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M E M O R A N D U M:

To: Members of Board of Directors Date: December 1966
ACCION International

From: Mr. W.B. Crossley, Jr.

Subject: Funding Contacts - Major Pending Accounts

The following contacts represent major pending accounts as a result of 1966 fund raising activity.

I ask that you review this list and exercise any follow-up activity that you deem appropriate.

Key:

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

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

<u>Organization</u>	<u>Contact</u>	<u>By Whom</u>	<u>Request</u>	<u>Means</u>
Addressograph-Multigraph	J.B. Ward, Pres.	DMK	\$ 2000	L
Anderson, Clayton & Co.	S.M. McAshan, Pres. H. Batema, Pres.	DMK LA WBC	2500	L Per & L
American Cyanamid Co.	E.J. Hesse, V.P.	RCF		L
Bausch & Lomb	W.W. McQuilkin, Pres.	DMK	2000	L
Baker, McKenzie & Hightower	R. Baker, Partner	RCF	1500	L
Booz, Allen & Hamilton Intl.	R.E. Smiley, Pres. R. Coughlin	DMK WBC	1000	L Per. & L
Bristol-Myer Co.	R.L. Gelb, Pres. W.S. Frost, V.P.	DMK WBC	2000	L Per. & L
Colgate-Palmolive Co.	G.H. Lesch, Pres. W.A. Hahn, V.P.	DMK WBC	2000	L L
Colgate-Palmolive Intl.	R. Young, V.P.	WBC		Per. & L
Caterpillar Tractor	W. Blackie, Pres. ditto W.H. Franklin, Exec. V.P.	DMK JPD DMK	2000	L L L
Coca-Cola Export Corp.	M.H. Farmsworth, V.P. ditto	DMK WBC	2000	L Per. & L
Continental Illinois National Bank & Trust Co. of Chicago	C.E. Lilien, V.P. ditto	DMK WBC	1500	L Per. & L
Crown Cork & Seal Co., Inc.	J.F. Connelly, Pres.	DMK	1500	L
E.I. du Pont de Nemours & Co.	F. Loretta, Dir. J. Jenny	L.A. DMK RCF and WBC		L L
General Electric Co.	R.F. Whitmyer, V.P. ditto	DMK WBC	2500	L Per. & L
General Electric Foundation	J.M. Bertotti, Secy.	WBC		Per. & L
Grant Adv.	W.C. Grant, Chairman	DMK	2500	L
S.C. Johnson & Son	H.M. Packard, Pres.	DMK	2000	L
Miles Laboratories, Inc.	R.G. Rose, Treas.	TLW		L
Monsanto Fund	P.F. McCoolle, V.P. & Secy.	DMK	2500	L

<u>Organization</u>	<u>Contact</u>	<u>By Whom</u>	<u>Request</u>	<u>Means</u>
Moore-McCormack Lines, Inc.	W. T. Moore, Pres.	DMK		L
National Union Electric Corp.	J. V. McKee, Exec. Vice Pres.	DMK	\$2500	L
Parke Davis & Co.	H. J. Loynd, Pres. W. W. Bundesen, Dir. L. A.	RCF WBC		L Per. & L
Ruder & Finn, Inc.	W. Ruder, Pres. ditto	DMK WBC	1500	L Per. & L
Sterling Products Intl.	E. S. Landreth, V. P. ditto "	RCF DMK WBC	2500	L L Per. & L
Texaco, Inc.	J. H. Ramin, Jr. Chairman Cecil Olmstead, Ass't to Chairman	DMK JHB WBC		L Per. & L
Texas Instruments, Inc.	S. T. Harris, Sr. Vice Pres.	RCF		L
J. Walter Thompson Co.	Dan Seymour, Pres. Peter Dunham, V. P.	DMK WBC	2000	L Per. & L