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#### *About the Institute*

The Hunt Institute for Botanical Documentation, a research division of Carnegie Mellon University, specializes in the history of botany and all aspects of plant science and serves the international scientific community through research and documentation. To this end, the Institute acquires and maintains authoritative collections of books, plant images, manuscripts, portraits and data files, and provides publications and other modes of information service. The Institute meets the reference needs of botanists, biologists, historians, conservationists, librarians, bibliographers and the public at large, especially those concerned with any aspect of the North American flora.

Hunt Institute was dedicated in 1961 as the Rachel McMasters Miller Hunt Botanical Library, an international center for bibliographical research and service in the interests of botany and horticulture, as well as a center for the study of all aspects of the history of the plant sciences. By 1971 the Library's activities had so diversified that the name was changed to Hunt Institute for Botanical Documentation. Growth in collections and research projects led to the establishment of four programmatic departments: Archives, Art, Bibliography and the Library.

September 25, 1970

Dr. Terry Pohl  
245 El Portal  
Palm Springs  
California

Dr. Wilson Popenoe  
Calle de La Nobleza  
Antigua  
Guatemala

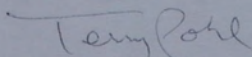
Dear Sir:

I am trying to start an avocado export business in Central America. Dr. Zentmyer, of the University of California at Riverside, has informed me that you would be best able to comprehend the nature of my business and be able to help in seeing it become a reality of our time. I have faith in Dr. Zentmyer's high recommendation of your qualifications as the world's leading authority on avocado production in the tropics and therefore wish to take you into my confidence. I have enclosed for your information a copy of my 'Prospectus on the Avocado Industry - British Honduras' and a copy of a letter I received recently from the State Department A.I.D. in which you can see, had I written my prospectus for any country in Central America other than British Honduras, my project could be considered for a loan by CABEI. This brings me to the point of this letter. I believe that with your knowledge of the Central American scene, both agriculturally and economically, together we could re-write this prospectus for the Central American republic best suited for a project

of this type, economically and agriculturally, and submit it to CABEL for a loan sufficient to see this idea grow into a productive reality during this era of much needed world food production.

Thank you, I will be anxiously awaiting your reply.

Sincerely,

A handwritten signature in cursive script that reads "Terry Pohl". The signature is written in dark ink and is positioned above the printed name.

Dr. Terry Pohl

GALERIAS ESPAÑA  
Telephones: 64872-3-4-5  
Plazuela España, Zona 9.  
Cable: ROCAP/Guatemala City



DEPARTMENT OF STATE,  
AGENCY FOR INTERNATIONAL DEVELOPMENT  
Regional Office, Central America and Panama Affairs  
Guatemala City, Guatemala, C. A.

August 20, 1970

Mr. Terry Pohl, D. D.  
245 El Portal  
Palm Springs, California  
92262

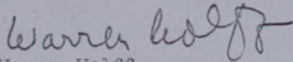
Dear Mr. Pohl:

Thank you for your letter requesting information about the availability of financing export industries in Central America.

Recently AID authorized a \$30 million loan to the Central American Bank for Economic Integration (CABEI) Tegucigalpa, Honduras. These funds will be re-lent by CABEI to private firms in countries of the Central American Common Market (Honduras, El Salvador, Guatemala, Nicaragua and Costa Rica) to stimulate an increase in non-traditional export and tourist activities. CABEI, being a regional development bank, for the Central American Common Market countries can only consider projects that are actually located in these countries. Unfortunately this would rule out your project, which incidentally appears to be most interesting, because it is located in British Honduras.

We do appreciate your interest in the AID program. Should you have further questions, please don't hesitate to write.

Sincerely,

  
Warren Wolf  
Capital Development Officer

Antigua, Guatemala, 9 October 1970

Dr Terry Pohl,  
245 El Portal  
Palm Springs, California.

Dear Dr. Pohl:

I have your letter of 25 September, along with the "Prospectus on the Avocado Industry, British Honduras." You ask that I assist you in re-writing this Prospectus, based upon locating the project in some other Central American country.

To my mind, Guatemala is the only Central American country which suitable of climate and soil for such a project. It would need to be in the highlands, and it would be necessary to avoid heavy, wet soils.

The Guatemalan government has had on foot, for the past four years, a project of the sort you have in mind. They have aimed at 7500 acres in five years, but they are way behind on their time table. The Minister of Agriculture appointed me technical advisor for this program, so I have been in fairly close touch with it.

From the start, I have felt that the program is too vast. I do not feel sure there is going to be a profitable outlet for the production of even one thousand acres. You have in mind the European market. So have the Guatemalans. But Israel is already in that market. A month ago, I talked in southern Spain with Zwi Schachar, a very competent horticulturist who heads all government horticultural work; Israel already has 2500 acres in bearing, a total of 5000 planted, and are aiming at 10,000 and they do not intend to go beyond that. Morocco is coming into the picture; the Canary Islands are trying to start.

The Guatemalans do not feel sure they can do much in the European market, so far as fresh fruit is concerned. They talk about processing. But they have not yet processed any avocados on a commercial basis. I am still hoping that some day avocado oil may be developed commercially, but it has not yet been done. If we could produce an avocado oil which would compete with olive oil in world markets, we would really have something. And Guatemala would be the ideal place to establish large plantations for the purpose.

But as things stand at present, I would not put any of my own money in a large avocado planting anywhere in Central America, and for this reason I would not want to take part in promoting the sort of project you have in mind.

If you still feel that you want to go ahead, the thing for you to do would be to fly down here and talk things over. I could put you in touch with two or three leading horticulturists, all of whom know avocados and have small orchards of their own.

Faithfully yours,

Wilson Peacock  
Director Emeritus