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MEMORANDUM

TO: Members of The Board of Directors - ACCION International
FROM: William B. Crossley
DATE: October 3, 1966
SUBJECT: Funding Contacts - June 1st - September 30th.

The following is a report on corporate funding activity for the past four months.

We ask that you review these contacts and where the organization or individual contacted is known to you, we invite your additional follow-up efforts.

Support from these organizations is of paramount importance if we are to meet our financial obligations in the final quarter of this year.

Key:

- DMK - Donald M. Kendall
- JPD - James P. Delafield
- AdR - Alphonse de Rosso
- RCF - Richard C. Fenton
- BF - Berent Friele
- JEG - John E. Gross
- WSL - William S. Lindsay
- RCR - Rodman C. Rockefeller
- MCR - Milton C. Rose
- GCS - George C. Seybolt
- TLW - Theodore L. Wilkinson
- JHB - Joseph H. Blatchford
- WBC - William B. Crossley, Jr.

- L - Letter
- P - Pending
- Per. - Personal
- R. - Refusal

10/12/66

Copy sent to each of the following:

MESSRS.	Kendall	Lindsay
	Delafield	Rockefeller
	deRosso	Rose
	Fenton	Rump
	Friele	Seybolt
	Gross	Sims
	Wilkinson	

- JB
- WBC
- JAL
- MJN
- Caracas - Minotti

Murden

<u>RESULTS</u>	<u>REQUEST</u>	<u>MEANS</u>	<u>BY WHOM</u>	<u>CONTACT</u>	<u>ORGANIZATION</u>
R	2500	I	DMK	E.W. Schmacher, Pres.	American Optical Co.
R	2000	I Per & I	DMK WBC	F. Bradley, Pres.	American Coffee Corp.
P	2500	I	DMK	R.E. Robertson, Pres.	American Mutual Liability Insurance Co.
P	2500	I Per & I	DMK WBC	S.M. McAsham, Jr., Pres. H. Bateman, Pres. (L.A.)	Anderson, Clayton & Co.
R	3000	I Per & I	DMK WBC	H.A. Hooper, Vice Pres.	Arco Foundation
R	2500	I	DMK	R.F. Crawford, Ex. Sec.	American Machine & Foundry Co.
R	2500	I	DMK	N.V. Davis, Pres.	Aluminum Ltd.
P	Follow-up	I	DMK	H.L. Clark, Pres.	American Express Co.
P	Follow-up	I	DMK	M.E. Schmalzried	American Home Products Corp.
P	Follow-up	I	DMK	H.A. Anderson, Pres.	Austin Co.
P	Follow-up	I	DMK	J.B. Ward, Pres.	Addressograph-Multigraph Corp.
P	2500	I Per & I	DMK WBC JEG	H.W. Jones, Vice Pres. W.G. Shain, Mgr. P.R.	Atlantic-Richfield
P	Follow-up	I	DMK	R.D. Chaplin, Ex. V.P.	American Motors Corp.
P	2000	I Per & I	DMK WBC	J.K. Miller, Ex. V. P.	American Radiator & Standard Sanitary Corp.
P	Follow-up	I	DMK	R.E. Enderby, V.P.	Ampex Pan American Co.

ORGANIZATION	CONTACT	BY WHOM	MEANS	REQUEST	RESULTS
Allied Chemical Int'l. Corp.	W. H. Winfield, Pres.	RCF	T	2000	P
American Cyanamid Co.	E. J. Hesse, V. Pres.	RCF	I-follow-up		P
B. L. Babbitt, Inc.	R. A. Schwabkert, Pres.	DMK	T	(no spec. amount)	P
Bank of Boston Int'l.	G. Putman, Jr., V. Pres.	WBC	Per & I.		R
Brenitt Airways, Inc.	H. L. Lawrence, Pres.	DMK	I	Trans-- Brazil	P
Brown & Root	H. J. Frenshley, Pres.	DMK	I - follow-up		R
	H. Austin, Sr. V. Pres.	WBC	Per & I.		R
Bergardt Corp.	W. W. Patterson, Asst. V.P.	DMK	I	follow-up	P
Bausch & Lomb, Inc.	W. W. Mc Gullikin, Pres.	DMK	I	follow-up	P
Bendix Corp.	G. E. Stoll, Pres.	DMK	I	follow-up	R
Bristol-Myers Co.	D. S. Frost, V. Pres.	DMK	I	follow-up	P
Bundy Tubing Co.	W. W. Anderson, Pres.	DMK	I	follow-up	P (1967)
Booz, Allen & Hamilton Int'l.	R. E. Smiley, Pres.	DMK	T	1000	P
	R. Cawdlin, Adm. Mgr.	WBC	Per & I.		P
Joseph Bancroft & Sons Co.	L. G. Ray, Jr., Pres.	DMK	T	1000	R
Baldwin-Lima-Hamilton Corp.	P. A. White, Pres.	DMK	T	2500	P
Continental Can	T. C. Rogerty - Chrm.	DMK	T	2500	
	T. Wilkinson, Ex. V.P.	WBC	Per & I.		
Cummins Engine	T. R. Tucker, Secretary	WBC	T		R
Czarnikow-Rlonde	B. R. Braga	DMK	T		P

ORGANIZATION	CONTACT	BY WHOM	MEANS	REQUEST	RESULTS
Carl M. Loeb, Rhodes	J.T. Loeb F.A. Well	DMK WBC	I I	Follow-up 2100	P
Colgate-Palmolive Co.	G.H. Tesch, Pres. W.A. Hahn, V. Pres.	DMK WBC	I I	I (potential Bd. Member)	P
Chase Manhattan Bank	F.E. Grimes, V. Pres.	WBC	Per & I	B' = 5000 (AEV)	
Crush Int'l. Ltd.	J.M. Thompson, Pres.	DMK	I	2500	R
Caterpillar Tractor Co.	W.H. Franklin, Ex. V.P.	DMK	I	Follow-up	
Chemtron Corp.	J.T. Adank, Pres.	DMK	I	2000	P
J.I. Case Co.	R.W. Dugger, V.P.	WBC	I	Follow-up	R
Carl Marks Foundation	E.S. Marks	DMK	I	Follow-up	P
Champion Spark Plug Co.	R.A. Stranham, Jr., Chrm.	DMK	I	Follow-up	P
Coca-Cola Export Corp.	M.H. Farmworth, Sr. V.P.	DMK	I	Follow-up	P
A.B. Clark Foundation	G.A. Clark	DMK	I	1000	P
Continental Oil Co.	A.W. Tarlington, Pres. H.H. Hinson, V. Pres. W.A. Mead, Mgr. Pro.	DMK JEG WBC	I I Per & I	1000 Follow-up	P P P
Carnation Co.	H.E. Olson, Pres.	JFD	I	1000	P
Cook & Co.	E.W. Cook, Pres.	DMK	I	Follow-up	P
Cargill, Inc.	E.E. Keim, Pres.	DMK	I	Follow-up	P
Cont. Ill. National Bank & Trust Co.	C.E. Allen, Vice Pres.	DMK	I	Follow-up	P
Crown Cork & Seal Co., Inc.	J.F. Connelly, Pres.	DMK	I	1500	P
Dow Chemical Co.	H.D. Doan, Pres.	DMK	I		P (1967)

<u>ORGANIZATION</u>	<u>CONTACT</u>	<u>BY WHOM</u>	<u>MEANS</u>	<u>REQUEST</u>	<u>RESULTS</u>
Dana Corp.	J.E. Martin, Pres.	DMK	L	2500	P
Delta Steamship Lines, Inc.	J.W. Clark, Pres.	DMK	L	Follow-up	P
Esterbrook Pen Co.	K.M. MacDonald, Pres.	DMK	L	2500	P
Easton Manufacturing Co.	E. L. Ludvigsen, Pres.	DMK	L	Follow-up	P
Electric Storage Battery Co.	E.J. Dwyer, Pres.	DMK	L	Follow-up	P
Eagle Pencil Co.	E.A. Berol, Pres.	DMK	L	1000	P
Fruehauf Corp.	W.E. Grace, Pres.	DMK	L	2000	P
First National Bank of Chicago	H.V. Prochnow, Pres.	DMK	L	2500	P
Ford Motor Co.	R.S. Prescott	WBC	Per & L	4000	R
Flynn, Harrison & Conroy, Inc.	R. Evans, Director	DMK	L	2000	R
Pirestone Tire & Rubber Co.	E.B. Hathaway, Pres.	DMK	L	2500	P
Foremost Dairies, Inc.	R.J. Drews, Pres.	DMK	L	2000	P
Foster Wheeler Corp.	E.F. Wentworth, Jr., Pres.	DMK	L	1500	P
General Telephone & Electronics Corp.	B.W. Griffin, V. Pres. E.S. Prather, Mgr. P.R.	DMK	L	2000	R
General Time Corp.	B.K. Wickstrom, Pres. B.K. Wickstrom, Pres.	DMK	L	1500	P
Gulf Oil Corp.	E.D. Brockett, Chrm.	DMK	L	2500	P
Gerber Products Corp.	J.C. Suerth, Pres.	DMK	L	2500	R
General Tire & Rubber Co.	M.G. O'Neill, Pres.	DMK	L	2500	P
Goodyear Tire & Rubber Co.	V. Holt, Jr., Pres.	DMK	L	Follow-up	R

<u>ORGANIZATION</u>	<u>CONTACT</u>	<u>BY WHOM</u>	<u>MEANS</u>	<u>REQUEST</u>	<u>RESULTS</u>
Gardner-Denver Co.	C.H. Rleman, Pres.	DMK	L	1000	P
General Electric Co.	R.E. Whittmyer V.P.	DMK	L	Follow-up	P
Interpublic, Inc.	H.C. Parks, V. P. H. C. Parks	DMK	L	2500	100.
International Paper Co.	L.M. Rearing, Pres. J.L. Tower, V.P.	DMK	L	2000	R
International Standard Brands	A. Young	GCS	L		P(1967)
International Minerals & Chem. Corp.	C.S. Dennison, V. Pres.	DMK	L	Follow-up	P
Insurance Co. of N.A.	H.R. Hellman, Pres.	DMK	L	2500	R
Interchemical Corp.	K.B. Lane, Group V.P.	RCP	L	1000	P
Johns-Manville Int'l Corp.	C.B. Burnett, Pres. P. Mikitovich, V.P.	DMK	L		P
Johnson & Johnson	G.O. Idenhard, Pres. W.J. Holman, Jr. Sec.	DMK	L		R
S.C. Johnson & Son, Inc.	H.M. Packard, Pres.	DMK	L	Follow-up	P
W. M. Jackson, Inc.	H. C. Jackson, Pres.	DMK	L	Follow-up	P
Kaiser Industries Corp.	R.F. Kaiser, Pres. E. R. Ordway	DMK	L	2500	R
King Ranch, Inc.	R. J. Kleberg, Jr.	DMK	L	Follow-up	R
Arthur D. Little, Inc.	W.J. Norton, Director	DMK	L	2500	R
Lybrand, Ross Bros. & Montgomery H. Campbell		DMK	L		P
Lykes Bros. Steamship Co.	F.A. Nemec, Pres.	DMK	L	2500	P

L - Re 1967

<u>ORGANIZATION</u>	<u>CONTACT</u>	<u>BY WHOM</u>	<u>MEANS</u>	<u>REQUEST</u>	<u>RESULTS</u>
Lincoln National Life Insurance Co.	H.F. Hood, Pres.	DMK	L	2500	P
Lummas Co.	J.F. Thornton, Pres.	JHB,WBC	Per & L	2000	750
Leon Israel Bros. & Co.	L. Israel, Pres.	DMK	L	Follow-up	R
Flaggett Drug Co., Inc.	R.L. Beattie, Pres.	DMK	L	2500	P
EIF Lilly & Co.	J.K. Lilly, Chrm.	DMK	L	Follow-up	P
Lubrizol Corp.	A.O. Willey, Pres.	DMK	L	1000	P
McKesson & Robbins, Inc.	H.H. Henley, Pres. H.H. Henley	DMK WBC	L Per & L	1500	P
Monsanto Fund	R.F. McCoolle, V.P.	DMK	L	Follow-up	P
Moore-McCormack Lines	W.L. Moore, Pres.	DMK	L	Follow-up	P
Massey-Ferguson, Ltd.	H.G. Kettle, V.Pres.	JPD	L	Follow-up	P
McGraw-Hill, Inc.	M. Garrillo, Dir. Finance	DMK WBC	L Per & L	1000	R
P.R. Mallory & Co., Inc.	G.B. Mallory, Pres.	DMK	L	1000	P
Arthur G. McKee & Co.	M. Cox, Pres.	DMK	L	1000	P
Miles Labs, Inc.	R.G. Rose, Treas.	JTW	L	Follow-up	P
Mead Johnson & Co.	D.M. Johnson, Pres.	DMK	L	2500	P
Monroe Int'l Corp.	D.C. McCarty, Pres.	DMK	L	1000	P
Mack Trucks, Inc.	Z.C.R. Hansen, Pres.	DMK	L	1500	P
Meyercord Co.	L.H. Knopf, Pres.	DMK	L	1000	P
N.A.M.	W.P. Gullander, Pres.	DMK WBC	L Per & L	2500	R
Northern Trust Co.	D.R. Fuller, Pres.	DMK	L	2500	P

<u>ORGANIZATION</u>	<u>CONTACT</u>	<u>BY WHOM</u>	<u>MEANS</u>	<u>REQUEST</u>	<u>RESULTS</u>
Malco Chemical Co.	D.G. Brathwaite, Pres.	DMK	L	Follow-up	P
National Cash Register	R.S. Leung, Pres.	DMK	L	Follow-up	2000
National Union Electric Corp.	J.V. McKee, Ex. V.P.	DMK	L	Per & L	P
National Castings Group	K.L. Selby, Pres.	DMK	L	1000	P
Olivetti Underwood Corp.	L.G. Gabetti, Pres.	DMK	L	Per & L	H
Pittsburgh-Des Moines Steel Co.	W.R. Jackson, Pres.	DMK	L	Follow-up	P
Phelps Dodge International	E.H. Michelson, Pres.	DMK	L	Follow-up	P
Pennsalt International Corp.	E.C. Swift, Pres.	DMK	L	Follow-up	P
Parke, Davis & Co.	H.J. Loynd, Pres.	RCF	L	Follow-up	P
Pickands Mather & Co.	K.S. Benson, Pres.	DMK	L	1000	P
Prothane Corp.	F.F. Murphy, Pres.	DMK	L	1000	P
Phillip Bros.	E.L. Frank, Sr. V.P.	DMK	L	Per & L	300
(Division of Minerals & Chem. Phillip Corp)		WBC	Per & L	2000	
Quaker Oats Co.	A.J. Dindno, V.P.	DMK	L	Per	P
		WBC	Per	500	P
Revere Copper & Brass	J.H. Elkensberg, Pres.	DMK	L	Per & L	P
	W.R. Brent, Mgr. Foreign Operations	WBC	Per & L	2500	P
Rexach Construction Co.	H.C. Rexach, Chrm.	DMK	L	2500	P
Republic National Bank - Dallas	J.A. Aston, Pres.	DMK	L	2500	P
Ruder & Finn, Inc.	W. Ruder, Pres.	DMK	L	1500	P
		WBC	Per & L		P
Republic Steel Corp.	H. Stephan, Export Mgr.	DMK	L	Follow-up	H

ORGANIZATION

Robin Hood Flour Mills

J. Tatum, Pres.

JPD

Follow-up

P

Rockwell Manufacturing Co.

W.F. Rockwell, Chrm.

DMK

Follow-up

P

Raymond International, Inc.

H.C. Boschen, Pres.

DMK

Follow-up

P

Reader's Digest Assn, Inc.

T.E. Hartman, V.P.

DMK

2500

P

Rexall Drug & Chem. Co.

J.W. Dart, Pres.

DMK

1500

P

Charles A. Seyous, Inc.

C.A. Seyous, Pres.

DMK

2500

P

Std. Fruit & Steamship Co.

D.J. Kirchoff, Pres.

DMK

2500

R

Schenley Int'l. Co.

G. Sutton, V. Pres.

DMK

2500

P

W. G. Yuracko, Sales Pro.

J. Lusty

Per & I

P

Schering Corp.

F.J. Gleason, V. P.

RCF

2000

750

W.A. Sheaffer Pen Co.

J.A. Keenan, Pres.

DMK

Follow-up

P

Shulton, Inc.

G.L. Schultz, Pres.

DMK

Follow-up

P

Sterling Products Int'l, Inc.

E.S. Landreth, V.P.

DMK

Follow-up

P

Sun Oil International

V.L. Verdiani, Pres.

DMK

2500

R

Standard Oil Co. - California

O.N. Miller, Pres.

DMK

3000

R

S.C.M. Corp.

F. De Melo

JPD

Follow-up

P

Sunbeam Corp.

R.P. Gwin, Pres.

DMK

2500

P

Standard Brands

A. Young, V.P.

GCS

Follow-up : Re 1967

Sun Chem. Corp.

M.A. Fischer, V.P.

DMK

Follow-up : Re 1967

RESULTS

REQUEST

MEANS

BY WHOM

CONTACT

<u>ORGANIZATION</u>	<u>CONTACT</u>	<u>BY WHOM</u>	<u>MEANS</u>	<u>REQUEST</u>	<u>RESULTS</u>
Scholl Manf. Co., Inc.	W.M. Scholl, Pres.	DMK	I	2500	P
Squibb International Co.	R.W. Middlebrook, Pres.	RCF	I	1500	P
	J.M. Reed, Mgr. Public Affairs	WBC	Per & I		P
True Temper Corp.	R.J. Gutz, Pres.	DMK	I	2500	P
Texas Instruments	S.T. Harris	RCF	I	Follow-up	P
J. Walter Thompson Co.	D. Seymour, Pres.	DMK	I	2000	P
	P. Dunham, V.P. Int'l.	WBC	Per & I		P
Texaco, Inc.	J.H. Hamblin, Dirtn.	DMK	I	Follow-up	P
	C. Olmstead	JHB, WBC	Per		P
C. Tennant & Sons	R.H. Cutler, V.P.	DMK	I	Follow-up	R
Tropical Gas Co.	F.H. Billups, Pres.	DMK	I	2000	P
Timken Roller Bearing Co.	R.C. Frederick, V.P.	DMK	I	Follow-up	P
United California Bank	C. Tweter, Pres.	DMK	I	2500	P
United Corp.	W. M. Hickey, Pres.	DMK	I	1500	R
		WBC	Per & I		R
Upjohn Int'l	R.M. Boudeman, Pres.	RCF	I	1500	P
Vick International	H.W. Monroe, Asst. to Ex. V.P.	DMK	Per & I	Follow-up	P
		WBC		2000	P
Whitney National Bank of New Orleans	K.W. Berry, Pres.	DMK	I	2500	P
		DMK	I	Follow-up	P
Westinghouse Electric Int'l. Co.	J. de Cubas, Pres.	DMK	I	2000	1000
	C.H. Thedeman, Asst.	WBC	Per & I		
Witco Chem. Co., Inc.	R.I. Wisnuck, Chrm.	DMK	I	1500	P
	R.W. Morey, V.P.	WBC	Per & I		P
Warner-Lambert Pharr. Co.	A.E. Driscoll, Pres.	DMK	Follow-up		P

<u>ORGANIZATION</u>	<u>CONTACT</u>	<u>BY WHOM</u>	<u>MEANS</u>	<u>REQUEST</u>	<u>RESULTS</u>
Whirlpool Corp.	J.H. Platts, Pres.	DMK	I	2500 P	
Washington Corp.	W.A. Finn, V.P.	DMK	I	Follow-up: Re 1967	
Xerox Corporation	S.M. Ilmowitz, Chrm.	DMK	I	Follow-up	