the meantime. In the meantime,  
needless to say, the program we have worked out is a ten-

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

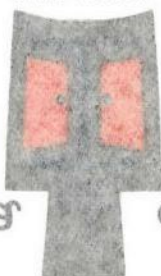
and schedule.  
The time schedule of the coming visit of Messrs. Chellappan  
reference is made to your letter of May 14, 1968 inform-

Dear P. M. :

P. S. A.  
Washington D.C. 20433  
1818 H Street, N.W.  
INTERNATIONAL FINANCE CORPORATION  
DEVELOPMENT FINANCE COMPANIES DEPT.  
DEPUTY DIRECTOR  
MR. P. M. MATHEW

*[Handwritten notes and signature]*  
1 photo re copy of  
final comments;  
Dr. Chellappan

CHIDEICO TAIPEI  
CABLE ADDRESS



FILE REF. 21-E-0180  
MAY 21, 1968

Tentative Itinerary for EDI Fellows

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

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

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

\* to be arranged later on  
(KEPZ stands for Kaohsiung Export Processing Zone)

May 14, 1968

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

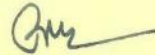
Dear Felix:

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

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

With best personal regards,

Yours sincerely,



P. M. Mathew  
Deputy Director  
Development Finance Companies

cc: Messrs. Baldwin  
Pollan  
Powell  
Jeffries

PMMathew/jm

acc. 5/27/68

May 8, 1968

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

Dear Mr. Doodhmal:

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

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

With best regards,

Yours sincerely,

P. M. Mathew  
Deputy Director  
Development Finance Companies

cc: Mr. Baldwin  
Mr. Pollan

PMMathew:jm

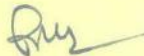
52172,  
May 6, 1968

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

Dear Gasem:

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

Yours sincerely,



P. M. Mathew  
Deputy Director  
Development Finance Companies

cc: Mr. Baldwin  
Mr. Seese *Pollar*

PMathew: ja

# china development corporation



CABLE ADDRESS  
CHIDEICO TAIPEI

May 2, 1968  
File Ref. 57-E-0161

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

Dear P. M. :

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

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

With best regards,

Sincerely yours,

Felix S. Y. Chang  
President

*Mr. B. Aldwin*  
*A. What do you suggest?*  
*Over*  
*May 7.*

*Mr. B. Aldwin*  
*suggests that they*  
*should arrive*  
*July 3. EDI will*  
*cover rather well*  
*over during 7 days.*  
*OK*

55:11NA 2-YAMBAE  
COMMUNICATIONS  
RECEIVED

*ack May 14*

*Copy word 1A..*

RECEIVED  
GENERAL FILES  
COMMUNICATIONS

1968 MAY -6 AM 11:22

*Handwritten notes in the top right corner, including names like 'Mr. ...' and '...'*

*Handwritten notes on the left side, including 'Mr. ...' and '...'*

President  
PETER S. A. CHUNG



Sincerely yours,

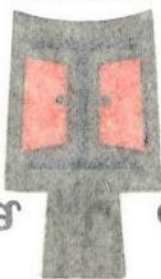
With best regards,

forget it and we will see what we can do for their interest.  
If such a change would cause any inconvenience to you, please just  
advise if they could be with us starting from July 3. However,  
July 1 and 2 being our bank holidays, it would be more  
extending to both of them our hearty welcome.  
Ceylon and Mr. Roberts of Cyprus after EDI course and wish to  
tell informing us of the coming visit of Mr. Chellappan of  
We acknowledge receipt of your letter dated April 18,

Dear P. M. :

P. S. A.  
Washington D.C. 20433  
1818 H Street, N.W.  
INTERNATIONAL FINANCE CORPORATION  
DEVELOPMENT FINANCE COMPANIES DEPT.  
DEPUTY DIRECTOR  
MR. P. M. MATHEW

CHIDEICO TAIPEI  
CABLE ADDRESS



IFC TEL. 24-E-0101  
MAY 5, 1968

International Development Corporation

# THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED



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

Sec.D/6231

April 30, 1968

Dear Mr. Mathew:

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

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

With kind regards,

Yours sincerely,

R. C. Doodhmal  
Secretary & Chief Accountant

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

1968 MAY - 8 AM 3: 31  
COMMUNICATIONS  
RECEIVED  
RECEIVED

acc. 5/8



THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED



103, BACKBAY RECLAMATION, BOMBAY 1 / GRAMS: 'CREDICORP, BOMBAY' / PHONE: 245081/245478/245482/245333

Sec.D/6231

April 30, 1968

Dear Mr. Mathew:

I acknowledge receipt of your letter of April 19, 1968 together with enclosure addressed to Mr. H.T. Parikh. We note that Mr. C.A. Ogwang and Mr. G. Mulugeta, participants of the EDI training programme will be in ICICI from July 2 to July 16. Please let us know if we have to arrange for hotel accommodation for them.

With kind regards,

Yours sincerely,

R. C. Doodhmal  
Secretary & Chief Accountant

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

1968 MAY -6 AM 9:37

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GENERAL FILES  
COMMUNICATIONS

8/2/68



*Industrial and Mining Development Bank of Iran*

Managing Director

30 April, 1968

*file same next as in other cases*  
*ave*

*By*  
Dear Mathew:

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

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

With best personal regards.

Sincerely yours,  
*A. Gasem Kheradjou*  
A. Gasem Kheradjou

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

*acc. 5/6/68*

133 Shiraz Ave.  
~~207 Boulevard Karaj, Tehran-Iran~~

P. O. Box 1801

Cable - INMIDEL

Corporation registered in Tehran, Comp Reg. No. 6907, Comm. Reg. No. 9509. with capital of ~~720,000,000~~ 720,000,000 Rials, fully-paid

RECEIVED  
GENERAL FILES  
COMMUNICATIONS  
1968 MAY -6 AM 9:16

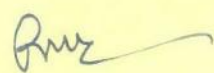
April 30, 1968

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

Dear Mr. Lodhi:

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

Yours sincerely,



P.M. Mathew  
Deputy Director  
Development Finance Companies

cc Mr. Baldwin  
Mr. Sekse

WDiamond:us

April 30, 1968

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

Dear Mr. Lassila:

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

Yours sincerely,

P. M. Mathew  
Deputy Director  
Development Finance Companies

cc: Mr. Baldwin  
Mr. Jeffries

PMMathew:mbc

April 30, 1968

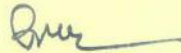
Industrial Development Bank  
of Turkey  
P.O. Box 17 - Karakoy  
Istanbul, Turkey

Attention Messrs. Alagoz and Kayalioglu

Gentlemen:

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

Yours sincerely,



P. M. Mathew  
Deputy Director  
Development Finance Companies

cc: Mr. MacNealy

PMMathew:mbc



**PAKISTAN INDUSTRIAL CREDIT  
& INVESTMENT CORPORATION LIMITED**

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

TELEPHONES : { 227171  
227172  
227173

CABLE : "PICICORP"

No. SY-104/68

April 26, 1968

Dear Mr. Mathew,

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

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

Kind regards,

Yours sincerely,

( A.A. LODHI )

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

*Name's  
same ref  
as in  
other copy  
@M*

APR 30 AM 8:32

COMMUNICATIONS  
DEPARTMENT  
RECEIVED

*acc 4/30*



**PAKISTAN INDUSTRIAL CREDIT  
& INVESTMENT CORPORATION LIMITED**

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

CABLE : "PICICORP"

TELEPHONE : 22712  
22713  
22714

April 26, 1968

No. 27-104/68

Dear Mr. Mathew,

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

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

Kind regards,

Yours sincerely,

( A. A. LOHME )

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

*Handwritten notes in blue ink:*  
T.M. Mathew  
Deputy Director  
Development Finance Companies  
International Finance Corporation  
1818 H Street, N.W.  
Washington, D.C. 20433  
U.S.A.

*Handwritten note:*  
on 4/30

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GENERAL FILES  
COMMUNICATIONS  
1968 APR 30 AM 8:35



Seri - 822 - 1

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

**11212**

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

Cable Address :  
KALKINMABANK, İstanbul

April 26, 1968

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

U. S. A.

Dear Mr. Mathew :


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

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

With best regards,

Yours sincerely,

TÜRKİYE SINAİ KALKINMA BANKASI A.Ş.



Alparslan Alagöz



Bahaeddin Kayalıoğlu

(Deputy-Director Loan and Invest-  
ment and Financial Analysis  
Department)

(Assistant General Manager)

BB/ma

1968 52 611 1:23

an 4/30

TÜRKİYE İNŞAAT KALKINMA BANKASI A.Ş.

INDUSTRIAL DEVELOPMENT BANK OF TURKEY

11215

Bank of Turkey  
Kalkinma Bankası

Bank of Turkey  
Kalkinma Bankası

April 26, 1968

Mr. W. W. Nathan  
Tobacco Director  
Development Finance Corporation  
International Finance Corporation  
1818 H Street N.W.  
Washington D.C. 20433

W. W. Nathan

Dear Mr. Nathan :

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

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

With best regards,

Yours sincerely,

TÜRKİYE İNŞAAT KALKINMA BANKASI A.Ş.

*[Handwritten signature]*

Abdullah Kaya

Alexander M. ...

(Tobacco Director Loan and Investment - Assistant General Manager)

RECEIVED  
GENERAL FILES  
COMMUNICATIONS  
1968 APR 29 PM 1:59

RD/...

# TEOLLISTAMISRAHASTO OY

(INDUSTRIALIZATION FUND)

LÖNNROTINKATU 13  
HELSINKI - FINLAND

TELEPHONE 644706  
CABLES TERASTO HELSINKI

April 25, 1968

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

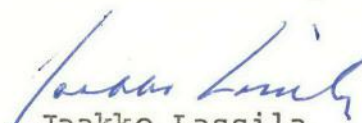
Dear Mr. Mathew:

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

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

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

Yours sincerely,



Jaakko Lassila  
General Manager

TEOLLISTAMISRAHASTO OY  
HELSINKI  
COMMUNICATIONS  
DIVISION  
APR 25 1968

acu 4/30

TEOLLISTAMISRAHASTO OY  
(INDUSTRIALIZATION FUND)

TELEPHONE 421118  
GABRIEL TERÄSVAARA HEIKKILÄ

HEIKKILÄ-KUUSI  
HEIKKILÄ-KUUSI

April 22, 1968

Mr. P. M. Mathew  
Deputy Director  
Development Finance Committee  
International Finance Corporation  
1815 H Street, N.W.  
Washington D.C. 20413  
U.S.A.

Dear Mr. Mathew:

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

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

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

Yours sincerely,

~~Uusko Lassila~~  
General Manager

1968 APR 29 AM 8:46  
RECEIVED  
GENERAL FILES  
COMMUNICATIONS





April 19, 1968

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

Dear Resid Bey:

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

1. Guyana                      Patrick Harry Mootoo  
Senior Economist  
Guyana Development Corporation
2. Pakistan                    Mohd Bashirullah  
Officer on Special Duty  
Industrial Development Bank of Pakistan
3. Ecuador                    Manuel Enrique Lara Almeida  
Chief of Engineers  
Comision de Valores  
Corporacion Financiera Nacional

A brief resume is attached.

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

Kindly let me know if the dates proposed are convenient.

We greatly appreciate your helpfulness in participating in this program.

Yours sincerely,

1288 478855 6W 3:13  
Matthew  
Deputy Director  
Development Finance Companies

cc: Mr. MacSealy

Attachment

PM:Mathew:nbc





April 19, 1968

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

Dear Mr. Lassila:

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

1. Nepal  
Hari Narayan Upadhyay  
Secretary to the Board of Directors  
Nepal Industrial Development Corporation
2. Philippines  
Luis V. Eison  
Vice President  
Private Development Corporation  
of the Philippines
3. Jamaica  
Randolph Algernon Carey  
Corporation Secretary  
Jamaica Industrial Development Corporation

A brief resume of each is attached.

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

Kindly let me know if the dates proposed are convenient.

We greatly appreciate your helpfulness in participating in this program.

Yours sincerely,

1968 APR 25 PM 3:10 *RM*

*RM*  
COMMUNICATIONS  
RECEIVED  
DEVELOPMENT FINANCE COMPANIES  
P. M. Mathew  
Deputy Director

Attachments  
cc: Mr. MacBealy  
PMathew:mbe

*ack. 4/25*

Αριθμός: 100  
σε: 12. Κρατική  
Υπηρεσία

014  
11/52

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COMMUNICATIONS

1968 APR 22 PM 3:19

ΚΑΤΑ ΕΠΙΣΤΟΛΗ

ΤΗ ΣΥΝΕ ΒΛΟΦΛΕΝ

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Υ ΕΠΕ ΚΙΝΟΥΝΤΙ ΕΠΕ ΚΙΝΟΥΝΤΙ

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7. ΚΙΝΟΥΝΤΙ  
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ΚΙΝΟΥΝΤΙ ΕΠΙΣΤΟΛΕΣ ΚΙΝΟΥΝΤΙ

April 19, 1968

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

Dear Mr. Ahmed:

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

1. Nigeria  
Alhaji Ibrahim el Yakubu  
Assistant General Manager (Industrial)  
Northern Nigeria Development Corporation
2. Mexico  
Manuel Martinez del Campo Quinones  
Head, National Productivity Office  
Industrial Research Department  
Banco de Mexico, S.A.

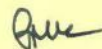
A brief resume of each is attached.

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

Kindly let me know if the dates proposed are convenient.

We greatly appreciate your helpfulness in participating in this program.

Yours sincerely,



P. M. Mathew  
Managing Director  
Development Finance Companies  
COMMUNICATIONS  
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Attachment

cc: Mr. MacNealy

PMMathew:abc

acc 4/26

Управление

№ 12-1000000

Управление

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COMMUNICATIONS

1968 APR 22 PM 3:19

Управление делами Комитета

Управление  
№ 12-1000000

Управление делами

Управление делами

№ 12-1000000

Управление делами

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Управление делами

Управление делами

April 19, 1968

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

Dear Felix:

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

1. Ceylon                      Rajasuriyar Chellappah  
Manager, Industrial Credit Section  
Bank of Ceylon
2. Cyprus                      Lazaros Demetri Sparsis  
Financial and Marketing Manager  
Cyprus Development Corporation Ltd.

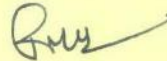
A brief resume of each is attached.

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

Kindly let me know if the dates proposed are convenient.

We greatly appreciate your helpfulness in participating in this program.

Yours sincerely,



P. M. Mathew  
Deputy Director  
Development Finance Companies

1000 MBYSS BW 3: 10

Attachment

cc: Mr. MacSealy

PMMathew:abc

COMMUNICATIONS  
RECEIVED  
RECEIVED

acc. 5/2/68



April 19, 1968

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

Dear Gasem:

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

1. Korea  
Chung Hyun Oh  
Chief, Planning and Control Division  
Foreign Loan Department  
Korean Reconstruction Bank
2. Colombia  
Guillermo Sanint B.  
Vice President  
Corporacion Financiera de Caldas

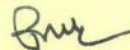
A brief resume of each is attached.

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

Kindly let me know if the dates proposed are convenient.

We greatly appreciate your helpfulness in participating in this program.

Yours sincerely,



P. M. Mathew  
Deputy Director  
Development Finance Companies

Attachments

P:Mathew:shc

1288 APR 23 1968

COMMUNICATIONS  
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RECEIVED

acc. 4/30/68





Mr. George B. Baldwin

March 14, 1968

P. M. Mathew *PM*

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

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

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

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

Attachment

Circ. (3)

PM.Mathew:mbe

February 23, 1968

Dear Mr. Majoul:

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

With best personal regards,

Sincerely yours,

Khalil Nougaim *KN*  
Development Finance Companies

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

cc: Mr. Esmiol

KNougaim:amm

CROSS REFERENCE SHEET

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

FROM: Mr. Gary Luhman

FILED UNDER: COLUMBIA- Caldas

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


Extract:

Industrial Projects Evaluation Course

Caldas and INCOLDA(Columbian Institute of Administration) had intended to sponsor an Industrial Project Evaluation Course in Manizales during June/July 1968 to have been organized by Dr. Hector Ochoa Diaz from the University of Antioquia. However, when Dr. Ochoa visited Washington in early January, he learned that IDB was planning to hold a similar course in Bogota during April/June 1968. Consequently, EDI suggested that the project might be postponed to 1968/69 or that a short seminar of a more general character might be considered. You could enquire as to what the final decision was in this matter."

Mr. William Diamond

February 1, 1968

Einar Sekse 

Industrial Projects Course (EDI)

We have agreed with Mr. French that we will try to arrange for an additional two weeks of training with some of our more developed development banks for the following candidates for the 1968 Industrial Projects Course:

1. Guillermo Sanint B.  
Vice President  
Corporación Financiera de Caldas (Colombia)
2. Lazaros Demetri Sparsis  
Financial and Marketing Manager  
Cyprus Development Corporation Ltd. (Cyprus)
3. Manuel Enrique Lara Almeida  
Chief of Engineers  
Comisión de Valores  
Corporación Financiera Nacional
4. Mulugeta Gebrewold  
Deputy Managing Director  
The Development Bank of Ethiopia (Ethiopia)  
  
(or the alternate, Getachew Yifrou  
Assistant Credit Manager  
Commercial Bank of Ethiopia, S.C.)
5. Patrick Harry Mootoo  
Senior Economist  
Guyana Development Corporation (Guyana)
6. Randolph Algernon Carey  
Corporation Secretary  
Jamaica Industrial Development Corporation (Jamaica)
7. Chung Hyun Oh  
Chief, Planning and Control Division  
Foreign Loan Department  
Korean Reconstruction Bank (Korea)
8. Hari Narayan Upadhyay  
Secretary to the Board of Directors  
Nepal Industrial Development Corp. (Nepal)

9. Alhaji Ibrahim el Yakubu  
Assistant General Manager (Industrial)  
Northern Nigeria Development Corp. (Nigeria)
10. Mohd Bashirullah  
Officer on Special Duty  
Industrial Development Bank of Pakistan (Pakistan)
11. Luis V. Sison  
Vice President  
Private Development Corporation of the Philippines (PDCP)
12. Constant Andrew Ogwang  
Executive Economist  
Uganda Development Corporation Ltd. (Uganda)

ESekse:fmc

cc: Mr. French



*Industrial and Mining Development Bank of Iran*

Managing Director

28 January, 1968

Dear Mathew:

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

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

With kind regards.

Sincerely yours,

*Gasem*  
A. Gasem Kheradjou

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

1988 FEB -1 PM 1:25

COMMUNICATIONS  
SECTION  
FBI

# THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED



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

Sec.D/1639

January 27, 1968

Dear Mr. Mathew:

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

With kind regards,

Yours sincerely,

H. T. Parekh  
Managing Director

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

RECORDED-5 JAN 30 1968





*Mr. Mathew o/r*

*File*

January 25, 1968

Dear Mr. Ahmed:

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

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

With best regards,

Sincerely yours,

Einar Sekse  
Development Finance Companies

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

cc: Mr. Mathew o/r (with  incoming)  
ESekse:amm

# china development corporation



CABLE ADDRESS  
CHIDEICO TAIPEI

January 19, 1968  
File Ref. 57-E-021

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

*P*

Dear P. M. :

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

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

With best regards,

Sincerely yours,

Felix S. Y. Chang  
President

1968 JAN 23 11 01 53

1968 JUN 23 TH 8:28

President  
P.O. Box 2, A. Chang



Sincerely yours,

With best regards,

can do for their interest.  
convenience to you, please forget it and we will see what we  
July 3. However, in case such a change would cause any in-  
more advantage to their programme here could start from  
will have no office on June 30 through July 5. If would be  
falls on Sunday and July 1 and 2 being bank holidays, we  
we might call your attention that since June 30

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

Dear P. M. :

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



CHIDEICO TAIPEI  
CABLE ADDRESS



FILE REF. 21-E-021  
January 10, 1968

EDI

TÜRKİYE SİNAİ KALKINMA BANKASI A. Ş.

(INDUSTRIAL DEVELOPMENT BANK OF TURKEY)

01900

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

Cable Address :  
KALKINMABANK, İstanbul

January 19, 1968

W

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

Dear Mr. Mathew:

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

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

With best regards,

Yours sincerely,

TURKIYE SİNAİ KALKINMA BANKASI A. Ş.

*Demirhan*

*B. Kayalıs*

TÜRKİYE İNŞAAT KALKINMA BANKASI A.Ş.

(INDUSTRIAL DEVELOPMENT BANK OF TURKEY)

01310

KALKINMA BANKASI  
Genel Müdürlüğü

P.O. Box 33 Katip  
Istanbul, Turkey

January 12, 1968

Mr. J. J. [unclear]  
Deputy Director  
Development Finance Corporation  
International Finance Corporation  
1818 H Street, N.W.  
Washington, D.C. 20036  
U.S.A.

Dear Mr. [unclear]:

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

We shall be pleased to receive in Istanbul two or more  
participants of the Istanbul project evaluation course around  
June 19, 1968. We will send the detailed program to you  
participants would, as in previous years, include a lecture and  
discussions on projects and methods of operation of our bank  
as well as the appraisal system of projects.

With best regards,

Yours sincerely,

For the General Manager - [unclear]

*[Handwritten signature]*

1968 JAN 24 11 03:31

1000-1-1000

Doc. B - 231 12 am

# TEOLLISTAMISRAHASTO OY

(INDUSTRIALIZATION FUND)

LÖNNROTINKATU 13  
HELSINKI - FINLAND

TELEPHONE 64 47 06  
CABLES TERASTO HELSINKI

January 17, 1968

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

Dear Mr. Mathew:

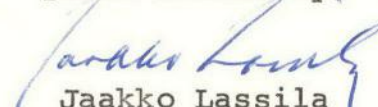
Thank you for your letter dated January 11, 1968. ✓

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

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

With best regards,

Yours sincerely,

  
Jaakko Lassila  
General Manager







*Mr. Mathew o/r*

**PAKISTAN INDUSTRIAL CREDIT  
& INVESTMENT CORPORATION LIMITED**

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

TELEPHONES : { 227171  
227172  
227173

CABLE : "PICICORP"

No. SY-104/68

January 16, 1968.

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

Dear Mr.Mathew:

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

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

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

Kind regards,

Yours sincerely,

  
( SAID AHMED. )  
Managing Director

*cc: Mr. Krishnaswamy  
cc: Mr. Seker*

cc: Mr. [unclear]  
cc: Mr. [unclear]

NOV 22 1968

Managing Director  
( DAVID WHELAN )

Yours sincerely,

Kind regards,

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

them an insight into our techniques and programs.  
Provide them with the necessary facilities which will be  
conducted by the Economic Development Institute and will  
beneficiaries in the course of industrial project evaluation  
We will be happy to receive one or more

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

Dear Mr. Mathew:

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

NO. 21-104108

January 19, 1968.

REGISTRATION: 353133  
353135  
353134

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

CHRG: ..PISICORP..

**& INVESTMENT CORPORATION LIMITED**  
**PAKISTAN INDUSTRIAL CREDIT**



Mr. [unclear] 6/10

January 11, 1968

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

Dear Resid Bey:

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

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

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

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

With best regards,

Yours sincerely,

P. M. Mathew  
Deputy Director  
Development Finance Companies

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

PMMathew/mc

acc. J.M. 19

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January 11, 1968

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

Dear Mr. Ahmed:

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

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

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

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

With best regards,

Yours sincerely,



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

0211:22

P. M. Mathew  
Deputy Director  
Development Finance Companies

PMMathew/mc

see Jan. 16

January 11, 1968

Mr. Said Ahmad  
Managing Director  
Pakistan Industrial Credit and  
Investment Corporation Limited  
P.O. Box 2080  
Karachi 2, Pakistan

Dear Mr. Ahmad:

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

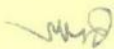
We hope, that as you have done in the past, you will be willing  
this year to take on one or more participants. As before, we would be  
meeting their travel and subsistence costs. They could arrive in the  
early part of the week beginning June 16, and their stay with you would  
end in the early part of the week beginning July 2.

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

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

With best regards,

Yours sincerely,



P. M. Nathan  
Deputy Director  
Development Finance Committee

Classified in substance with information  
Security Information/Excluded

2080

PKI/10/68

January 11, 1968

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

Dear Mr. Parekh:

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

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

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

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

With best regards,

Yours sincerely,

*PM*

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

15 JAN 22  
P. M. Mathew  
Deputy Director  
Development Finance Companies

PMMathew/mc

*aw j m 27/68*

January 11, 1968

Mr. H. T. Parikh  
General Manager  
Industrial Credit & Investment  
Corporation of India  
103 Building, Bhandarkar  
Road, Bombay 1, India

Dear Mr. Parikh:

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

We hope, that as you have done in the past, you will be willing  
this year to take on one or more participants. As before, we would be  
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early part of the week beginning June 16, and their stay with you would  
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former participants have derived from this type of experience in being  
exposed to the personnel, procedures and problems of an advanced in-  
dustrialized country, we believe that it is valuable and that the kind  
of facilities you have provided in the past are well suited to their  
needs. I hope it will be possible for you to repeat the arrangements  
this year.

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

With best regards,

Yours sincerely,

P. M. Mathew  
Deputy Director  
Development Finance Corporation

1968 JUN 12 11:55

Forwarded in substance with copy to  
Messrs. K. Rajan & Co. Pvt. Ltd.  
P.O. Box 1000  
Bombay 1

1968 JUN 12 11:55



January 11, 1968

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

Dear Gaseem:

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

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

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

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

With best regards,

Yours sincerely,



P. M. Mathew  
Deputy Director  
Development Finance Companies

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

PMMathew/md

am Jan. 28/68

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January 11, 1968

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

Dear Felix:

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

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

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

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

With best regards,

Yours sincerely,



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

REC'D TS 11:22  
P. M. Mathew  
Deputy Director  
Development Finance Companies

ccn Jan. 19/68

ԿՈՄՍՈՒՆԻՍ

ԲՈՂՅՈՒ

Պատկերակազմակերպիչ

Տեղակալի պարտավորությունները

Վարչապետի կառավարության

հանձնարարություն

Կ. Կ. Կարապետյան

1968 JUN 12 11:55

Հոնորաբանական

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Կարգադրություն 1968

January 11, 1968

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

Dear Mr. Lassila:

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

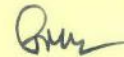
We hope, that as you have done in the past, you will be willing this year to take on one or more participants. As before, we would be meeting their travel and subsistence costs. They could arrive in the early part of the week beginning June 24, and their stay with you would end in the early part of the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

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

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

With best regards,

Yours sincerely,



P. M. Mathew  
Deputy Director  
Development Finance Companies

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

PMMathew/mc

acc. Jan. 17

ԿԻՄԻՏԵՆԻ

ՀԱՅԿԻՍՏԱՆԻ ԿՈՄԻՏԵ

1958 JUL 12 AM 11:55

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# Record Removal Notice

<b>File Title</b> Operational - Development Banks - Economic Development Institution [EDI] Trainees - Correspondence		<b>Barcode No.</b>  1069964		
<b>Document Date</b> 22 December, 1967	<b>Document Type</b> Memorandum			
<b>Correspondents / Participants</b> To: Patterson H. French From: Einar				
<b>Subject / Title</b> EDI Candidates: Mr. Mulgeta Gebrewold				
<b>Exception(s)</b> Personal Information				
<b>Additional Comments</b>		The item(s) identified above has/have been removed in accordance with The World Bank Policy on Access to Information or other disclosure policies of the World Bank Group.		
		<table border="1"><tr><td><b>Withdrawn by</b> April Miller</td><td><b>Date</b> August 30, 2011</td></tr></table>	<b>Withdrawn by</b> April Miller	<b>Date</b> August 30, 2011
<b>Withdrawn by</b> April Miller	<b>Date</b> August 30, 2011			



# Record Removal Notice

<b>File Title</b> Operational - Development Banks - Economic Development Institution [EDI] Trainees - Correspondence		<b>Barcode No.</b>  1069964		
<b>Document Date</b> 18 December, 1967	<b>Document Type</b> Memorandum			
<b>Correspondents / Participants</b> To: P. M. Mathew From: H. Pollan				
<b>Subject / Title</b> Candidates Proposed by DFC for EDI's 1968 Industrial Projects Course				
<b>Exception(s)</b> Personal Information				
<b>Additional Comments</b>		The item(s) identified above has/have been removed in accordance with The World Bank Policy on Access to Information or other disclosure policies of the World Bank Group.		
		<table border="1"><tr><td><b>Withdrawn by</b> April Miller</td><td><b>Date</b> August 30, 2011</td></tr></table>	<b>Withdrawn by</b> April Miller	<b>Date</b> August 30, 2011
<b>Withdrawn by</b> April Miller	<b>Date</b> August 30, 2011			



## CROSS REFERENCE SHEET

COMMUNICATION: Letter

DATED: October 12, 1967

TO: Mr. Bruce Cheek  
IBRDFROM: Mr. Jonas H. Haralz  
Director  
Economic Institute  
Reykjavik, Iceland

FILED UNDER: Iceland - Transport Survey

SUMMARY: Re:

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

Reykjavík, October 12, 1967

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

Dear Dr. Krishnaswamy:

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

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

2.

I appreciate greatly the help you and your colleagues are given us in this matter and remain

Yours sincerely,

Jónas H. Haralz  
Director  
The Economic Institute  
Reykjavík, Iceland

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

Dr. Jóhannes Nordal,  
Governor, Central Bank of Iceland

1965 OCT 12 AM 8:31

RECEIVED  
OCT 12 1965  
DIRECTOR

RECEIVED  
GENERAL FILES  
COMMUNICATIONS

1967 OCT 16 AM 9:37

GOVERNOR'S COUNCIL BANK OF ICELAND  
DR. JONAS H. HALLGRIMSSON

Department of Ecology IBFD  
CC. MR. BLAKE CREEK

HEALTHY ICELAND  
THE ECONOMIC INSTITUTE  
DIRECTOR  
JONAS H. HALLGRIMSSON

LOUIS BRUCE CREEK

LOUIS BRUCE CREEK  
COLLECTOR OF THE STATE IN THIS MATTER AND  
I respectfully request the help you and your

EDJ - 17000005  
EDJ

# CORPORACION FINANCIERA DE CALDAS

MR

TELEFONO:  
CONMUTADOR 29 460

APTDO. AEREO 460  
CABLES: "FINANCALDAS"

MANIZALES - CALDAS - COLOMBIA

P -

October 10 th, 1967

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

2745

---

Dear Mr. Diamond :

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

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

Please accept my very best regards.



CORPORACION FINANCIERA DE CALDAS  
GUILLERMO SANINT BOTERO  
Vicepresident.

GSB/brl. -

10700011 010212

RECEIVED  
GENERAL FILES  
COMMUNICATIONS  
1967 OCT 17 AM 10:15

SECRET

~~SECRET~~  
~~СЛІП ГЕНЕРАЛЬНИЙ ВОДЕКО~~  
~~СОВБОВУСІОНІ БІЛІВІСІТЕРУ ДЕ СУГДІВІ~~

Інформація про діяльність...

...у зв'язку з тим, що в ході виконання своїх обов'язків...  
...визначено, що діяльність...  
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ОСВІДЧЕННЯ

...визначено, що діяльність...

...визначено, що діяльність...

СОВБОВУСІОНІ БІЛІВІСІТЕРУ ДЕ СУГДІВІ

# CORPORACION FINANCIERA DE CALDAS

TELEFONO:  
CONMUTADOR 29 460

APTDO. AEREO 460  
CABLES: "FINANCALDAS"

MANIZALES - CALDAS - COLOMBIA

P -

10 de Octubre de 1967

2740

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

---

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

---

Estimado señor :

Adjuntamos a la presente la solicitud para admisión de nuestro Vicepresidente Dr. Guillermo Sanint B., para el Seminario de Proyectos Industriales que tendrá lugar del 10. de Abril al 21 de Junio de 1968.

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

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

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

CORPORACION FINANCIERA DE CALDAS  
ROBERTO OCAMPO MEJIA  
Presidente

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

Muchas Saludos

September 12, 1967

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

Dear Mr. Ocampo:

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

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

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

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

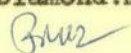
Sincerely yours,



William Diamond  
Director  
Development Finance Companies

cc: Dr. Krishnaswamy  
Mr. Garcia-Rayneri

PMMatthew/WDiamond:mbc





TA

# CORPORACION FINANCIERA DE CALDAS

TELEFONO:  
CONMUTADOR 29 460

APTDO. AEREO 460  
CABLES: "FINANCALDAS"

MANIZALES - CALDAS - COLOMBIA

P.-

Agosto 26 de 1.967

Señor  
WILLIAM DIAMOND  
Director Development Finance Companies  
CORPORACION FINANCIERA INTERNACIONAL  
1818 H. Street. N.W.  
WASHINGTON D. C. 20433  
U. S. A.

2282

SEP 13 REC'D

-----  
Muy estimado señor Diamond:

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

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

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

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

Espero poderme poner en comunicación cuando sea necesario con el doctor Krishnawamy distinguido funcionario de su institución a quién señala usted como la persona con quién más estrechamente debemos trabajar en un futuro próximo sobre los cursos de entrenamiento. -

./.



# CORPORACION FINANCIERA DE CALDAS

TELEFONO:  
CONMUTADOR 29 460

APTDO. AEREO 460  
CABLES: "FINANCALDAS"

MANIZALES - CALDAS - COLOMBIA

-2-

En espera de lo solicitado anteriormente y reiterándole mi sincero reconocimiento, me es grato suscribirme de usted con sentimientos de distinguida consideración y aprecio.

ROBERTO OCAMPO MEJIA

Presidente.

A handwritten signature in black ink, appearing to read 'R. Ocampo Mejía', is written over the typed name and title. The signature is fluid and cursive, with a prominent initial 'R' and a long horizontal stroke at the end.

Mr. Diamond

Room 950

RFB

CORPORACION FINANCIERA DE CALDAS  
(CALDAS FINANCE CORPORATION)  
APARTADO AEREO 460  
MANIZALES-CALDAS-COLOMBIA

26 August 1967

Reference No. 2672

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

SEP 13 REC'D

SEP 13 1967

Dear Mr. Diamond:

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

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

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

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

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

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

Yours very truly,

(signed)

Roberto Ocampo Meja  
President

TRANSLATION SECTION E-371/67

Translated From: Spanish 9-5-1967 By: JHH:pd

August 16, 1967

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

Dear Dr. Ocampo:

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

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

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

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

If you agree with the idea of such a course, I think the first step to take is to form a sponsoring group from among the Colombian financieras who would be interested in sending participants to such a course. The sponsoring group should then designate a representative to come to Washington to consult directly with EDI on how to go about organizing the course.

acc Aug. 26/67

Dr. Roberto Ocampo Mejia

- 2 -

August 16, 1967

I look forward to hearing your reaction to this proposal. Although it is Dr. Krishnaswamy with whom you would need to work most closely and with whom you should be in direct contact, we would, needless to say, want to remain in close touch with your plans and would want to help, if we could.

With best personal regards,

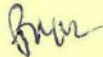
Yours sincerely,



William Diamond  
Director  
Development Finance Companies

cc: <sup>Mr. Mejia-Pelacio</sup> Mr. Krishnaswamy (cleared with in substance)  
Mr. Garcia  
Mr. Arango

PMathew:mbc:gb



August 2, 1967

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

Dear Dr. Sanint:

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

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

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

With best regards.

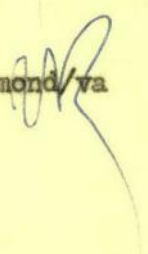
Sincerely yours,



William Diamond  
Director  
Development Finance Companies

Attachment

JGarcía Rayneri/WDiamond/va  
cc: Messrs. French  
Arango  
Division



August 2, 1967

Dr. Guillermo Santib B.  
Vice President  
Corporación Financiera de Caldas  
Apartado Aéreo 1212  
Bogotá, Colombia

Dear Dr. Santib:

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

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

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

With best regards,

Sincerely yours,



William Diamond  
Director  
Development Finance Companies

1967 NOV - 3 PM 2:03

Attachment

Division  
cc: Messrs. French  
Arango  
García Reyneri/WDiamond



TA

20 de julio de 1967

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

Muy estimado doctor Ocampo:

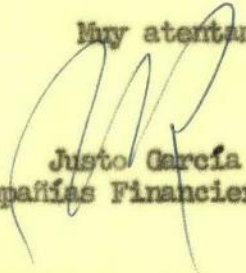
Tengo el gusto de acusar recibo de su atenta carta de fecha 14 de los corrientes dirigida al señor Diamond en contestación a la que el escribí a Ud. con fecha junio 30 en relación con el reciente nombramiento de que fué Ud. objeto para ocupar la Presidencia Nacional de Incolda y con las sugerencias contenidas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

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

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

De Ud.

Muy atentamente,

  
Justo García Rayneri  
Compañías Financieras de Desarrollo

JGarcía Rayneri:gn

cc: Division

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

# CORPORACION FINANCIERA DE CALDAS

TELEFONOS:  
CONMUTADOR 76-00 Y 33-82  
26-09-88-71

APTDO. AEREO 460  
CABLES "CORFINANCIERA"

MANIZALES-CALDAS-COLOMBIA

Julio 14 de 1967

P.

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

---

Muy estimado Señor DIAMOND:

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

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

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

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

Recibido July 20



Señor - WILLIAM DIAMOND - Washington. -

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

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

ROBERTO OCAMPO MEJIA  
Presidente



*Mr. Diamond*

Mr. J. García  
Room 1043

*MR*

CORPORACION FINANCIERA DE CALDAS

P. 2584

July 14, 1967

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

*ACK Aug 16/67*

Dear Mr. Diamond:

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

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

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

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

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

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

Cordially yours,

ROBERTO OCAMPO MEJIA  
President

TRANSLATION SECTION E-211/67  
Translated From: Spanish 7-21-1967 By: GA:pd

T A

June 30, 1967

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

Dear Dr. Ocampo:

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

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

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

Congratulations again.

With best personal regards.

Sincerely yours,



William Diamond  
Director  
Development Finance Companies

WDiamond:us:gb

Act July 14

For Reference see  
IAC - Follow up REVIEW on  
Co FINANCIERAS - July 1963  
BANKS GEN BANK

Mr. Mehmet Garpinar

June 13, 1967

D. W. Jeffries

Visit to PICIC

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

Attachment

cc: Mr. Sekse

DWJeffries:mbc

Mr. Abdu Chiwiri Faraji

June 13, 1967

D. W. Jeffries

Visit to PICIC

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

Attachment

cc: Mr. Sekse

DWJeffries:mbc

*DWJ*



Mr. Mahmoud Adel

June 13, 1967

D. W. Jeffries

Visit to ICICI

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

cc: Mr. Pollan

DWJeffries:mbc

*DW*

Mr. Gabriel Chukwuemeka Adwaeze

June 13, 1967

D. W. Jeffries

Visit to ICICI

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

Attachment

cc: Mr. Pollan

DWJeffries:mbc

DJ

Mr. Jaime Valdes

June 13, 1967

D. W. Jeffries

Visit to ICICI

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

Attachment

cc: Mr. Pollan

DWJeffries:mbc

DJ

Mr. Guillermo de la Hoz

June 13, 1967

D. W. Jeffries

Visit to IMDBI

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

Attachment

cc: Mr. Pollan

DWJeffries:mbc

99

Mr. Rolando Rodriguez

June 13, 1967

D. W. Jeffries

Visit to IFF

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

Attachment

D W. Jeffries :mbc

P3

Mr. Abdal Hasnat

June 13, 1967

D. W. Jeffries

Visit to IFF

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

Attachment

D.W.Jeffries :mbc

DJ

Your Ref.: Sec. D/8222

June 2, 1967

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

Dear Mr. Parekh:

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

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

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

With best personal regards,

Yours sincerely,

D. W. Jeffries  
Development Finance Companies

DPC file  
cc: Circ. (2)

DWJeffries:tk



Mr. Willem Brakel

June 2, 1967

D. W. Jeffries

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

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

Attachments (3)

cc: DFC file  
DWJeffries:tk

*DW*



**THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION  
OF INDIA LIMITED**

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

OUR REF:

Sec. 8 / 8222

PHONE: 245081  
245478  
245485  
245939

YOUR REF:

May 23, 1967

Dear Mr. Jeffries:

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

With kind regards,

Yours sincerely,



H. T. Parekh

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

RECEIVED 23 MAY 1967  
COMMUNICATIONS SECTION

ack. June 2

one June 7

RECEIVED  
COMMUNICATIONS  
1967 MAY 29 PM 3:14

U.S.A.  
M.M. MERCHANTS, D.C. 50422  
1818 H Street  
INTERNATIONAL FINANCE CORPORATION  
Mr. D. M. Jeffries

H. L. BALEKJ  
*H. L. Balekji*  
LONIA SINCEREJA

WITH KIND REGARDS

Information  
I enclose the tentative financing programme for Lonia  
bookings have been made for these three gentlemen  
from July 2. I trust that the necessary paper  
that the business will start ICICI for two weeks  
May 8, 1967, together with enclosures. I hope  
I acknowledge receipt of Lonia letter of

Dear Mr. Jeffries:

Yours truly

YOURS TRULY

ONE REF:

*200.0 / 2883*

342838  
342482  
342478  
PHONE: 342081

BRANCH: CREDITORS (L.I.), BOMBAY  
103, BACKBAY RECLAMATION, BOMBAY 1

OF INDIA LIMITED  
THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION  
OF INDIA LIMITED

Subject ECONOMIC DEVELOPMENT INSTITUTE TRAINEES

May 23, 1967

Monday, July 3, 1967 to Saturday, July 15, 1967.  
Messrs. Mahmoud Adel, Loans Supervision Department,  
Industrial and Mining Development Bank of Iran,  
Gabriel Chukwuemeka Akwaeze, Accountant, Development  
Finance Company (Eastern Nigeria) Ltd., and  
Jaime Valdes Hertzog, Chief, Technical Division,  
Banco Industrial, S.A., Bolivia, will spend two  
weeks in ICICI after their training programme in  
Washington. Messrs. M.C.Shetty and M.D'Mello will  
look after the trainees during their stay in Bombay.

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

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

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

Monday, July 3. To meet Heads of the  
(afternoon) various Sections in the  
Board Room.

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION  
OF INDIA LIMITED

Subject ECONOMIC DEVELOPMENT INSTITUTE TRAINEES

- 2 -

Tuesday, July 4.  
to  
Saturday, July 8.

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

Monday, July 10  
to  
Saturday, July 15.

Follow-up Section.

Visits to factories in Bombay can be arranged  
for the trainees as also a visit to Poona/Baroda/  
Ahmedabad during the weekend July 8 - July 7.



**PAKISTAN INDUSTRIAL CREDIT  
& INVESTMENT CORPORATION LIMITED**

Jubilee Insurance House,  
McLeod Road,

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

Telephones: { 227171  
227172  
227173

Cable: "PICICORP"

*J.W.B. - E.S.T. - Tramee,*  
*Op folder*  
*cc Mr. Brakel*  
*Mr. Sahar*  
*[Signature]*

No. SY-104/67

May 13, 1967.

Dear Mr. Jeffries,

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

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

Kind regards,

Yours sincerely,

( SAID AHMED )  
Managing Director

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

RECEIVED  
COMMUNICATIONS  
1967 MAY 18 PM 12:58

A.S.Y.  
Washington D.C. 20533  
1015 H Street N.W.  
International Finance Corporation  
Mr. D.M. Jeffries

Respected Director  
( ENCL. THREE )

*[Handwritten signature]*  
Yours sincerely,  
*[Handwritten name]*

Kind regards,

Looking forward to meeting the two beneficiaries.  
Letter will be all right for us and we are now  
The related programme enclosed in your

joining us shortly.

Enclosure and the other from Dhaka who will be  
the pro-date of the two beneficiaries one from  
receipt of your letter of May 8, 1967 enclosed  
This is to acknowledge with thanks the

Dear Mr. Jeffries,

NO. 24-10494

MAY 13, 1967

Telephone: { 333153  
333155  
333151

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

СНП: ДЫСІСОВЫ

INVESTMENT CORPORATION LIMITED  
PAKISTAN INDUSTRIAL CREDIT



*[Handwritten notes and signatures]*

Dw Jeffries

May 8, 1967

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

Dear Mr. Parekh:

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

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

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

With best regards,

Yours sincerely,

D. W. Jeffries

Enclosures

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

DWJeffries:mhc

DWJ

1025482-0 6W 5:10  
SEARCHED  
SERIALIZED

May 8, 1967

Mr. H. T. Parikh  
General Manager  
The Industrial Credit and Investment  
Corporation of India, Limited  
105, Park Road  
Bombay 1, India

Dear Mr. Parikh:

Further to Mr. Scilling's letter of February 3, I am pleased to give you the names of the three participants in the Industrial Project Evaluation Course of the Economic Development Institute who will be undertaking the program which you have kindly agreed to arrange for them at IICIL. They are: Harmond Adal - Industrial and Mining Development Bank of Iran; Gholi Ghannouchi - American Development Finance Company (Eastern Agents) Ltd.; and Jahan Vidar - Iran Industrial S.A. I am enclosing brief curriculum vitae.

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

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

With best regards,

Yours sincerely,

D. W. Lettice

Enclosures

cc: Mr. Braker  
Mr. Poljan  
Grc. (2)

1967 MAY -9 PM 2:19

COMMUNICATIONS  
CENTRAL FILES  
RECEIVED

DWlettice:mbo



May 9, 1967

Mr. Jaakko Lassila  
General Manager  
Teollistamisaikahasto Oy  
Lonnrotinkatu 13, V krs.  
Helsinki, Finland

Dear Jaakko:

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

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

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

With best regards,

Yours sincerely,

D. W. Jeffries

Enclosures

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

DWJeffries:mbe

*DWJ*

May 9, 1967

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

Dear Mr. Kheradjou:

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

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

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

With best regards,

Yours sincerely,

D. W. Jeffries

Enclosure

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

DWJeffries:mhc



May 8, 1967

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

Dear Mr. Ahmed:

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

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

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

With best regards,

Yours sincerely,

D. W. Jeffries

Enclosures

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

DWJeffries:mbc

*DWJ*

6/12/67 DWS:1a

*add. May 13*

May 8, 1967

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

Dear Mr. Ahmed:

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

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

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

With best regards,

Yours sincerely,

D. W. Jeffries

Enclosures

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

WJL:mas:mpc

1967 MAY - 9 PM 2:19

COMMUNICATIONS  
SECTION

February 3, 1967

Teollistamiesrahasto Oy  
Lomrotinkatu 13  
Helsinki  
Finland

Gentlemen:

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

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

Yours sincerely,



Robert F. Skillings  
Deputy Director  
Development Finance Companies

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

RFSkillings:mbc

CROSS REFERENCE SHEET

**COMMUNICATION:** Memo

**DATED:** January 24, 1967

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

**FROM:** Harold R. Shipman

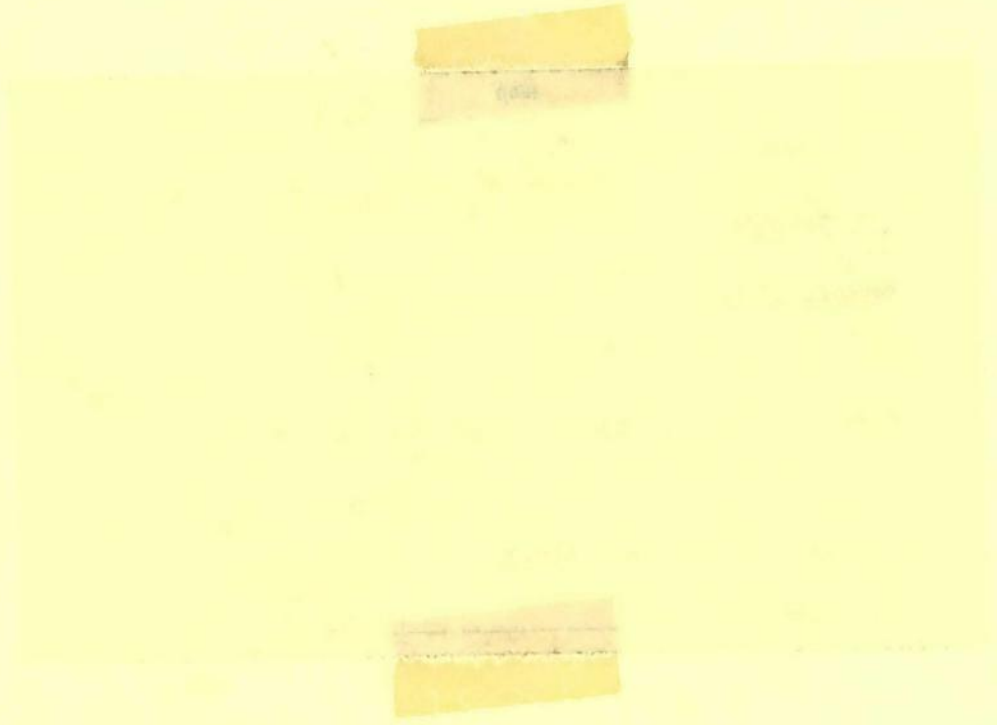
**FILED UNDER:** Studies - Water Control

**SUMMARY:** Re: One Week Short Course of Water Utility Management.

Dev. Banks  
EDI Training

IDA	IBRD	IFC
FORM NO. 92 (10-61) CORRESPONDENCE RECORD FORM		
FROM <b>H.T. Parekh ICICI Bombay, India</b>		DATED <b>Jan. 21, 1967</b>
SUBJECT <b>Letter re: visit to ICICI of EDI participants.</b>  <b>Addressed to Mr. Skillings</b>		
REFERRED TO <b>Mr. Diamond</b>		DATE RECEIVED <b>Jan. 27, 1967 jgv</b>

Don. B. ...  
E D I ...



From  
E



# TEOLLISTAMISRAHASTO OY

(INDUSTRIALIZATION FUND)

LÖNNROTINKATU 13  
HELSINKI - FINLAND

TELEPHONE 644706  
CABLES TERASTO HELSINKI

January 19, 1967

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

Dear Mr. Skillings:

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

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

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

- June 28 - General about the organization and operations of IFF, especially about its project evaluation (discussion).
- June 29 - General about the organization and operations of IFF, especially about its follow-up (discussion).
- June 30 - Studying of project evaluation and the problems involved in making project evaluations (discussion).
- July 3-  
July 7 - Visits to enterprises financed by IFF. Before every visit information of the company, the project and follow-up will be studied.

1967 JAN 21 10 31 AM  
COMMUNICATIONS  
GENERAL OFFICE  
RECEIVED

RECEIVED  
GENERAL FILES  
COMMUNICATIONS

1967 JAN 21 PM 3:41

will be studied.  
information of the company, the project and follow-up  
Date 1 - Details of expenditures financed by IFF. Before each date  
Date 3 -

related to working project evaluations (classification).  
Date 30 - Schedule of project evaluation and the programs in-

IFF, especially about its follow-up (classification).  
Date 30 - General about the organization and operations of

classification).  
IFF, especially about its project evaluation (classification).  
Date 30 - General about the organization and operations of

as follows:  
The type of programs we have planned for the participants in

time mentioned above.  
Participants, especially those in our immediate interest, at the  
Therefore, it would be better if you could send only two par-  
one statements are valid from summer assessments at that time.  
not most convenient, as would be the case in IFF as well as many of  
the time mentioned in your letter, date 21 - Date 11, 1967, to

we expect to give them regarding  
evaluation. They are very welcome to us, and we are pleased if  
economic development institute, a course in industrial project  
like to send to Beijing two or three participants in the  
accorded to your letter dated January 11, 1967, you would

Dear Mr. Skilling:

P.S.A.  
Washington D.C. 20541  
1818 H Street, N.W.  
Development Finance Committee  
International Finance Corporation  
Deputy Director  
Mr. Robert E. Skilling

January 18, 1967

HEIKKI HEIKKI  
TOIKKOLINEN

CUVIER IFFVATO HEIKKI  
LITTONEN 4-11-67

(INDUSTRIALIZATION FUND)

TO OSAVAIKASIAHASTO OY

July 10  
and 11 - Discussions about project evaluation and follow-up  
techniques.

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

Yours very truly,

TEOLLISTAMISRAHASTO OY

*Ossian Antson* *Pentti Talonen*  
PP Ossian Antson PP Pentti Talonen

January 11, 1967

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

Dear Mr. Parekh:

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

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

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

Mr. H. T. Parekh, General Manager

January 11, 1967

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

With kind regards,

Yours sincerely,



Robert F. Skillings  
Deputy Director  
Development Finance Companies

cc: Mr. Brakel

RFSkillings:vmv

January 11, 1967

Mr. Seppo Konttinen  
General Manager  
Teollistamisaikahasto Oy  
Lomrotinkatu 13  
Helsinki, Finland

Dear Mr. Konttinen:

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

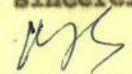
The program at EDI this year ends on Friday, June 23. We would make arrangements for them to arrive in Helsinki by Tuesday, June 27, to start work on Wednesday morning, June 28. Your program would extend from Wednesday, June 28, to the close of business on Tuesday, July 11. We would provide the participants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

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

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

With kind regards,

Yours sincerely,



Robert F. Skillings  
Deputy Director  
Development Finance Companies

cc Mr. Brakel  
RobertFSkillings:us

January 11, 1967

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

Dear Gasem:

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

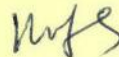
The course in Washington ends on Friday, June 23, 1967. To allow a little more time than in the past for the participants to reach you, we would make arrangements for them to arrive in Tehran by Tuesday, June 27, to start work on Wednesday morning, June 28. As in the past a period of about two weeks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

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

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

With kind regards,

Yours sincerely,



Robert F. Skillings  
Deputy Director  
Development Finance Companies

cc: Mr. Brakel  
RFSkillings:vmv

January 11, 1967

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

Dear Mr. Ahmed:

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

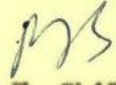
The course in Washington ends on Friday, June 23, 1967. To allow a little more time than in the past for the participants to reach you, we would make arrangements for them to arrive in Karachi by Tuesday, June 27, to start work on Wednesday morning, June 28. As in the past a period of about two weeks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

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

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

With kind regards,

Yours sincerely,

  
Robert F. Skillings  
Deputy Director  
Development Finance Companies

cc: Mr. Brakel  
RFSkillings:vmv



January 11, 1967

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

Dear Felix:

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

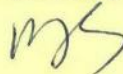
The course in Washington ends on Friday, June 23, 1967, To allow a little more time than in the past for the participants to reach you, we would make arrangements for them to arrive in Taipei by Tuesday, June 27, to start work on Wednesday morning, June 28. As in the past a period of about two weeks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

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

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

With kind regards,

Yours sincerely,



Robert F. Skillings  
Deputy Director  
Development Finance Companies

cc: Mr. Brakel  
RFSkillings:vmm

EDI

D.B.

June 28, 1966

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

Dear Gasem:

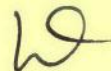
I am writing to introduce to you Mr. Narciso A. Ferrer, Assistant Vice President for Project Evaluation and Development of PDCP.

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

He will call your office on arrival in Tehran.

With best personal regards.

Sincerely yours,



William Diamond  
Director  
Development Finance Companies

cc Messrs. Jayme (PDCP)  
Ferrer

WDiamond:us

*EDI Trained  
Des: Banker*

**OUTGOING WIRE**

TO: PAREKH  
CREDCORP  
BOMBAY

DATE: JUNE 27 1966

CLASS OF SERVICE: LT

*Rec*

COUNTRY: INDIA

TEXT:  
Cable No.:

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

DIAMOND

**NOT TO BE TRANSMITTED**

MESSAGE AUTHORIZED BY: William Diamond

NAME

DEPT.

*IFC - dfc*

SIGNATURE

*William Diamond*

(SIGNATURE OF INDIVIDUAL AUTHORIZED TO APPROVE)

CLEARANCES AND COPY DISTRIBUTION:

cc: Circ. (2)  
WDiamond:bda

For Use by Archives Division

**ORIGINAL (File Copy)**

(IMPORTANT: See Secretaries Guide for preparing form)

Checked for Dispatch: \_\_\_\_\_

(IMPROVED) See instructions on the back of this form

Check for Dispatch

ORIGINAL (Use Copy)

DESPATCHED AFTER HOURS

DATE 6/27/64

INITIALS J. den K

For Use of Airline Dispatch

SIGNATURE

*[Handwritten Signature]*

DEPT

SEC - TIC

NAME

MESSAGE AUTHORIZED BY

William Diamond

ATTENTION

CC: SEC (5)

PRECEDENCE AND COPY DISTRIBUTION

NOT TO BE REPRODUCED

DIVISION

WORKER AND HAVE MADE ONE HALF RESERVATIONS RESERVE  
AND LENGTH IS KING STOP PUBLICISTIVE VENTURE BOMBAY 1074  
KINGDOM EIGHTEEN STOP BRITISH PROGRAM PROPOSED LATER

CLASS NO  
TEXT

COUNTRY INDIA

BOMBAY  
CHENNAI  
BANGALURU

CLASS OF  
TEXT

DATE JUL 21 1964

OUTGOING MESSAGE

ASSOCIATION

INTERNATIONAL DEVELOPMENT

REGISTRATION AND DEVELOPMENT

INTERNATIONAL BANK FOR

CONSERVATION

INTERNATIONAL FINANCE

FORM NO 11

*[Handwritten notes]*

DB-<sup>4</sup>Luciano-ED1

IDA	IBRD	IFC
FORM NO. 92 (10-61) CORRESPONDENCE RECORD FORM		
FROM <b>Pakistan Industrial Credit &amp; Investment Corporation Limited Karachi, Pakistan</b>		DATED <b>June 20, 1966</b>
SUBJECT  <b>Letter acknowledging receipt of letter of June 17<sup>th</sup> informing that Mr. Ferrer, EDI participant will not be able to visit PICIC on completion of the EDI course. Addressed and</b>		
REFERRED TO <b>Mr. Diamond</b>		DATE RECEIVED <b>June 27<sup>th</sup>, 1966 jgv</b>



EDI Finance  
Dev. Banks.

**PAKISTAN INDUSTRIAL CREDIT  
& INVESTMENT CORPORATION LIMITED**

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

Telephones: { 227171  
227172  
227173

Cable: "PICICORP"

20th June, 1966.

Mr. William <sup>W</sup>Diamond,  
Director,  
Development Finance Companies,  
I.F.C.,  
WASHINGTON.

*[Handwritten initials]*

Dear Mr. Diamond,

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

Yours sincerely,

*[Handwritten signature]*

( A. A. LODHI )

COMMUNICATIONS

1963 JUN 27 11 03:20

( V. V. GODHI )

Yours sincerely,

EDI course.  
will not be able to attend PICIC on completion of the  
Mr. Marcino Letter of Appreciation, one of the EDI fellows  
telegram of the 14th June, 1966, informing us that  
I acknowledge with thanks receipt of your

Dear Mr. Diamond,

WASHINGTON  
I.E.C.  
Development Finance Committee  
Director  
Mr. William Diamond

30th June, 1966.

Telephone: { 33113  
33112  
33111

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

Code: PICICORP.

INVESTMENT CORPORATION LIMITED  
PAKISTAN INDUSTRIAL CREDIT



Handwritten notes: "Mr. Godhi" and "EDI course"

*New file. DB.EDI L*

**OUTGOING WIRE**

TO: UQUAILI

DATE: JUNE 17, 1966

PICICORP

CLASS OF  
SERVICE: IFC GOVT

KARACHI

*RCM*

COUNTRY: (PAKISTAN)

TEXT:

Cable No.:

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

DIAMOND

*ack. June 20/66*

**NOT TO BE TRANSMITTED**

MESSAGE AUTHORIZED BY:

NAME William Diamond  
Director  
DEPT. Development Finance Companies

SIGNATURE *William Diamond*  
(SIGNATURE OF INDIVIDUAL AUTHORIZED TO APPROVE)

WDiamond:vmv

CLEARANCES AND COPY DISTRIBUTION:

cc: Messrs. *Rosenick*  
Brakel  
Mathew

For Use by Archives Division

Checked for Dispatch: *[Signature]*

**ORIGINAL (File Copy)**

(IMPORTANT: See Secretaries Guide for preparing form)



ORIGINAL (1st copy)

Checked for Director:

For Use by Archives Division

REFERENCE: AKA

(SIGNATURE OF INDIVIDUAL AUTHORIZED TO SIGN)

SIGNATURE

DEPT: DEPARTMENT OF FINANCE COMMERCE

OFFICE: DIRECTOR

NAME: MITCHELL

MESSAGE AUTHORIZED BY:

JUN 17 4 29 PM 1966

JUN 17 4 00 PM 1966

Method

Block

cc: Messrs. [unclear]

REMARKS AND COPY DISTRIBUTION

NOT TO BE REPRODUCED

DIVISION

MITT NOT GO TO KYUSHU WITH THE OTHERS SINCE WORK LOADS  
IS BEING REDUCED EVERYWHERE TO EASE BECAUSE OF WORK BURDEN AND HENCE  
MITSUO WANTS ONE OF EDI MEMBERS TO GO ALTHOUGH BEING TRAVELING TIME IS

Copy No. 1

TO: (UNCLASSIFIED)

KYUSHU

BEIJING

TO: ADVISORY

SERVICE: IFC GOAL  
CLASS OF

DATE: JUNE 17, 1966

OUTGOING MESSAGE

ASSOCIATION

INTERNATIONAL DELEGATION

RECONSTRUCTION AND DEVELOPMENT

INTERNATIONAL BANK FOR

COOPERATION

INTERNATIONAL FINANCE