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THE AID PROGRAMS OF THE OPEC COUNTRIES

*By Maurice J. Williams**

DURING the past two years the oil-producing countries of OPEC have become important donors of economic assistance to non-oil Third World countries. There has been widespread interest in these aid efforts, with one major British newspaper stating that "never before have nations been so generous with their wealth as the OPEC countries are now showing themselves to be." Others applaud what they regard as the "Robin Hood role" of the OPEC countries in taking from the rich and providing for the poor.

OPEC spokesmen themselves have stated that they are "the world's largest donors of financial assistance to developing countries and contribute the majority of funds for the World Bank and IMF borrowings." Repeatedly claims are heard that OPEC aid levels more than compensate developing countries for the increased price of oil. And it has been announced in councils of developing countries that OPEC aid will far exceed the aid flows of the traditional donor countries, whose aid programs it is alleged are rapidly declining in significance. Hence, many appear to believe that OPEC countries can and will provide the means for non-oil developing countries to realize their aspirations for economic development.

On the other hand, claims of large transfers of wealth and generous assistance from OPEC countries seem to some observers to be grossly exaggerated. It is claimed that aid from the oil exporters has been inadequate, well short of the billions of dollars that the oil price increases have cost the non-oil developing countries. Further, it is alleged that OPEC aid has been slow to materialize, and that the bulk of OPEC assistance is going to fraternally associated countries. In the years ahead it is thought that aid is likely to decline as the oil exporters rapidly adjust to spending their revenues at home. **CONTINUED**

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On one point there is general agreement, namely that the dramatic oil price increases of late 1973 created severe balance-of-payments and economic growth problems for most less-developed countries. Not only must they pay higher prices for the energy they need to fuel their development programs, but they must do so at a time when the economic downturn in the industrial countries—itsself at least partly the result of abruptly higher oil prices—is cutting sharply into developing countries' export earnings and leaving them less well equipped than ever to bear the burden of their essential development needs. However one assesses the responsibility for inflated prices and recession, the overriding conclusion is that it is the poorest countries, those least able to bear additional burdens, who are most seriously affected.

Information concerning OPEC aid programs, and their effectiveness in helping less-developed countries, has been shrouded in the claims and counterclaims of the propaganda battle to influence and win the political support of non-oil developing countries. Since most OPEC governments publish only fragmentary information on their aid activities, there has been scope for such competing interpretations.

Nonetheless, by pulling together published reports, statements of officials of oil-exporting countries and accounts of developing countries as to their receipts of OPEC aid, it is possible to form a reasonably accurate view. What then are the facts about OPEC aid? How important has it been in helping non-oil developing countries to meet their increased oil bills? What role does aid play in the policies of OPEC governments, and what contribution are they likely to make to the development of the non-oil Third World?

II

Before 1974 only Saudi Arabia, Kuwait and Libya were major OPEC providers of economic assistance, and over four-fifths of their aid was in the form of budgetary grants in support of other Arab countries involved in the conflict with Israel. Following the 1967 war, the Heads of the Arab States, meeting in Khartoum that August, agreed on annual transfer payments from the oil-exporting Arab states to help with the cost of the war and the defense burden of the "front line" states of Egypt, Syria and Jordan. These transfer payments have since become standing obligations in the budgets of the contributing states, and during the period 1970-73 averaged about \$400 million annually—not including additional economic assistance to front line states for the purchase of arms.

The Arab states have not published information on these transfers, in part because they regard them as directly related to foreign policy and military objectives. In the burden-sharing among Arab countries, it is not considered fitting for the oil-rich states to speak of their contributions of money for a common cause, when more direct sacrifices, "blood" contributions, have been made by others. Hence, Arab leaders speak of economic aid to other Arab countries in their common cause

8 JAN 1976

2

as "silent aid," about which one does not boast or take public credit.

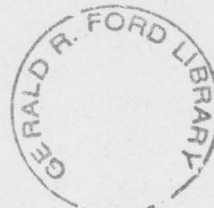
Since the massive increase in oil revenues as a result of the quadrupling of oil prices in late 1973, some observers and journalists have confused these supporting assistance grants among Arab states, dating back to 1967, with aid efforts to help the non-oil developing countries adversely affected by the inflation of prices for their essential imports. Thus, there has been a tendency to credit OPEC countries with greater responsiveness to the immediate needs of less-developed countries as a whole than they have been prepared to claim for themselves. The fact is that most Arab leaders do not regard supporting assistance grants to front line Arab states as compensating for recent balance-of-payments needs of non-oil countries or as providing assistance for development. In this they actually take a more logical view of what constitutes assistance for development than the United States has done in recent years, when it claimed as part of its development assistance programs the budgetary grant assistance to support war-mobilized economies in Southeast Asia.

Aside from such "silent aid," the development assistance efforts of the OPEC countries before 1974 were relatively small, averaging about \$80 million annually during 1970-73. Saudi Arabia, Kuwait and Libya again were the largest donors, and Iraq, Qatar and the United Arab Emirates also contributed. This assistance was largely directed to Arab states—including those in the front line—in an expression of the fraternal commonwealth among Arab countries. For the small but wealthy Arab states, such programs not only contribute to pan-Arabic aspirations but serve to strengthen ties of friendship and security with larger and militarily stronger countries.

Kuwait, in particular, with its great wealth and population of only 500,000, deploys economic assistance skillfully as an important tool of foreign policy. In addition to supporting assistance grants to the front line Arab states, averaging about \$200 million annually since 1970, Kuwait has built small but highly professional programs of technical and capital assistance. Beginning in 1961, the Kuwait Fund for Arab Economic Development has financed development projects which meet fairly rigid standards of economic return. In its first 12 years of operation, the Kuwait Fund committed over \$450 million in 41 loans to 12 Arab countries, half of which was directed to Egypt, Sudan and Tunisia. Thus Kuwait's aid effort, along with its supporting assistance grants, has over many years averaged five to six percent of its gross national product. Kuwait has so far been unique among OPEC members in building a strong capability for the management of aid programs.

8 JAN 1976

3



The aid transactions of other OPEC countries before 1974 were mainly transfers of funds among Arab states, carried out largely in the traditional diplomatic manner for diverse political and economic ends. In addition, there was small and sporadic aid to some of the African countries south of the Sahara, in recognition of African support to Arab diplomatic interests. OPEC members did not contribute appreciably to international organizations, again with the exception of Kuwait, which cooperated with the World Bank and contributed to the International Development Association. Arab oil-exporting countries made token contributions to United Nations programs and appear to have received more aid from the United Nations than they gave. The only multinational fund which received general Arab support before 1974 was the Arab Fund for Social and Economic Development, with authorized capital of \$340 million. By April 1974, it had approved six loans totaling \$94 million.

Today, the Arab members of OPEC largely continue the selective approach adopted before 1974. Early in that year, the Arab attitude was summed up by Abdel-rahman Salem al-Atiki, Kuwaiti Minister of Finance:

Nobody looked at the Arabs before. Why does everybody expect us to be the Godfather? This part of the world has been neglected for centuries and its wealth has been carried away by foreigners without giving it a hand for development. The major part of our international financial aid will be put at the service of Arab countries, and to assist other Moslem countries, particularly in Africa.

As we shall see in later summaries, the pattern of action since then, especially of actual disbursements, bears out this prediction.

III

That the fourfold increase in oil prices would severely damage the economic prospects of many developing countries was apparently not anticipated by OPEC. Since non-oil developing countries are relatively small users of oil, accounting for only about ten percent of annual world consumption, OPEC countries underestimated the importance of oil to them and tended to regard forecasts of the dire effect of oil price increases as part of the publicity campaign by industrial consumers against higher prices. Certainly industrial countries have put their concern for the less-developed countries in this respect well to the fore, in part to place responsibility on OPEC to help poorer countries with their higher oil prices.

Understandably, OPEC countries are sensitive to the view expressed in Secretary Kissinger's recent speech to the United Nations General Assembly, that increases in oil prices are responsible for hav-

8 JAN 1976

4

ing "shattered" the development plans of many countries. In response, OPEC officials argue that the quadrupling of oil prices in late 1973 added "only slightly" to an inflationary situation already under way, and that the oil price rises should not be seen in isolation, but in conjunction with other factors causing additional balance-of-payment burdens for developing countries including, in particular, price increases for manufactures, food and fertilizers.

There is no disputing that the nominal value of OPEC members' oil exports rose from \$36 billion in 1973 to \$113 billion in 1974, and that about \$16-17 billion of the higher oil revenues of OPEC came from non-oil Third World countries. Their increased cost of oil was about \$11-12 billion in each of the two years 1974 and 1975, over the level in 1973.

Since relatively little of the oil consumption of poorer countries is for nonessential uses, reduced supplies translate fairly directly into loss of production and incomes. Unable to pull in their belts, these countries must find some way to finance the increased costs. In view of their typically weak foreign exchange positions and already precarious means for financing their development programs, additional foreign borrowing and aid are their only recourse.

Yet OPEC members are justified in their claim that oil prices cannot be viewed in isolation. The deterioration in the current account balance of payments of developing countries has also been accelerated by the higher prices which they must pay for manufactures. For example, increases in the price of manufactured goods of about 40 percent during 1974-75, though small in relation to oil price increases, have created difficulties for those countries for whom manufactures account for a large proportion of imports. These countries, however, are almost all those that are virtually self-sufficient in oil or are net oil exporters, such as the OPEC members themselves.

As to food and fertilizer, shortages in 1973-74 and related price increases posed additional problems for non-oil developing countries, particularly for the poorer, food-deficit countries. Export prices for United States wheat doubled between 1972 and 1973 and rose by a further 35 percent in 1974; nitrogenous fertilizer cost more than twice as much in 1974 as two years earlier. Because of poor harvests in 1973 and again in 1974 in a number of developing countries, particularly in South Asia and Africa, requirements for food grain imports rose sharply over the level of \$3 billion in 1972. Increased food import bills of \$6-7 billion in the two-year period after 1972 reflected both extra volume and higher price claims on foreign exchange. While food aid grants helped meet some of the essential food needs of

8 JAN 1976

5



many countries—including Bangladesh, Tanzania, Ethiopia, and countries in the Sahelian zone of Africa—it has been a period of shortages and added suffering for many people among the low-income groups in less-developed countries. It was, of course, in relation to these special needs that the U.N. General Assembly, in April 1974, identified about 30 less-developed countries as “most seriously affected” and thus requiring emergency assistance to maintain essential imports.

The recent easing of prices for both food grains and fertilizer, with the improved outlook for crops in 1975 and larger annual food aid commitments, totaling about nine million tons, appears to have moderated this source of strain on the balance of payments of developing countries. However, most of the non-oil developing countries are not large importers of food grains. They are more concerned with the problems of financing their increased oil bills, which have not eased but, on the contrary, have increased an additional ten percent by the OPEC decision of September 1975. This further increase in the price of oil will add at least an additional \$1.5 billion to the oil bills of non-oil Third World countries in 1976, for an estimated total increase of about \$13 billion beyond the level of their payments for oil in 1973.

Today, the prospects for many non-oil developing countries are bleak. Development programs are not being sustained and momentum in growth is being lost as, for the first time in over a decade, the import volume of non-oil developing countries has declined and they have drawn heavily on both their borrowing capacity and foreign exchange reserves. Most of these countries do not have the flexibility and scope to adapt their economies to severe shortages of essential imports. They lack adaptable export sectors as well as the ability to continue borrowing, from international capital markets and institutions, the much greater amounts necessary to pay for oil and other imports. With prices for essential imports much higher and aid flows relatively constant, their options are to reduce their already low consumption standards or to curtail further the development programs which have been their main hope of future progress.

The World Bank has estimated that economic progress for many developing countries for the remainder of the decade will not be possible without substantially increased levels of aid. Whether measured by the overall \$13 billion increase in oil costs, or the still larger figures if one includes the added cost of food, fertilizer and manufactured goods, the need for additional capital assistance is enormous. The deterioration in the current account deficit of non-oil developing countries was more than \$20 billion in 1974. Recession in the OECD

8 JAN 1976

6

countries during 1974 has added a further \$10 billion as the Third World's terms and volume of trade declined, and the current account deficit of the non-oil Third World appears likely to go from \$11.3 billion in 1973 to about \$42 billion in 1975. Recovery in the economies of the industrial countries will see a revival of trade markets in 1976, but structurally higher prices for oil, food and industrial imports will result in an increased average annual capital requirement of about \$20 billion for the non-oil Third World for the remainder of the decade.

IV

The success of the oil-producing countries in achieving a uniquely sudden and large transfer of purchasing power through their own collective action made a profound impression on non-oil developing countries, particularly on countries which are major producers of primary commodities. Less-developed countries with cumulative problems of poverty, high unemployment, weak agricultural sectors and sluggish development programs—those which were in trouble before the major price increases—were in much greater trouble afterward and knew it. These were, for the most part, African and Asian countries. But, a number of middle-income developing countries, including primary commodity producers, were not immediately hurt by the sharp increases in oil prices. They continued to benefit from buoyant commodity prices until the commodity boom tailed out in the latter half of 1974, their foreign exchange reserves were strong, and higher oil payments were delayed as existing oil inventories were used. Also, countries such as Argentina, Colombia, Bolivia, Mexico and Peru are not dependent on imported oil.

Hence, many Third World countries saw OPEC as a role model which they would like to emulate. While some non-oil developing countries were quick to identify higher oil costs as one of their serious problems and to press for immediate economic relief from OPEC, others came to the defense of OPEC price policies. For the most part it was the middle-income countries who took a strong lead in building and holding Third World support for OPEC.

Despite this broad supporting role of non-oil developing countries, OPEC members appear to have consistently rejected proposals for special discounts on the price of oil for developing countries or any measure which would establish discriminatory pricing of oil. Nor have they been able to agree on a policy of "oil aid grants" for those most in need, comparable to the "food aid grants" which continue to play an important part in helping less-developed countries with their food grain imports.

8 JAN 1976

7



OPEC members have extended some credits to developing countries specifically for the purchase of oil, and they have supported the International Monetary Fund's Oil Facility to the extent of \$3.2 billion. However, these subscriptions are not considered by the IMF to be a transfer of resources from OPEC since they remain, in effect, part of the foreign exchange reserves of OPEC subscribers—reserves on which they receive seven percent interest.¹

The preferred approach of OPEC members to helping the non-oil Third World appears to be through the establishment of special funds or banks for the financing of development projects which are not necessarily identified with the increased cost of oil. While proposals for establishing an all-OPEC development fund have been spawned, one after another, OPEC members have not been able to agree among themselves on common funding. One of the early proposals was by the Shah of Iran for a \$2-3 billion fund with the joint participation of oil-exporting and industrial countries, but this combined approach was too difficult to arrange. Subsequently, in April 1974, OPEC members are reported to have agreed that a special OPEC fund would come into being when seven of its thirteen members ratified the articles of agreement. Apparently this did not occur, for the plan appears to have been abandoned in late 1974.

Recently proposals for an OPEC development fund have been revived. Iran has proposed an assessment on each barrel of oil to establish a low-interest loan fund for specific projects in developing countries. Kuwait has urged general OPEC support for the Solidarity Fund endorsed in August 1975 by the Lima Conference of Non-aligned Countries, apparently for the purpose of defending commodity prices. President Carlos Andres Perez of Venezuela—in a letter to U.N. Secretary-General Waldheim of September 30, 1975—circulated a copy of a message to fellow Heads of State of OPEC proposing an OPEC fund of \$1.5-2 billion to cover, without repayment, “the increased petroleum costs occasioned for the non-oil producing Third World countries by the price adjustment.” President Perez further stated that “this decision will strengthen the morale of OPEC and demonstrate its true spirit of fellowship,” and that “we will also be taking a determined stand against the dangerous pressures that have been brought to bear in an attempt to disrupt the unity of the Third World.”

¹ Because of the high liquidity of IMF holdings generally, subscriptions to the Oil Facility are fully backed at all times. In contrast, the purchase of bonds from the World Bank, for example, while it creates an obligation equally firm, is not backed by liquid resources in the same degree. Hence, as will be seen at a later point, the purchase of bond obligations of the World Bank and other multinational banks is counted a transfer of resources.

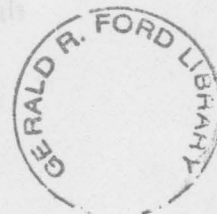
Following their meeting in Vienna in mid-November, the OPEC finance ministers have announced that \$1 billion will be provided to Third World countries to help them with their development problems. Reportedly these funds are to be channeled through existing programs and institutions on favorable terms. However, as of late November it was not clear to what extent this \$1 billion would be additional to ongoing OPEC programs and commitments, or whether any new coordination had been agreed.

Why has a common development aid policy, on behalf of its important relations with the non-oil Third World, been so difficult for OPEC to achieve? One problem is that OPEC has strong multiple leadership, with Saudi Arabia, Iran, Algeria, Venezuela, and others all playing important parts. Also, it is difficult to find a basis for sharing the burden of a common funding policy which satisfies their diverse political interests. Saudi Arabia, Kuwait, the United Arab Emirates and Qatar will run major surpluses on their current balance of payments well beyond 1980, and they have important political interests to pursue on behalf of the Arab world. Nigeria and Indonesia, with only seven percent of OPEC proven oil reserves and over 70 percent of its population, find that their oil will yield small returns relative to the large development needs of their countries. In between are Algeria, Iran, Iraq and Venezuela—with ambitious programs for development which appear likely to overtake their surplus oil earnings in the next few years—and Libya, a special case and inclined to be a loner.

What is clear is that the diverse interests of these countries find common expression—beyond the maintenance of high oil prices—mainly in general policies which assume that OPEC interests and the interests of the non-oil Third World coincide. For example, at the April 1974 Special Session of the U.N. General Assembly called by President Boumedienne of Algeria, OPEC countries joined in supporting the view that the current economic difficulties of non-oil developing countries arose not from the essentially retrogressive effect on poorer countries of recent major increases in the price of their essential oil imports, but rather from a faulty economic system which had persistently neglected their economic development needs, in general, and underpaid them for their commodity exports, including oil, in particular. Non-oil developing countries were asked to accept higher oil prices, as the vanguard of a new economic order which would seek to improve substantially the terms of trade for other raw material and commodity producers. It was a bold stroke in defense of higher oil prices, and in favor of producer associations on the

8 JAN 1976

9



model of OPEC. Thus, in the Charter of Economic Rights and Duties of States, adopted in December 1974 by the General Assembly, less-developed countries who are major producers of primary commodities continued to see OPEC as their role model.

Emphasis on control of commodity markets involves difficult issues to resolve from the standpoint of economic management and maximizing development resources. These issues are at the center of the forthcoming 27-member Paris and UNCTAD conferences, and negotiations on them appear likely to occupy the attention of governments over the next several years. One aspect of the problem is that 80 percent of the effective world supply of commodities—other than oil—comes from developed countries; moreover, many producers of commodities for which price increases might be sought have been realizing significant returns. While well-conceived commodity schemes will dampen the extreme price fluctuations which have characterized commodity markets, and are an important objective in themselves, non-oil developing countries are more likely to realize greater long-term benefits from compensatory financing schemes to offset deterioration in their terms of trade, whether from a fall in export earnings or from sharply increased import prices.

Meanwhile, as discussion of commodity markets goes forward in international conferences, the higher oil bills of non-oil Third World countries continue to fall due and a number of them seek more direct aid. Some, particularly in Black Africa, do not believe that they have been getting sufficiently "encouraging responses" from the oil-producing countries.

v

Let us now examine in more detail the actual programs of the OPEC countries since early 1974 in providing economic assistance to non-oil Third World countries. With the exception of Gabon, Ecuador and Indonesia, all OPEC members have provided some such assistance. The total flow of resources originating in OPEC and available for non-oil developing countries in 1974 was about \$4.6 billion. (Not included is \$1 billion which actually went to developing countries from the IMF Oil Facility in 1974 and a further \$1.5 billion in 1975. Although derived from OPEC subscriptions, and of direct benefit to non-oil developing countries, the IMF does not regard this as a transfer of resources from OPEC as explained above.)

This \$4.6 billion resource flow in 1974 was about equally divided between budgetary supporting assistance and concessionary credits on the one hand, and the purchase of bonds of multinational development

8 JAN 1976

10

banks at an average interest rate of eight percent, on the other.

Approximately \$2.2 billion in grants and concessionary loans were disbursed as follows (in millions of dollars) :

\$1,200	Supporting assistance grants and loans to Egypt, Syria and Jordan
60	Supporting assistance grants to the Yemen Arab Republic and Sudan
45	Relief grants to African countries
300	Oil credits to India and Sudan (from Iran and Iraq)
190	Disbursements on supporting loans to Pakistan, Bangladesh and Sudan
70	Disbursements on loans to other countries
350	Contributions to international and regional funds

Capital transfers on non-concessional terms included purchases of almost \$2 billion in World Bank bonds, as well as other subscriptions to the Asian Development Bank, the Inter-American Bank and the African Development Bank. These banks, in turn, channel these funds to developing countries, mostly for projects on which funds will be disbursed over a period of several years.

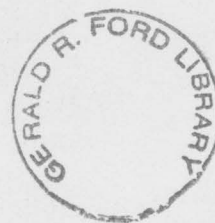
Beyond the actual \$4.6 billion transfer of resources in 1974, a further \$6.2 billion was committed to regional funds, development projects, and commercial investments. The total of actual transfers and future commitments was thus \$10.8 billion during 1974, with the promise of further substantial transfers in 1975 and ensuing years.

As of November, OPEC aid commitments have continued in 1975 at a total level of about \$10 billion for both concessional aid and other capital transfers. But the actual transfer of resources from OPEC to the Third World accelerated in 1975 and appears likely to reach a level of approximately \$6 billion. However, the tempo of disbursements is slowing down and will level off or decline in 1976.

A few of the major OPEC commitments of 1974-75 have indeed been substantially disbursed. By March 1975 the Special Arab Fund for Africa had disbursed \$126 million of the allocated \$200 million, designed for special relief of increased oil costs. In 1975 the Arab oil producers have also transferred \$80 million for special assistance to non-oil Arab countries, and \$150 million directly to the Special Account of the United Nations Emergency Operation designed to help countries most seriously affected by increasing import costs. Taking into account bilateral aid flows from OPEC countries for this purpose, the total OPEC contribution to the Emergency Operation is reported to have been \$1.7 billion for the period 1974-75—a figure which includes some of the amounts previously listed.

8 JAN 1976

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Moreover, supporting assistance grants have continued to be rapidly disbursed, especially in Egypt, which continues to receive almost half of the total aid transfers of Arab donors. This is the result, of course, of Egypt's acute budgetary and balance-of-payments problems, as well as the political priority it continues to enjoy in Arab donor capitals.

However, a large part of the new commitments made in 1974 and 1975 have been slow to produce actual transfers. This is due to the growing preference of OPEC donors for project assistance and for plowing large commitments into the establishment of new development funds, all of which take time to implement.

For example, almost a billion dollars of undisbursed commitments during 1974 was allocated to the new regional development funds initiated by the Arab donors, which had not begun operations. These were the Islamic Development Bank, the Islamic Solidarity Fund, and the Arab Bank for Economic Development in Africa.

Understandably, little of the project commitments made in 1974 and early 1975 seems to have been disbursed. A striking example is the experienced Kuwait Fund which since March 1974 increased its paid-up capital from \$385 million to \$1.35 billion and extended its lending operations for the first time to non-Arab countries in Asia and Africa. Despite a rapid expansion of its commitments to new projects, the net transfer of resources from the Kuwait Fund have been almost nil, since repayments on old loans are almost as large as new disbursements, which amounted to \$20 million in 1974.

Saudi Arabia, as it expands its aid operation through the newly established Saudi Arabian Development Fund with capital of \$2.8 billion, appears to be turning away from general supporting assistance, which characterized its program in 1974. Aid commitments in 1975 are increasingly for projects in industry, roads, telecommunications, housing, irrigation, agriculture and education. A similar emphasis on project assistance is being pursued by the United Arab Emirates and Qatar.

The Arab aid donors appear to regard development, and assistance for development, primarily in terms of projects which facilitate the transfer of management skills and technology, and contribute to structural change in the economies of developing countries, their own and others as well. In rejecting general supporting assistance for most of their aid recipients, Arab donors may be guided by their experience in this respect with the front line countries of Egypt, Syria and Jordan. Although the absorptive capacity for budget assistance generally is very high, in order to achieve meaningful and accelerated

8 JAN 1976

12

development it is frequently desirable to bypass traditional bureaucracies and encourage the more difficult task of developing productive investments.

While there is much to be said for this policy on a long-term basis, the short-term result is that resource transfers are not as responsive as they might be in helping with the severe deterioration in the balance of payments of the non-oil Third World. We have estimated above an increased requirement for capital assistance of about \$20 billion annually, of which \$13 billion is accounted for by higher oil prices. Although OPEC has contributed the bulk of the increased flow of long-term financing resources to developing countries in 1974-75, this increased OPEC flow is equivalent to only about 25 percent of the additional financing requirements of the non-oil Third World due to structurally higher prices. The OPEC effort is even less if allowance is made for the fact that much of OPEC aid is directed to Egypt and Syria, which are net exporters of oil. In these circumstances, it is reasonable to ask whether OPEC could more adequately assist the non-oil Third World with their higher oil prices, and whether a larger proportion of OPEC's surpluses could be recycled to help the Third World overcome its severe balance-of-payments problems.

The following Table I gives the figures for 1974 in terms of commitments and disbursements of the various forms of concessional aid and direct financial transfers.

TABLE I
TRANSFER OF RESOURCES FROM OPEC MEMBERS
TO THE THIRD WORLD IN 1974
(in millions of U.S. dollars)

Country	Concessional Aid		Financial Transfers		Total
	Commitments	Disbursements	Commitments	Disbursements	Disbursements
Algeria	117	35	22	5	40
Iran	1,270	400	990	309	709
Iraq	415	235	275	—	235
Kuwait	796	384	525	246	630
Libya	377	95	482	32	127
Nigeria	12	11	240	240	251
Qatar	148	50	156	27	77
Saudi Arabia	1,456	810	1,534	993	1,803
UAE	573	135	499	134	269
Venezuela	111	60	865	405	465
TOTAL	5,275	2,215	5,588	2,391	4,606

SOURCE: OECD, 1975 *Review of Development Cooperation*, Report by the Chairman of the Development Assistance Committee, November 1975.

An outstanding example of an OPEC country which reacted swiftly

8 JAN 1976

13



and to political advantage has been Iran, which made loan commitments of about \$1.5 billion during 1974, and despite reduced oil earnings appears likely to approach the same level of commitment in 1975. The terms of Iranian assistance are relatively hard, disbursements are carefully phased, and its aid is directed toward development of natural resources and manufacturing projects, which complement Iran's own development program. At the same time, it has been politically flexible in providing major balance-of-payments assistance, when it is politically advantageous to do so, including, for example, large credits to Pakistan and Egypt.

Algeria, Venezuela and Iraq are countries whose aid programs in several years are likely to be limited by the vast competing capital claims from their own large domestic programs. Algeria has concentrated on regional programs in favor of African countries. While the terms of Venezuela's almost \$1 billion of commitments to developing countries are hard, it has been flexibly responsive to the needs of some of its economically distressed Latin American neighbors for special arrangements in financing the purchase of oil. Iraq also has been responsive to the need for oil credits and general assistance in helping to ease the politically distressing reactions of some less-developed countries to higher oil bills.

As might be expected from the foregoing discussion, direct OPEC assistance is characterized by a marked geographic concentration. Almost two-thirds of the direct concessionary aid disbursements of the past two years has gone to Egypt and Syria, both of which, as mentioned above, are net exporters of oil. Another 25 percent went to Muslim states, leaving less than ten percent for non-Muslim countries. Hence, Black African countries, both Muslim and non-Muslim, have not found that OPEC aid addressed their structural problems of underdevelopment as they had hoped it would, although the level of OPEC commitments to Black Africa went from about \$85 million in 1974 to \$200 million in 1975.

Skewed geographic distribution of aid in part has been the result of increasing donor concentration. Saudi Arabia and Kuwait committed almost two-thirds of OPEC aid in 1975, compared with about half in 1974. The new assistance of other OPEC members has fallen off, with Iran, Libya, Qatar and Venezuela reducing their aid in 1975 by about half of what it was in 1974.

While there appears to be increasing interest in the direct investment of OPEC surplus capital in non-oil developing countries, so far surprisingly few direct investments have been made. OPEC investors tend to look favorably on projects for oil refining, marketing and

8 JAN 1976

14

related facilities, such as Saudi Arabia's participation in a large crude oil terminal and storage facility in Korea and Iran's joint investment in a petrochemical plant in India to produce nitrogenous fertilizer. Kuwait has been increasingly active in the investment field with an agreement for the investment of \$1.3 billion in Egyptian enterprises, and active exploration of investment prospects in other areas. However, most of the surplus capital of OPEC members has been invested in the money markets and securities of the industrial countries.

VI

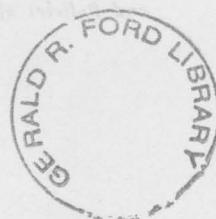
It is well to keep in mind that the surplus capital position of the OPEC countries is only two years old, that many of the OPEC institutions being used for channeling their financial assistance are still "fragile and new," and that some of the major donor members of OPEC were still aid recipient countries as late as 1973. After allowing for all this, the fact remains that OPEC contributions to closing the balance-of-payments gap of the non-oil less-developed countries—a gap to which the oil price increase contributed significantly—have not been as large or significant as some claims cited at the beginning of this article would suggest. Resource transfers of about \$5 billion in 1974, and \$6 billion in 1975, are important, but, as pointed out above, they fall far short of the need. Additionally, the geographic concentration of OPEC capital assistance does little for many of the less-developed countries of the non-oil Third World, who are now on the "front line" of those who must receive additional help if they are to maintain their development programs. The need to broaden geographically and to accelerate the transfer of resources under OPEC programs is clear, and it is a need which, I believe, most OPEC governments recognize.

Interest is often expressed in a comparison of OPEC transfers of economic assistance to less-developed countries with those of the 17 members of the Development Assistance Committee (DAC) of the OECD. DAC member aid efforts, of course, are much larger—reflecting the greater overall wealth of the developed countries. In 1974 the total net flow of resources from DAC members was \$26.7 billion. Of this, \$11.3 billion was provided as "official development assistance," or concessionary aid. The comparable figure for OPEC members, as mentioned above, was a total net transfer of resources to the Third World in 1974 of \$4.6 billion, of which \$2.2 billion corresponds to the DAC definition of official development assistance.

However, in percentage terms, official development assistance in

8 JAN 1976

15



1974 was equivalent to 0.33 percent of the Gross National Product (GNP) of DAC countries and 1.8 percent of the GNP of the aid-giving members of OPEC. The comparative figures for the total flow of resources are 0.78 percent for DAC countries and 3.4 percent for OPEC aid donors. Hence, relative to their current GNP, the aid efforts of OPEC members are substantial, and it is on this basis that their programs are sometimes said to exceed those of DAC countries. The fact remains that OPEC members have a larger capability for providing aid, at least for several years, than these relative shares of GNP indicate.

The surplus revenues of oil-exporting countries derive from the higher prices of their oil, which many non-oil less-developed countries find themselves unable to pay without a transitional period of adjustment, and without assistance to make the adjustment. Since OPEC revenues constitute highly liquid assets, large amounts of which are being invested in world capital and security markets, OPEC members clearly have a high capacity to provide aid and capital investment to help non-oil less-developed countries make the necessary structural adjustments in their economies. Saudi Arabia and Kuwait recognized their unique capacity to provide aid when they initiated large supporting assistance grants to other non-oil Arab countries in 1967 under the Khartoum Agreement. Their share of aid relative to their GNP is not higher in 1974-75 than it was in the period before the major oil price increases.

The Arab OPEC countries will continue to have major surpluses in the coming decade and their total reserves will be accumulating for many years to come. The mobilization of savings which this represents provides a unique opportunity to direct more capital to the non-oil Third World. OPEC countries might consider means to help non-oil developing countries to cover in full, or in substantial part, their higher oil bills, at least for a transitional period of four or five years. To be most effective, the adoption of a common aid policy by OPEC countries toward the non-oil Third World should be part of a renewed and expanded global effort.

As for the DAC members, all 17 increased their disbursements of official development assistance during 1974 and 13 countries raised it as a share of GNP. Overall, DAC aid had been falling as a share of members' total GNP over the past decade, but in recognition of the greatly increased need for assistance in this period, a major effort is being made to reverse this trend.²

² This is detailed in the 1975 Report of the DAC Chairman, *Development Cooperation: Efforts and Policies of Members of the Development Assistance Committee*, published by the OECD.

8 JAN 1976

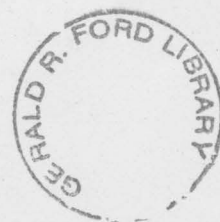
16

The needs for increased capital assistance are clear. Unless these needs can be met, less-developed countries will not be able to support their development programs, carry out the necessary structural adjustments in their economies and return to higher levels of domestic savings which will make possible adequate rates of social and economic progress. The overall level of aid must be expanded and a larger share addressed to less-developed countries with the more difficult problems of underdevelopment.

As we have seen, one problem affecting OPEC aid is that it is heavily skewed toward a few recipients. Although the aid of DAC donors has been affected by similar influences, their efforts to exchange information on the specific needs of developing countries and the patterns of their respective programs, through the DAC, has led to compensating adjustments and coordination of aids efforts. In contrast, OPEC donors have not yet had an opportunity to adopt common guidelines for their respective aid efforts, nor means for exchanging information on the geographic concentration of aid, nor criteria for relating their efforts to overall needs.

Finally, in the case of the DAC countries one means for alleviating the uneven distribution of bilateral aid has been common support of the International Development Association (IDA), the concessionary loan fund administered by the World Bank. Both OPEC and DAC countries, concerned with offsetting distortions in the geographic allocations of their aid, would do well to support fully the enlarged replenishment of IDA. This institution has an outstanding potential for giving greater coherence and balance to global aid efforts, and helping to assure that the major economic events of the last two years do not halt or irreparably damage the development programs of the non-oil Third World.

* * * MAURICE J. WILLIAMS, Chairman, Development Assistance Committee of the Organization for Economic Cooperation and Development, Paris; Deputy Administrator, Agency for International Development, 1970-74; Assistant Administrator for the Near East and South Asia, AID, 1967-70 * * *



8 JAN 1976

17

January 9, 1976

Dear Doug:

It is with particular pleasure that I take this opportunity to express my personal thanks and appreciation for the warm hospitality provided by you, your precious wife, Ernie (sp), and your outstanding staff.

The visit really provided me an opportunity to get a close-up and feel of how our AID counterparts think and react on LDC issues.

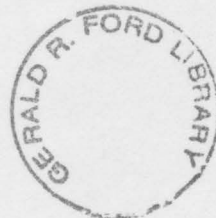
Doug, as you well know, the husband-wife team concept is a frequent and over-used expression here in the Department. But I do think that you and your wife really represent that expression in the truest sense of the word, and our country is very fortunate to have the both of you representing ~~xxx~~ America in Niger.

Thanks for the photographs, and thanks for being just yourselves--two wonderful people.

With very best wishes,

Sincerely,

SSS



11/
January 8, 1976

A/ :

Dear ~~Howard~~

I welcome this opportunity to express my personal thanks and ^{and} ~~your~~ appreciation for the warm hospitality offered by you ^{and} ~~your~~ lovely wife ^{and} ~~your charming daughter, Corinne~~ *during my visit to Nissey.*

The visit really provided me ~~a~~ a chance to get a feel of how our AID ~~participants~~ think and react on LDC issues.

Howard, the professional manner in which you approached the issues of minority group talent in AID and use of ^(see) University Personnel Resources will certainly help me to crystalize my thinking in these key areas.

It is refreshing to know that we have people like yourself in AID who can produce when called upon.

My best regards to you and your family as we enter another year of challenge and opportunity.

Please pass along my thanks to ~~Jack~~ your assistant, Jackie.
Sincerely,

SSS



Maile - Claude

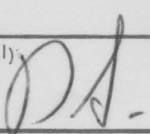
STATE - A.I.D. - USIA ROUTING SLIP				DATE 1/13/76		
TO:	Name or Title	Urgen. Symbol	Room No.	Bldg.	Initials	Date
1.	Mr. Stanley S. Scott		AA	AFR		
2.						
3.						
4.						
5.						

Approval	For Your Information	Note and Return
As Requested	Initial for Clearance	Per Conversation
Comment	Investigate	Prepare Reply
File	Justify	See Me
For Correction	Necessary Action	Signature

REMARKS OR ADDITIONAL ROUTING

I believe the attached will be of considerable interest to you. If you would like to participate or desire additional information, I will be happy to get it for you, or you can call Shirley Fisher who is the Executive Director of OLC. Her number is 833-4674.



FROM: (Name and Org. Symbol) David Shear 	ROOM NO. & BLDG.	PHONE NO. 29000
---	------------------	---

COMMUNICATIONS ROUNDTABLE

Theme: The Scope and Accuracy of U.S. Media on Africa

Venue: Washington, D.C.

Projected Date: Winter, 1976 FEB. 19-20 '76

Sponsorship: Overseas Liaison Committee (OLC) and Washington Task Force on African Affairs (WTFAA)

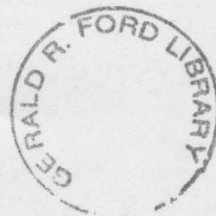
Participants: U.S. and African media specialists from the private sector, government and international organizations, and the academic community (25)

Background: In the United States, access to information about Africa in the media is occasional, crisis-oriented, geographically localized, and geared toward a limited constituency. The resulting public apathy in the U.S. about Africa is not mitigated by the manner in which the print, image and broadcast media report African news. Despite the American "third world" audience, a review of the media, even in ethnic cluster areas, reveals that coverage about the continent is meager. When matters concerning Africa are considered sufficiently noteworthy for inclusion in the media, the absence of background information on the events leading up to the "break" in a story results in a distorted presentation and perception of the situation.

During the peak of "The Movement" in the 1960's, Africa became a popular identity symbol for Black Americans. For other segments of the population, it assumed a different kind of significance, the negative aspects of which were, and still are, reinforced by the media's "packaging" of Africa.

The importance of African representation in the U.S. media lies in the use of such coverage as a method to develop a constituency which transcends racial lines and to promote public opinion. Not only can this influence U.S. foreign policy toward Africa, but it can also create a climate for a heightened public awareness of the degree to which events that occur in other parts of the world directly affect our lives.

In conjunction with and in preparation for the International Communications Roundtable, a survey is being undertaken in the U.S. and Africa to evaluate past and present programs involving U.S. and African communications specialists; to survey academic institutions engaged in training in the field of journalism/communications, and to gauge their interest in increased communication with U.S. counterparts as well as assessment of U.S. training; to survey U.S. schools of journalism in order to gauge the level of experience and interest in Africa, e.g. training students, teaching, research; to explore ways in which to facilitate linkages among U.S. and African schools of journalism/communication; and to explore the question of ways in which to improve media coverage on Africa and the U.S. on the respective continents.



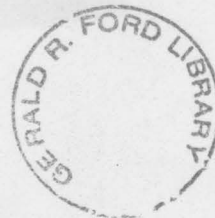
Objectives: To provide a forum for the exchange of information on:

- A. Identification of major sources of information on Africa for the U.S. media.
- B. Documentation of the scope of U.S. coverage on Africa, with attention to U.S. geographic coverage, types of information available, and efforts made to reach the Black American constituency.
- C. Determination of what can be done to enhance the interest of U.S. media on Africa, focusing upon the scope and accuracy of available information.

Roundtable Format: Roundtable dialogue to facilitate discussion of papers by distinguished media specialists, communications experts, and academicians from the U.S. and Africa. Participants will be selected jointly by WTFAA and OLC in consultation with U.S. and African media specialists. Participating in the Roundtable will be African media specialists, editors, and/or reporters; academicians from U.S. schools of journalism; and correspondents and other U.S. media representatives.

Coverage: The Roundtable may be videotaped and edited by WTFAA, for distribution to schools of communication, research centers, and educational television stations in the U.S.

Linkage Promotion: In addition to participating in the Washington Roundtable, the media specialists from Africa will have the opportunity to visit major schools of communication and journalism in the U.S. to discuss ways in which to improve U.S./Africa linkages through training, exchanges, etc. Following their tour, they will return to Washington to participate in a planning session with OLC and WTFAA for Phase II of the International Communications Field Trip/Roundtable, scheduled to be convened in Africa.



DEPARTMENT OF STATE
AGENCY FOR INTERNATIONAL DEVELOPMENT
WASHINGTON, D.C. 20523

January 15, 1976

Dear Dr. Smythe:

In accordance with your request, I am forwarding suggested names for the reception planned by the Phelps-Stokes Fund in my honor to be held on February 5 in New York.

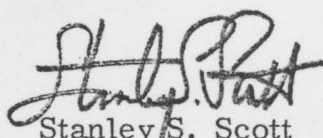
Enclosed are two lists. The first list (pages 1-8) all names should be included on the invitation list. On the second list only those names designated by red asterisk should be invited. There may be some duplication.

If there are any questions, please do not hesitate to contact Miss Hughes, my Special Assistant, who will be glad to assist you in this matter.

I am looking forward to my forthcoming visit and want to take this opportunity to let you know how much I appreciate the Phelps-Stokes Fund's thoughtfulness in planning this tribute.

With best wishes,

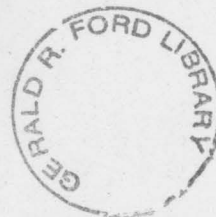
Sincerely,



Stanley S. Scott
Assistant Administrator
for Africa

Dr. Mabel Smythe
Phelps-Stokes Fund
10 East 87th Street
New York, New York 10028

Enclosures (2)



Robert Kitchen (Honorable)
United Nations
United Nations Plaza
New York, N. Y.

Michel Doo Kingue (Honorable)
United Nations
United Nations Plaza
New York, N. Y.

Thomas Johnson
N. Y. Times
229 W. 43rd St.
New York, N. Y. 10036

Charl~~o~~ayne Hunter
N. Y. Times
229 W. 43rd St.
New York, N. Y. 10036

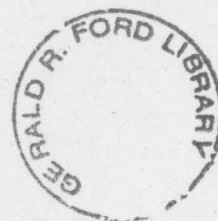
C. Gerald Frazier
N. Y. Times
229 W. 43rd St.
New York, N. Y. 10036

H. L. Stevenson
UPI
220 E. 42nd St.
New York, N. Y. 10017

William Dickey
WINS Radio
90 Park Ave.
New York, N. Y. 10016

Jasper and Bertha Nelson
121-10 155th St.
Jamaica, Long Island, N. Y. 11434

Dr. Sue Brown
1380 Riverside Dr., Apt. 4 F
New York, N. Y. 10033



William Cotter
Pres.
Afro-American Institute
833 United Nations Plaza
New York, N. Y. 10017

Mr. Pat O'Farrell
Afro-American Labor Center
Suite 200
345 E. 46th St.
New York, N. Y. 10017

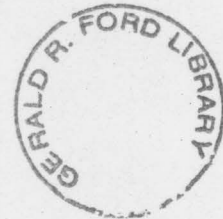
Mr. and Mrs. Bert Fitzgerald
Fitzgerald Publishing Co.
527 Madison Ave.
New York, N. Y. 10022

Attorney Jeffrey Greenup
NAACP
261 W. 125th St., Suite 402
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Vernon Jordan
Exec. Dir.
National Urban League
500 E. 62nd St.
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James Williams
Dir., Public Affairs
National Urban League
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Donald McGannon
Pres.
Westinghouse Broadcasting
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New York, N. Y. 10016



Darwin W. Bolden
Pres.
Pan African Business Center, Inc.
575 Madison Ave.
New York, N. Y. 10022

Dr Robert S. Browne
Exec. Dir.
Black Economic Research Center
112 W. 120th St.
New York, N. Y. 10027

Robert Braswell
The Ford Foundation
320 E. 43rd St.
New York, N. Y. 10017

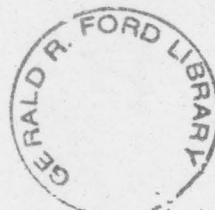
Malcolm L. Corrin
National Exec. Dir.
Interracial Council for Business
Opportunities
470 Park Ave., So.
New York, N. Y. 10016

Willie Daniels
Pres.
Daniels & Bell, Inc.
64 Wall St.
New York, N. Y. 10005

Earl Graves
Publisher
Black Enterprise Magazine
295 Madison Ave.
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Mr. Artie Hill
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New York, N. Y. 10036

Warren Jackson
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Hartsdale, N. Y. 10530



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General Motors Corp.
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Detroit, Mich. 48303

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N Y. Amsterdam News
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Editor
St. Louis Sentinel
3000 Eastern Ave.
St. Louis, Missouri 63106

Frederick Weaver
Public Relations Enterprise
Suite 915
527 Madison Ave.
New York, N. Y. 10022

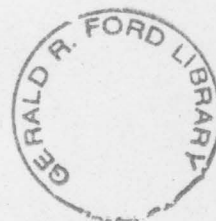
Roy Wilkins
Exec. Dir.
NAACP
1790 Broadway
New York, N. Y. 10019

P. Floyd Thomas
Grumman Aerospace Corp.
Bethpage, N. Y. 11714

George Norford
Senior V. P.
Westinghouse International
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New York, N. Y. 10016

Kenneth Sherwood
Commissioner
N. Y. State Athletic Commission
144 W. 125th St.
New York, N. Y. 10036

Lewis Rowe
Lewis Rowe Enterprises
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Hartsdale, N. Y. 10530



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30 Rockefeller Plaza
New York, N. Y. 10019

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International Investments and Financial Mgmt.
375 Park Ave.
New York, N. Y. 10022

Kenneth Drew
Editor and Publisher
Voice
166-05 Hillside Ave.
Jamaica, N. Y. 11432

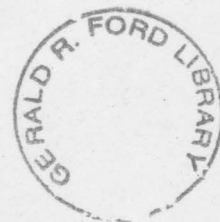
Owen F. Peagler
Dean
Pace College
120 E. 56th St.
New York, N. Y.

Mrs. Ernesta G. Procope
Pres.
E. G. Bowman Co., Inc.
1424 Fulton St.
Brooklyn, N. Y. 11216

Percell L. Johnson, Jr.
JPL Productions, Inc.
110 E. 37th St.
New York, N. Y. 10016

Lionel Hampton
20 W. 64th St.
New York, N. Y.

Kenyon C. Burke
Dir.
Community Affairs Dept.
Planned Parenthood World Population
810 Seventh Ave.
New York, N. Y. 10019



Henry O. Dorman
988 Fifth Ave.
New York, N. Y.

John Haith
3 Park Lane West
Menands, N. Y.

Aubrey C. Lewis
120 Chestnut St.
Montclair, N. J. 07042

J. Bruce Llewellyn
Pres.
Fedco Foods Corp.
540 E. 170th St.
Bronx, N. Y. 10456

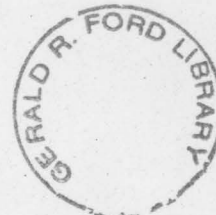
Betty Granger Reid
Reg. Dir., Office of Civil Rights
GSA
Federal Bldg.
26 Federal Pl.
New York, N. Y. 10007

Harvey Russell
VP
Community Affairs
Pepsico Inc.
Purchase, N. Y. 10577

Owen T. Wilkerson
National News Executive
Boy Scouts of America
No. Brunswick, N. J. 08902

Mr. and Mrs. Richard D. Gidron
President
Dick Gidron Cadillac, Inc.
696 E. Fordham Rd.
Bronx, N. Y. 10458

Claude "Buddy" Young
Asst. to the Commissioner
National Football League
410 Park Ave.
New York, N. Y. 10022



James H. Dowdy
Chairman of the Board
Vanguard National Bank
49 No. Franklin St.
Hempstead, N. Y. 11550

Mrs. Betty Shabazz
234 E. 5th St.
Mt. Vernon, N. Y. 10553

Mrs. Mike Burke
17 E. 89th St.
New York, N. Y.

Hon. Percy Sutton
Manhattan Borough President
2050 Municipal Bldg.
New York, N. Y. 10007

Basil Patterson
Vice Chairman
Democratic National Committee
49 E. 68th St.
New York, N. Y. 10021

Mrs. Kelly Ables
1380 Riverside Dr., Apt. 4 F
New York, N. Y. 10033

Mr. and Mrs. Bob Carter
1515 Buttonwood Dr.
Dix Hills, New York 11746

Mr. and Mrs. Milton Chambers
438 Wolf Hill Rd.
Dix Hills, New York 11746

Mr. and Mrs. Daniel Lane
110 Riverside Dr., Apt. 15-D
New York, N. Y. 10025

Mr. and Mrs. Al Meadows
28 Wildwood Dr.
Dix Hills, N. Y. 11746



Mr. David Markowitz
32 Wildwood Dr.
Dix Hills, N. Y. 11746

Dr. and Mrs. Jerry Zwiefler
34 Wildwood Dr.
Dix Hills, N. Y. 11746

Ms. Diane Wyer
53-36 121st St.
Jamaica, Long Island, N. Y. 11434

Mr. and Mrs. Edward Dolensky
213-05 75th Ave.
Bayside Queens, N. Y. 11364

Mr. and Mrs. Lloyd St. James
106 Eddy Dr.
Dix Hills, N. Y. 11743 (Long Island)

Mr. and Mrs. Fred Vanderkloot
51 Coles Rd.
Huntington, New York 11743

Mrs. Mildred Simmons
30 Park Ave.
Mt. Vernon, New York 10550

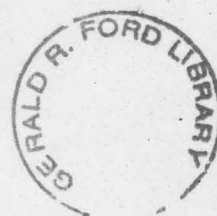
Mr. and Mrs. Logan Westbrook
CBS Records International
51 W. 52nd St.
New York, N. Y. 10019

Mr. and Mrs. David Spray
50 E. 58th Street
New York, N. Y. 10022

Mr. and Mrs. Alan W. Bell
Chairman
Bell and Stanton Inc., PR
909 Third Ave.
New York, N. Y. 10022



NEW YORK



NOTE:

 Invite names w/ red asterisk only as designated in attached list.

NEW YORK

*
Travers J. Bell, Jr.
Chairman of the Board
Daniels & Bell, Inc.
64 Wall Street
New York, New York 10005

Herbert N. Britton
Manager--Municipal Finance
Daniels & Bell, Inc.
64 Wall Street
New York, New York 10005

*
Ophelia DeVore
President
Ophelia DeVore Associates, Inc.
1697 Broadway
New York, New York 10019

Arthur G. Foster
Vice President
Purchasing and Transportation
Western Electric
222 Broadway
New York, New York 10038

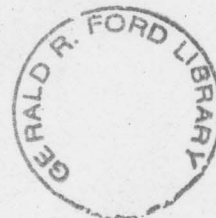
George R. Glass, Jr.
Berry/Glass Associates, Inc.
Business Consultants
100 East Hartsdale Avenue
Hartsdale, New York 10530

*
Ernest G. Green
Executive Director
Recruitment and Training Program
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Jerome Handler
Counselor at Law
Schur, Rosenberg, Handler & Jaffin
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Dominic Healey
Neighborhood Service Program
Robert F. Kennedy Center
1133 Ionia Street

18 Stuyvesant Oval
Apartment 12F
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New York, Con't.

Antoine J. Janniere
Assistant Vice President
Marine Midland Bank
140 Broadway
New York, New York

* Jerry W. Johnson
Account Executive
Ebony Magazine
1270 Avenue of the Americas
New York, New York 10020

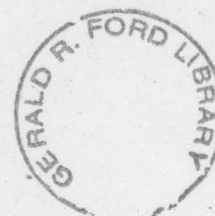
* Rudy Johnson
The New York Times
229 West 43rd Street
New York, New York 10036

* Richard C. Kennard
President
Capital Formation, Inc.
5 Beekman Street
New York, New York 10038

Edward B. King, Jr.
Senior Associate
Director, Office of Minority Manpower
Association of American Publishers, Inc.
One Park Avenue
New York, New York 10016

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President
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Supervisor--Urban Affairs
New York Telephone
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New York, New York 10018



New York, Con't.

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Temas Magazine
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New York, New York 10036

Martin H. Meisel
Martin H. Meisel Associates, Inc.
55 East 87 Street
New York, New York 10017

Bertrand Miles
CBS News
524 West 57th Street
Room 1E27
New Yor, New York 10019

Bryce Miller
Director Public Relations Programs and Services
Pan American World Airways
Pan Am Building
New York, New York 10017

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President
Local 144 AFL-CIO
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New York, New York

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Regional Representative
of the Secretary of Transportation
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New York, New York 10007

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Correspondent
McGraw-Hill World News
New York, New York



New York, Con't.

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Publisher
MBA Communications, Inc.
555 Madison Avenue
New York, New York 10022

* J.J. Simmons III
Vice President
Amerado Hess Corporation
51 West 51st Street
New York, New York 10019

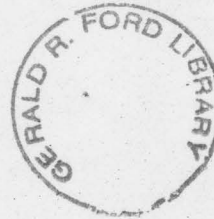
John J. Stephens
Vice President--Finance
International Paper Company
220 East 42nd Street
New York, New York 10017

* Vincent Tubbs
Press Director of Community Relations
Warner Brothers, Inc.
666 Fifth Avenue
New York, New York 10021

* Charles A. Vincent
President & Chief Executive Officer
C.A.V. Enterprises, Inc.
32 East 57th Street
New York, New York 10022

James E. Wells
Vice President
Syncor Industries Corporation
178 Hanse Avenue
Freeport, New York 11520

* Tony Rousseau
National Black Network
Time Life Building
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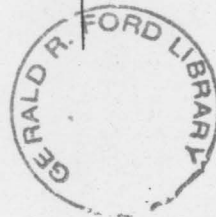
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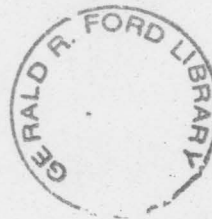
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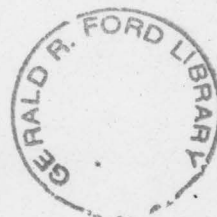
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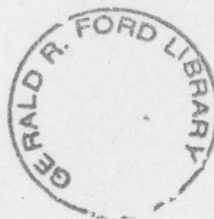
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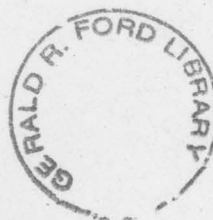
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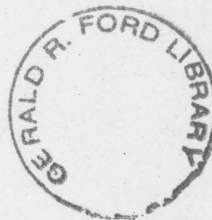
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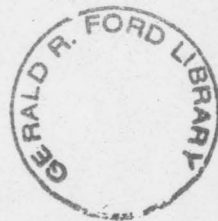
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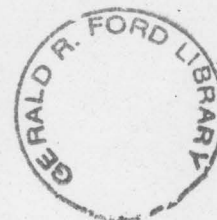
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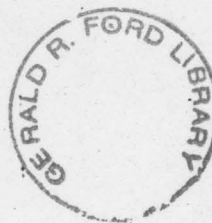
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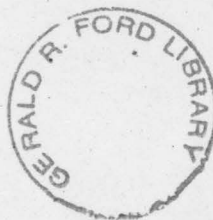
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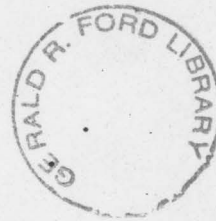
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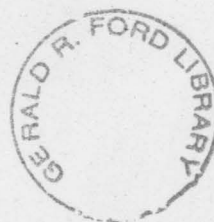
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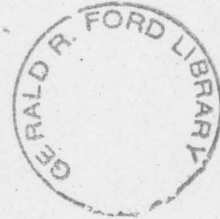
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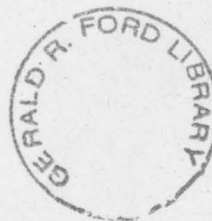
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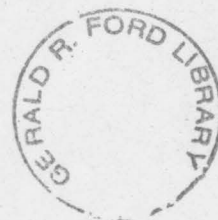
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East Elmhurst, L.I., N.Y.

Mr. Robert O. Lowery
156-20 Riverside Dr. W.
N.Y., N.Y. 10032

Mrs. Virgie Lumpkin
160 West End Ave.
N.Y., N.Y.

Vickie Lucas Associates
1414 Avenue of the Americas, 15th Floor
N.Y., N.Y. 10019

Miss Jean Lampel
420 W. 160 St.
N.Y., N.Y. 10032

Miss Victoria Lucas
175 Willoughby St.
Brooklyn, N.Y. 11201

Miss Carol Lyles
650 Lenox Ave.
N.Y., N.Y. 10037



NEW YORK

Mr. and Mrs. (Elizabeth) Dunbar McLaurin
7 Frederick Place
Mt. Vernon, N.Y.

*
Mr. and Mrs. Warren Marr (Carmel Carrington)
333 New York Ave.
Brooklyn, N.Y. 11213

Mrs. Marguerite Mays
108-01 Ditmars Blvd.
East Elmhurst, L.I. N.Y.

Stella (Booker) Marrs
2050 Valentine Ave.
Apt. 2L
Bronx, N.Y. 10457

Mrs. Wesley Marshall
467 Voorhees St.
Englewood, N.J.

Mr. Al Martin -
634 St. Nicholas Ave.
N.Y., N.Y.

Mr. and Mrs. (Dorothy) William Merchant
25 W. 132 St.
Apt. 5P
N.Y., N.Y.

Mr. and Mrs. (Mollie) Moon
21-36 33rd Road
Long Island City, N.Y.

Miss Rose Morgan
555 Edgecombe Ave.
N.Y., N.Y.

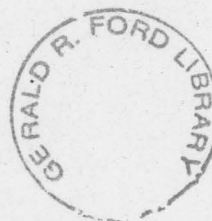
Mrs. Louise Fisher Morris
402 W. 153 St.
N.Y., N.Y.

Mr. and Mrs. (Betty) Rupert Murray
3310 Bronx Blvd.
Bronx, N.Y. 10467

June Mont
432 Olmstead Ave.
Bronx, N.Y. 10073

Mr. and Mrs. John Mayhew-Hinds (Cynthia Sissle)
1 Hudson Harbour
Edgewater, N.J. 07020

Mr. and Mrs. Alton Merchant (Harriet and Karen)
820 Boynton Ave.
Bronx, N.Y. 10072



NEW YORK

Ethel Perry
138 W. 180 St.
Bronx, N.Y.

Ms. Liz Parks
15 Adams St.
White Plains, N.Y.

Mrs. Sally Parks
334 Riverside Dr.
N.Y., N.Y.

Dolores Patterson
474 W. 158 St.
N.Y., N.Y.

Mr. and Mrs. Eulace Peacock
100 Cook Ave.
Yonkers, N.Y.

Mr. and Mrs. (Frances) Henry Pearson
3 Longacre Dr.
Huntington, L.I., N.Y.

*
Commissioner Ersa Poston
7 Carlton Terrace
Norbrick Acres
Loudonville, N.Y. 12211

*
Mr. and Mrs. (Ernesta) John Procope
2-18 Parsons Blvd.
Melba, L.I., N.Y.

Mr. and Mrs. (Helen) Russell Procope
70 W. 93 St. Apt. 25D
N.Y., N.Y.

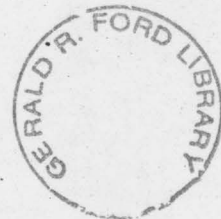
Mrs. Laura Prescott
2225 Fifth Ave.
N.Y., N.Y. 10037

*
Melvin Patrick
2225 Fifth Ave.
N.Y., N.Y. 10037

*
Basil Patterson Esq.
49 East 68 St.
N.Y., N.Y.

Jacqueline Petersen
552 Riverside Dr. - Apt. 2H
N.Y., N.Y. 10027

John Patterson
924 West End Ave.



NEW YORK

Dr. and Mrs. M.F. Quander (Julie)
245 E. 87 St. 11F
N.Y., N.Y. 10028

Luana Robinson
780 Riverside Drive, 3D
N.Y., N.Y. 10031

Thelma Richardson
870 Riverside Dr.
N.Y., N.Y. 10032

Charles Rymer
485 Lenox Ave.
N.Y., N.Y.

Mr. and Mrs. Raymond Rogers (Marian)
266 W. 91 St.
N.Y., N.Y.

Mr. and Mrs. Manny Robinson (Ernestine)
9 West 8 Street
N.Y., N.Y.

The Hon. and Mrs. (Alma) Charles Rangel
74 132 St.
N.Y., N.Y. 10037

Dr. Chester Redhead
2225 Fifth Ave.
N.Y., N.Y.

Mrs. (Lois Williams) John W. Rich III
2225 Fifth Ave.
N.Y., N.Y.

Mrs. Mary Richardson
382 Central Park West
N.Y., N.Y.

Mrs. Dollie Lowther Robinson
3 Agate Court
Brooklyn, N.Y.

Mrs. Edna Mae Robinson
200 W. 90 St. Apt. 6A
N.Y., N.Y. 10024

Mr. and Mrs. Harvey Russel
116 Alta Vista Drive
Yonkers, N.Y.

Miss Vivian Robinson
2186 Fifth Ave. #5R
N.Y., N.Y. 10037



*

NEW YORK

Miss Ruby Ryles
88-35 164th St.
Jamaica, N.Y. 11431

Mrs. Rubye Richards
Hotel Embassy
154 W. 70 St.
N.Y., N.Y. 10023

Miss Winifred Richardson
788 Columbus Ave. #3S
N.Y., N.Y. 10025

* Mrs. Jackie Robinson
J. & R. Construction Company
230 Park Avenue
N.Y., N.Y. 10017

William Fletcher and Grafton Skinner
(Fine Wines and Liquors)
85 W. 128 St.
N.Y., N.Y.

Miss Helene S. Slater
*485 W. 22 St.
N.Y., N.Y. 10010

* Art Sears Jr.
Consultant, Business Environment,
General Electric Company
570 Lexington Ave.
N.Y., N.Y. 10020

Mr. and Mrs. (Bettye) Eyre Saitch
378 N. Woodland St.
Englewood, N.J.

Miss Daphne Shepard
1251 Bedford Ave.
Brooklyn, N.Y. 11216

* Mr. and Mrs. (Gloria) Kenneth Sherwood
Sycamore Lane
Higate
Irvington-on-the-Hudson, N.Y.

Mr. and Mrs. Fred H. Simmons
400 W. 151 St.
N.Y., N.Y.



NEW YORK

Mr. and Mrs. (Sue) George Smith
2190 Madison Ave.
Apt. 12E
N.Y., N.Y. 10037

Daisy V. Stancil
760 West End Ave.
N.Y., N.Y.

Mrs. Hilda Stokely
58 E. 130 St.
N.Y., N.Y.

Hon. and Mrs. Percy E. Sutton
10 W. 135 St.
N.Y., N.Y.

Mr. and Mrs. Franklin Smith (Betti)
130-22 229th St.
Laurelton, N.Y. 11413

Mr. and Mrs. John Strachen (Gladys)
142 West End Ave. 16P
N.Y., N.Y.

Mr. and Mrs. Kiah Sayles (Dean)
1643 1st Ave.
N.Y., N.Y.

* Col. and Mrs. John Silvera (Dorothea)
555 Kappock St.
Riverdale, N.Y. 10463

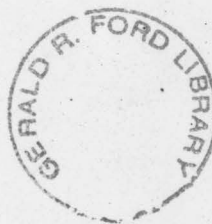
Carolyn Stevenson
467 W. 144 St.
N.Y., N.Y. 10031

Mr. and Mrs. Richard Simon (Laverne)
361 Stuyvesant Ave.
Brooklyn, N.Y.

Mr. and Mrs. Hank Smit (Mac)
711 Amsterdam Ave.
N.Y., N.Y.

Mr. and Mrs. George Sheldon (Annette-Connie)
800 Riverside Drive
N.Y., N.Y.

Mrs. Freda Station
211 West 106 St.
3B
N.Y., N.Y. 10025



NEW YORK

*
Mr. and Mrs. Fred Weaver
10 West 135 St.
#2E
N.Y., N.Y. 10037

Ida Wood
22 E. 54 St.
N.Y., N.Y.

Mrs. Jeri Warrick
77 Prospect
7D
Stamford, Conn. 06901

Thomas Vassall
824 St. Nicholas Ave.
N.Y., N.Y.

Mrs. Lloyd Von Blaine
527 Madison Ave.
Suite 1222
N.Y., N.Y.

Mrs. John H. Young
10 W. 135 St.
N.Y., N.Y.

Ruby Young
485 Lenox Ave.
14D
N.Y., N.Y. 10037

Wilhelmina Young
17-85 215 Street
Bayside, N.Y. 11360

Grace Younger
1788 Amsterdam Ave.
N.Y., N.Y. 10031



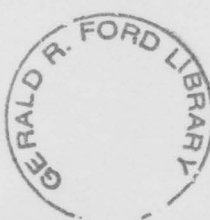
STATE - AID - USIA ROUTING SLIP				CLASSIFICATION UNCL		
				DATE 1-27-76		
TO:	Name or Title	Organ. Symbol	Room No.	Bldg.	Initials	Date
1.	Stan Scott	AA/AFR	6936	NS		1-27
2.						
3.						
4.						
5.						

☐ Approval	☒ For Your Information	☐ Note and Return
☐ As Requested	☐ Initial for Clearance	☐ Per Conversation
☐ Comment	☐ Investigate	☐ Prepare Reply
☐ File	☐ Justify	☐ See Me
☐ For Correction	☐ Necessary Action	☐ Signature

REMARKS OR ADDITIONAL ROUTING

These are additional names (list furnished by John Wilks) sent to Dr. Smythe for reception planned for February 5.

Also, names will be added to S-1 mailing list as requested.



FROM: (Name and Org. Symbol) Pat 	ROOM NO. & BLDG.
CLASSIFICATION 	PHONE

January 23, 1976

Dear Dr. Smythe:

Per our conversation of Friday, January 23, 1976, I am forwarding the enclosed list of names for the reception to be held on February 5.

With best wishes for a successful event,

Sincerely,

Patricia Hughes
Special Assistant
to Assistant Administrator
for Africa

Dr. Mabel Smythe
Phelps-Stokes Fund
10 East 87th Street
New York, New York 10028

Enclosure



SIDNEY H. ALEXANDER, JR.
Mgr., Personnel Services
NEWSWEEK, INC.
444 Madison Avenue
New York, N.Y. 10022
212-350-2578-79

LEE A. ARCHER, JR.
Director, Equal Oppy. Affairs
GENERAL FOODS CORPORATION
250 North Street
White Plains, N.Y. 10625
914-694-2623

HAROLD LANCE BARCLAY
Director, Personnel - Card Division
AMERICAN EXPRESS
777 American Expressway
Fort Lauderdale, Florida 33337
305-473-3000, X3110

GROVER BARLOW
Director, Community Relations
WESTERN UNION TELEGRAPH CO.
60 Hudson Street
New York, N. Y. 10013
212-577-4292

FREDERICK H. BLACK
Mgr., Corporate EO-Safety/Security
GENERAL ELECTRIC COMPANY
3135 Easton Turnpike
Fairfield, Conn. 06431
203-373-2123

WILLIAM H. BLAKELY, JR.
Mgr., Personnel Relations
ENGELHARD MINERALS &
CHEMICALS CORP.
430 Mountain Avenue
Murray Hill, N.J. 07974
201-665-7309 or 7310

NORMAN E. BROWN
Mgr., Equal Employment Oppy.
HOFFMANN-LAROCHE, INC.
340 Kingsland St.
Nutley, New Jersey 07110
201-235-4533

SHERMAN L. BROWN
2d Vice President
CHASE MANHATTAN BANK
#1 Chase Manhattan Plaza
New York, N.Y. 10015
212-552-6059

JOSEPH E. BURGESS
Director, Minority Relations
BABCOCK & WILCOX, INC.
161 East 42d Street
New York, N.Y. 10017
212-687-6700, X223

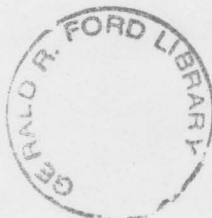
EDWARD M. BYRD
Director, Equal Oppy. Programs
AMERICAN AIRLINES
633 Third Avenue
New York, N.Y. 10017
212-557-4226

ALICE M. CHAPMAN
Assistant to the Corporate Director
of Manpower Administration
CRANE COMPANY
300 Park Avenue
New York, N.Y. 10022
212-752-3600, X210

BENJAMIN A. COLLIER
Chief, Contracts Compliance Office
DEFENSE CONTRACT ADMINISTRATION
Services Region - New York (DORN-V)
60 Hudson Street
New York, N.Y. 10013
212-264-9680

HAROLD E. COOMBS
Manager, Equal Oppy. Programs
CIBA-GEIGY CORPORATION
Ardsley, New York 10502
914-478-3131, X2631

NATHANIEL M. CROOK
Consultant, Equal Oppy./Minority Rel.
GENERAL ELECTRIC COMPANY
3135 Easton Turnpike
Fairfield, Conn. 06431
203-373-2126



WILBERT ("WILL") CRUMP

Manager, Critical Manpower Adm.
ALLIED CHEMICAL CORPORATION
P. O. Box 2245R
Morristown, N. J. 07960
201-455-4454

JOHN CURETON

Manager, Employee Relations
Grocery Products Group
HEUBLEIN, INC.
430 New Park Avenue
Hartford, Conn. 06101
203-233-7531

MORRIS ("MO") DeLISSER

392 Central Park West
Apt. 5-B
New York, N.Y. 10025
212-663-1406

RONALD P. DOUGLASS

Personnel Manager
IVERS LEE
(Subsidiary of
Becton-Dickinson & Co.)
147 Clinton Road
West Caldwell, N.J. 07006
201-575-9000, X221

JEAN R. ESQUERRE (Mr.)

Corporate Director
GRUMMAN AEROSPACE CORP.
South Oyster Bay Road
Bethpage, N.Y. 11714
516-575-2675

GILBERT H. FRANCIS

Director, Equal Emp. Oppy.
SUPERMARKETS GENERAL CORP.
301 Blair Road
Wood-Bridge, N.J. 07095
201-636-2400, 04 or 05

ERNEST R. FRAZIER

Director, Equal Oppy./
Field Operations
ITT
320 Park Avenue
New York, N.Y. 10022
212-752-6000, X8910

ALFONSO T. GLOVER

Personnel Specialist
READER'S DIGEST ASS'N
Pleasantville, N. Y. 10570
914-769-7000, X2279

LORETTA GORDON

Salary Administration Specialist
SUPERMARKETS GENERAL CORP.
301 Blair Road
Woodbridge, N.J. 07095
201-636-2422

JOHN A. GRIFFITH

Manager, Employment & Placement
PUBLIC SERVICE ELECTRIC & GAS CO.
80 Park Place, Room 111
Newark, N.J. 07101
201-622-7000, X2765

PHILIP L. HAMILTON

Director, Equal Employment Oppy.
SEABOARD WORLD AIRLINES
JFK International Airport
Jamaica, L.I. 11430
212-632-7607

W. F. ("BUCKY") HATCHETT

Manager, Special Employment Programs
RCA CORPORATION
30 Rockefeller Plaza
New York, N.Y. 10020
212-598-5360 or 5359

CLIFFORD S. HAYE

Regional EEO Officer
Dept. of Health, Education & Welfare
Region II
26 Federal Plaza
New York, N.Y. 10007
212-264-4440

WARREN M. HINTON

6901 Northern Boulevard
Jackson Heights, L.I. 11377
212-335-5124

HERBERT H. HOLLON

Director, Equal Opportunity Affairs
CHESEBROUGH-PONDS, INC.
33 Benedict Place
Greenwich, Conn. 06830
203-661-2000, X152

BERNARD ("BERNIE") L. HYMAN

Associate
HYMAN ASSOCIATES
585 Main Street
East Orange, N.J. 07018
201-678-5080



ALVIN D. JOHNSON

Senior Employment Administrator
ETHICON, INC.
Route 22
Somerville, N.J. 08876
201-524-3474

ALVIN S. JOHNSON

Manager, Urban Affairs
BRISTOL-MYERS CO.
345 Park Avenue
New York, N.Y. 10022
212-644-2772

RUTH ALLEN KING (Founder)

Willoughby Walk Apts.
185 Hall St., Apt. 1715
Brooklyn, N. Y. 11205
212-636-1949

✓ AUBREY C. LEWIS

Assistant Corporate Vice President
for Administrative Services
F. W. WOOLWORTH COMPANY
Woolworth Bldg.
233 Broadway
New York, N.Y. 10007
212-227-1000, X262

E. H. LINDSAY

President
DIALOGUE SYSTEMS
Caribe International
282 Madison Avenue
New York, N.Y. 10017
212-532-1952 or 1480

✓ STEPHEN N. LOCKETT

EEO Administrator
JOSEPH E. SEAGRAM & SONS, INC.
800 Third Avenue
New York, N.Y. 10022
212-572-1198

LINDA LOCKMAN

Manager, Personnel Programs
TRANS WORLD AIRLINES
605 Third Avenue
New York, N.Y. 10016
212-557-6158

LEE LONG, JR.

Corporate Manager, Equal
Employment Affairs
AMERICAN CYANAMID COMPANY
Wayne, N. J. 07470
201-732-9400, X536

CHERYL McCALL

Employee Relations Officer
CHASE MANHATTAN BANK
#1 New York Plaza
New York, N.Y. 10015
212-552-5537

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201-379-7050

ARTHUR C. MILES

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INTERSPACE PERSONNEL, INC.
527 Madison Avenue, Suite 1410
New York, N.Y. 10022
212-421-7053

ELZA H. MINOR, JR.

Manager, Business Development
NEWARK ECONOMIC DEVELOPMENT CORP.
744 Broad Street
Newark, N.J. 07102
201-643-2790

WILLIAM P. MITCHELL

Employment Supervisor
E. R. SQUIBB & SONS, INC.
P. O. Box 191
New Brunswick, N.J. 08903
201-545-1300, X2949

CHARLES R. MORRISON

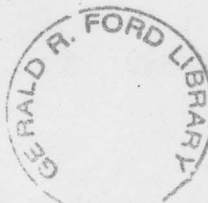
Employee Relations Coordinator
Employment and EEO Affairs
UNION CARBIDE CORPORATION
Chemicals and Plastics
#1 River Road
Bound Brook, N.J. 08805
201-356-8000, X428

✓ WILLIAM T. PATRICK, JR.

Director, Community Relations
AT&T
195 Broadway
New York, N.Y. 10007
212-393-3331

HARRY R. PETRIE

Director, Corporate Personnel Services
REVLON, INC.
767 Fifth Avenue
New York, N.Y. 10022
212-758-5000



WALLACE W. PRICE (Co-Founder)
585 West Englewood Avenue
Teaneck, N. J. 07666
201-836-8989 or 5464

JOAN D. SHINGLES
Employment Representative
NBC
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New York, N.Y. 10020
212-247-8300, X5235

TERRENCE SIMMONS
Director, Management Resources
SQUIBB CORPORATION
40 West 57th Street
New York, N.Y. 10019
212-489-4715

RAYNES SOARIES
Coordinator, EEO Program
GENERAL MOTORS ACCEPTANCE CORP.
767 Fifth Avenue
New York, N.Y. 10022
212-486-3655

MALCOLM STEWART
EEO Administrator
SPERRY (Mail Station 1-A2)
Div. of Sperry Rand Corp.
Great Neck, N.Y. 11020
516-574-2693

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AMERICAN EXPRESS CO.
65 Broadway
New York, N.Y. 10006
212-797-4023

LINWOOD W. TINDALL
Manager, EEO Programs
SCHERING CORPORATION
Galloping Hill Road
Kenilworth, N.J. 07033
201-931-2380

EUGENE A. TOOMER
Vice President, Urban Affairs
and Employee Relations
ALEXANDER'S DEPT. STORES, INC.
Lexington Avenue at 58th St.
New York, N.Y. 10022
212-751-2751

GLORIA TUCKER
Manager, Affirmative Action
ITT
320 Park Avenue
New York, N.Y. 10022
212-752-6000, X8912

JAMES V. WALKER
Corporate Manager, Equal Oppy. Affairs
WARNER-LAMBERT PHARMACEUTICAL CO.
201 Tabor Road
Morris Plains, N.J. 07950
201-540-2455

JERI WARRICK
Director, Dept. of Nat'l Community Aff.
NBC
30 Rockefeller Plaza
New York, N.Y. 10020
CI 7-8300, X4458

WILLIAM H. WATSON
National Director, Urban Affairs
A&P
2 Paragon Drive
Montvale, N. J. 07645
201-573-9700

PETER A. WENG
Operations Officer - Distribution Serv
MARINE MIDLAND BANK - NY
140 Broadway
New York, N.Y. 10015
212-797-6680

HORACE WESTBROOK
Manager of Administration
JOHNSON & JOHNSON BABY PRODUCTS CO.
501 George Street
New Brunswick, N.J. 08903
201-524-8008 or 8007

ALPHONSO WHITFIELD, JR.
Investment Manager
PRUDENTIAL INSURANCE COMPANY OF AMERICA
Prudential Plaza
Newark, N.J. 07101
201-336-2048

JOSEPH W. WILLIAMS
555 Edgecombe Ave., Apt. 15-P
New York, N.Y. 10032
212-795-8740



ROBERT T. WILLIAMS, JR.

Area Sales Manager
NEW JERSEY BELL TELEPHONE CO.
33 Washington St.
Newark, N.J. 07101
201-622-2515

WALTER J. WILLIAMS, JR.

Staff Representative, Personnel
Relations, EEO
UNITED AIRLINES, INC.
1221 Sixth Avenue
New York, N.Y. 10020
212-764-2945

HERBERT K. WILSON, JR.

Chief, Equal Employment Oppy. Staff
FEDERAL AVIATION ADMINISTRATION (FAA)
Federal Building
JFK International Airport
Jamaica, N.Y. 11430
212-995-2268

CAROL C. WOOD

Assistant Corporate EEO Coordinator
CURTISS-WRIGHT CORPORATION
#1 Rotary Drive
Wood-Ridge, N.J. 07075
201-777-2900, X2742

Total Membership - 66

: : : :



STATE - AID - USIA ROUTING SLIP				CLASSIFICATION <i>VNCL</i>		
				DATE <i>1-30-76</i>		
TO:	Name or Title	Organ. Symbol	Room No.	Bldg.	Initials	Date
1.	<i>S Scott</i>	<i>AA/AFK</i>	<i>6936</i>	<i>NS</i>		<i>1-30</i>
2.						
3.						
4.						
5.						

Approval	☒ For Your Information	Note and Return
As Requested	Initial for Clearance	Per Conversation
Comment	Investigate	Prepare Reply
File	Justify	See Me
For Correction	Necessary Action	Signature

REMARKS OR ADDITIONAL ROUTING

*List for S-1 mailing
 list furnished by
 John Wilkes.*

*(not furnished to Phelps-Stoke
 Fund because they could
 not accommodate # of people.)*



FROM: (Name and Org. Symbol) <i>(PA)</i>	ROOM NO. & BLDG. <i>NS 6936</i>
CLASSIFICATION <i>VNCL</i>	PHONE <i>29234</i>

1. Mr. George Finnegan
Vice President Public Affairs
McGraw-Hill Incorporated
1221 Avenue of Americas
New York, NY 10020

(212) 997-6277
2. Mr. Richard R. Mau
Vice President Corporate Communications
Sperry-Rand Corporation
1290 Avenue of Americas
New York, NY 10019

(212) 956-3348
3. Mr. Harvey C. Russell
Vice President Community Affairs
Pepsico Incorporated
Anderson Hill Road
Purchase, NY 10577

(914) 253-3011
4. Mr. Richard Aszling
Vice President Public Relations- Public Affairs
General Foods Corporation
250 North Street
White Plains, NY 10625

(914) 694-2445
5. Mr. Patrick F. Croffman
Director of Public Affairs
Bristol-Meyers Company
345 Park Avenue
New York, NY 10022

(212) 644-2403
6. Mr. A. Wright Elliott
Senior Vice President Public Affairs
Chase Manhattan Bank
One Chase Manhattan Plaza
New York, NY 10005

(212) 552-4501



7. Mr. Steven K. Galpin
Manager, Public Affairs Program
General Electric
Fairfield, CT 06431

(203) 737-2424
8. Mr. George W. Griffin, Jr.
Vice President Public Affairs
General Telephone & Electrics Corp.
One Stanford Forum
Stanford, CT 06904

(203) 357-2000
9. Mr. Herbert Schmertz
Vice President Government Relations Dept.
Mobil Oil Corporation
150 E. 42nd Street
New York, NY 10017

(212) 883-3828
10. Mr. William F. Leonard
Vice President Olin Corporation
120 Longridge Road
Stanford, CT 16904

(203) 356-3054
11. Dr. Donald Guertin
Senior Planning Advisor
Public Affairs
Exon Corporation
1251 Avenue of Americas
New York, NY 10020

(212) 974-2011
12. Mr. Barry F. Wiksten
Vice President Public Relations
Trans-World Airlines
605-3rd Avenue
New York, NY 10016

(212) 557-3000



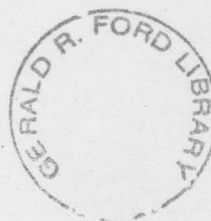
13. Mr. G. Clark Thompson
Senior Vice President
Development International Office
Conference Board
845-3rd Avenue
New York, NY 10022

(212) 759-0900
14. Mr. Willis C. Armstrong
U.S. Counsel of International Chamber of Commerce
1212 Avenue of Americas
New York, NY 10036
15. Mr. Robert Norris
Presidential National Foreign Trade Counsel
10 Rockefeller Plaza
New York, NY 10020
16. Mr. Richard Brennan
Director International Affairs
Union Carbide Company
270 Park Avenue
New York, NY 10017

(212) 551-6451
17. Mr. Kerryn King
Senior Vice President
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