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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.

J. WAYNE REITZ
P. O. BOX 14425
UNIVERSITY OF FLORIDA
GAINESVILLE, FLORIDA 32604

OFFICE OF THE PRESIDENT EMERITUS

January 14, 1985

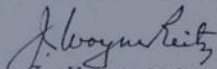
Mr. Robert E. Armstrong
Vice President and Executive Director
The Henry Luce Foundation, Inc.
111 West 50th Street
New York, New York 10020

Dear Mr. Armstrong:

Thank you so very much for your letter of January 8 with which you enclosed a check in the amount of \$2,000 which represents a double matching gift by the Henry Luce Foundation, for that made by Mr. Charles L. Stillman in the amount of \$1,000. This participation is indeed appreciated greatly by the Board of Trustees of Escuela Agricola Panamericana.

We have taken note of the conditions outlined in the second paragraph of your letter and will avoid listing your foundation as a contributor except possibly in the context of a matching gift program.

Sincerely yours,



J. Wayne Reitz
Secretary, Board of Trustees
Escuela Agricola Panamericana

The Henry Luce Foundation, Inc.

111 West 50th Street, New York, New York 10020

005175

INV. DATE INV. NO. REMARKS

12/31/84 12/06/84

DUE

PAID

2000.00

2000.00

996.2700 Escuela Agricola Panamericana Inc.
Attention Matching Gifts Department
P.O. Box 14425
Gainesville, Florida 32604

CHECK TOTAL 2000.00

CHECK DATE 12/31/84

CHECK NO. 517

PLEASE DETACH BEFORE DEPOSITING CHECK

The Henry Luce Foundation, Inc.

111 WEST 50TH STREET, NEW YORK, N. Y. 10020

212-489-7700

ROBERT E. ARMSTRONG
VICE PRESIDENT AND
EXECUTIVE DIRECTOR

January 8, 1985

Mr. J. Wayne Reitz
Secretary, Board of Trustees
Escuela Agricola Panamericana Inc.
P.O. Box 14425
Gainesville, Florida 32604

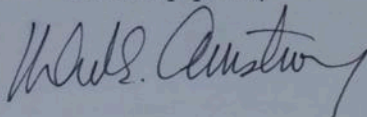
Dear Mr. Reitz:

Enclosed is a check in the amount of \$2,000.00 which is the Henry Luce Foundation's contribution to your organization under its matching gifts program for employees, directors, and certain advisors to the Foundation. The gift we have matched was made by Mr. Charles L. Stillman, Director, in the amount of \$1,000.00.

Through this matching gifts program, the Luce Foundation is able to make contributions in areas that sometimes lie outside its active program interests. To avoid possible confusion over our basic activities and concerns, we ask that the Foundation not be listed as a contributor to your organization for this particular gift except in the context of matching gifts program.

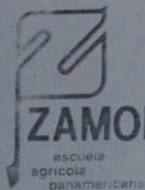
Payments made under this matching gifts program may be used for unrestricted purposes. Please accept with this gift our very best wishes.

Sincerely yours,



REA:MW
Enclosure

cc: Mr. Charles L. Stillman



ZAMORANO - Aprender Haciendo

Apartado Postal 376 "A"
Guatemala, Ciudad

P.O. BOX 93 TEGUCIGALPA, HONDURAS

33-31 73 y 33-27 17 (Zamorano)
Teléfonos: 32-65 43 y 32-43 17 (Tegucigalpa)

Guatemala
December 26, 1984

Mrs. Mary Malo
Escuela Agrícola Panamericana
Apartado Postal 93
Tegucigalpa, Honduras

Dear Mary:

It was astonished to receive your letter of November 30, ast
onished that you should be making this donation to the school and
astonished at your generosity. I am only sorry that I did not know
about it at graduation time so that I could have thanked you perso-
nally.

The possible encroachment of bedroom communities in the Zamo-
rano Valley is unfortunately something that we are going to have to
get accustomed to, but hopefully we can mitigate the effect on the
school by acquiring certain select parcels of land that may become
available. Unfortunately we cannot buy the whole valley so the pro
blem will always be with us to a certain extent.

It is a good opportunity for me to tell you that the Board
greatly appreciates your considerable contribution to the school
both directly as an english teacher, leader of staff wives, orga-
niser of social affairs, to mention just a few of your functions
and also in your supportive role as Simon's wife. Although the
Board has never formally expressed it's appreciation to you I hope
that perhaps you have felt the high regard which the Board Members
individually have for you.

Formal acceptance of your generous donation will have to be
made by the Executive Committee at it's next meeting, but I am sure
that there will be no difficult about this or the use of the name
"MAL-LAD".

With best wishes and many thanks

Sincerely yours,

John G. Smith

/gm

cc. Members of the Executive Committee

ENSEÑAR A LA JUVENTUD DE HOY ES A LIMENTAR AL MUNDO DEL MAÑANA
TEACHING TODAY'S YOUTH IS TO FEED TOMORROW'S WORLD

Maria F. Malo

Escuela Agrícola Panamericana
P.O. Box 93
Tegucigalpa, Honduras
November 30, 1984

Mr. John G. Smith
P.O. Box 376-A
Guatemala, Guatemala

Dear John,

In the almost six years I have lived in Zamorano, I have gone from someone who cried at the thought of moving down here, to a rabid supporter of the school and my husband's involvement with it. I have also witnessed, almost on a daily basis, the insidious encroachment of people on this valley, and I am frankly alarmed. When I hear that someone in the government in Tegucigalpa wants to buy land next door to the school to build a housing development, my heart cringes, because I fear the impact of "civilization" on the school.

So I have decided to do my part in curtailing some of this growth, unfortunately not in Zamorano valley, but in Rapaco. Simon told me of some people who wanted to sell 96 manzanas (about 155 acres) of land right next to the land the school already has. He was most excited about it because it has plenty of water, which as you know is not the most abundant commodity in these parts. The more I heard him talk about it, the more I knew we should do something. So I proposed to him that I buy the land and give it to the school. I would like for that parcel to be called "MAL-LAD" (like the groves we used to have in Florida) which is a combination of our names.

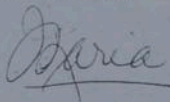
I truly feel that unless we buy as much land as possible for the school, we will have bedroom communities all around us in just a matter of years. We have a beautiful valley only $\frac{1}{2}$ hour from Tegus - anyone in his right mind would want to live here if given the opportunity. Of course, this means water would be at a premium, and ultimately the school would be the most affected since we use so much for irrigation. I don't need to tell you all the other problems housing developments next door to Zamorano would cause. I think as an "agricultor" you are familiar with them. I just wish some of the other Board members could understand the situation as it is now, before it becomes critical. Every time I pass the seed place down the road (Cassa), I get furious because at one time the school could have bought it and didn't. Someone didn't have enough foresight. Now they even use the name "Zamorano" on their plants so that people think they are buying from the school.

Before getting off my soapbox, I would like to add one more thing. I want to thank you and the Board for recognizing Simon's hard work and efforts as director of this institution.

No one knows better than I what a difficult job it has been to bring this school up to its present standards. He is truly dedicated to it, and I sometimes jokingly tell my students that if I ever gave him an ultimatum, me or the school, I had better have my bags packed!

Thank you very much, John, for your support of Simon, and for hearing me out. My best regards to Isabel. I look forward to seeing you both soon.

Sincerely,

A handwritten signature in cursive script, appearing to read "Maria", written over a horizontal line.

September 18, 1984

Done 5000 1985

Mr. Winston C. Gifford
Secretary
Ralston Purina Trust Fund
Checkerboard Square
Saint Louis, MO 63188

Dear Mr. Gifford:

At a recent meeting of the Board of Trustees of Escuela Agricola Panamericana, the chairman of our Development Committee again brought to our attention the needs of the School which has contributed to much over the years to the training of agriculturalists in Tropical America. During the discussion, the Board expressed its great appreciation for the continuing support received from the Ralston Purina Trust Fund.

Notwithstanding some of the political difficulties in Central America, the School continues to perform in an outstanding fashion in educating young men from 12 tropical countries of the Americas in the field of agriculture. I should also say that women are now attending. In December of last year we awarded certificates to our first women graduates. The number is small but those who are attending are performing in excellent fashion.

I could go on at length about the various aspects of this fine institution. Rather than to provide details in this letter, I am attaching a brief summary of its history and its current operation n needs.

I would hope that your Board would see fit to increase your contribution this year over the \$4,000 which you have previously given. You are aware as are we of the problems stemming from worldwide inflation. We shall, of course, be grateful for whatever amount you may contribute.

With appreciation for your interest and support, I am

Sincerely yours,

J. Wayne Reitz
Secretary to the Board of Trustees

enc.

ESCUELA AGRICOLA PANAMERICANA

P.O. Box 14425
Gainesville, Florida 32604

Office of the Secretary

November 13, 1984

Mr. Winston C. Gifford, Secretary
Ralston Purina Trust Fund
Checkerboard Square
St. Louis, Missouri 63188

Dear Mr. Gifford:

Thank you for your letter of November 8 in which you enclosed a check for \$4000 in support of the Pan American School of Agriculture in Honduras. Please convey to members of your Board our sincere thanks and appreciation for your continued support of this splendid institution. It continues to serve Tropical America in a most constructive fashion.

Because of your great interest in the School, I would hope that you or a member of your Board would visit it sometime during the coming years. It would be a real pleasure for our director, Dr. Simon Malo, to host your visit for a day or more. We have a most pleasant guest house and I am certain you would find your visit there most enjoyable and informative.

Again, with thanks and appreciation.

Sincerely,

J. Wayne Reitz
Secretary

RALSTON PURINA TRUST FUND

CHECKERBOARD SQUARE • SAINT LOUIS, MISSOURI 63188

November 8, 1984

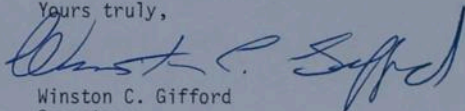
Dr. J. Wayne Reitz
Secretary to the Board of Trustees
Escuela Agricola Panamericana
P. O. Box 14425
Gainesville, Florida 32604

Dear Dr. Reitz:

At its most recent meeting, the Ralston Purina Trust Fund Board of Control approved a contribution of \$4,000 to the Pan American School of Agriculture. I am sending you herewith a check in that amount, made payable to Escuela Agricola Panamericana, Inc.

We are pleased to participate in this fine program in this manner.

Yours truly,



Winston C. Gifford
Secretary

cms

Attachment - Check No. 320767

cc: Mr. Paul H. Hatfield
Mr. Lou Van Houten

OFFICE OF THE DEVELOPMENT COMMITTEE
G. E. Putnam, Chairman
One Montgomery St., West Tower (29th)
San Francisco, CA 94104, USA
Tel. (415) 983-3424



ESCUELA AGRICOLA PANAMERICANA
TEGUCIGALPA, HONDURAS

TO: EAP Board of Trustees
FROM: G.E. Putnam, Chairman of Development Committee
DATE: March 26, 1984
RE: 1984 EAP Corporate Support Campaign

Burke Wright is working hard to get the 1983 Annual Report of EAP into your hands quickly this year. In order that we will be ready to roll on our 1984 Campaign as soon as that Report is available, I have taken the liberty of making assignments for each member of the Development Committee, based on your comments on 1983.

We raised \$149M in 1982, \$172M in 1983 and have a goal of \$185M in 1984 representing an 8% increase. To date in 1984, we have received \$44.5M (24% of our Goal) partly thanks to late 1983 contributions and partly because of the excellent work of Simon re Lps40.0M gift of Banco del Occidente, George Gardner on Gillette Interamericana (\$7.0M), Frank Bendana & Simon on Wallace Genetic Foundation (\$5.0M) and others.

The 80 names on our 1984 list could, in my judgment contribute \$297.5M if each one gave its target amount. In our usual fashion, we have established a "reserve for misses" of \$112.5M, leaving a net target of \$185.M. This, I am confident, can be raised if we all start early.

I have asked Neel Hall to join the Development Committee and I know he will be very helpful.

Could each member:

- 1) Review the list of names assigned and let me know if there are any conflicts or anomalies.
- 2) Try to get your initial contacts made during April, as soon as you receive your supply of 1983 Annual Reports from Burke.

The Development Committee record in 1983 was very successful (\$172M raised versus a \$160M target) and I really appreciate all the work you did to support the School in these difficult times. You guys are terrific!

All the best.

George

G. E. Putnam
Chairman - Development Committee

cc: Messrs. Smith, Ashley, Fiallos, Jimenez, Putnam, Malo, Midence, Bendana, Popenoe, York, Wright, Kimberly, Gardner, Wheeler, Reitz, Laniado, Eleta, Hall, Cabot, Baldwin, Rosengarten

ANNEX A
ESCUELA AGRICOLA PANAMERICANA - 1984 CORPORATE SUPPORT TARGETS

Name	1982 GIFT	1983 GIFT	1984 GOAL	REMARKS
<u>G.E. Putnam (26) Note</u>				
Banco de Bogota	5.0	5.0	5.0	
Bco de la Republica, Bogota	10.0	--	20.0	\$10 rec'd 1/84. Get \$10 more '84
Banco de Honduras	--	.2	3.0	Will give
Monsanto Fund	--	--	1.0	Declined 3 years
Bank of Boston	2.0	3.0	3.0	Repeat 1983 Gift
Cerveceria Hondurena S.A.	10.0	6.0	6.0	
Coca Cola Interamericana S.A.	5.0	6.0	6.0	
Standard Fruit Co.	4.2	4.2	5.0	
Abbot Laboratories Inc., Chicago	1.5	--	1.0	
Bank of London & Montreal	1.0	1.0	1.5	Try for increase
Henry Luce Foundation	4.0	4.0	4.0	\$2.0 Rec'd 1/84 matching Stillman
Ford Motor Co.	--	--	1.0	Gave \$15.0 tractor in Honduras
Cessna Aircraft Co., Wichita	--	--	1.0	
Amthal Corp., Sunnyvale	--	--	1.0	Try 1984
Gulf & Western Corp., NYC	--	--	1.0	Follow with Levinson re DR
General Electric Co., Fairfield	--	--	1.0	Try attract via local dealer
Anderson Clayton & Co., Chicago	--	--	1.0	
Beatrice Foods Co., Chicago	--	--	1.0	Possible 1984
Burroughs Corp., Detroit	--	--	1.0	Following for 1984
Varian Associates, Palo Alto	--	--	1.0	Follow for 1984
Pfizer Inc., NYC	--	--	1.0	Try 1984
Squibb Corp., NYC	--	--	1.0	Try 1984
Warner-Lambert & Co., N.J.	--	--	1.0	Try for 1984
Bacardi Corp., San Juan	--	--	2.0	Possible 1984
Bayer A/G, Leverkusen	--	--	2.0	Will give 1984
Bank of New England, Boston	--	--	1.0	
	42.7	30.6	72.5	
<u>Simon Malo/A. Midence (13)</u>				
Banco del Occidente	--	--	20.0	Lps 40.0 Rec'd 3/84
Arrocera Centroamericana	1.2	--	1.0	Simon following for 1984
Bco. Central de Honduras	16.2	21.0	20.0	
Duval Corp., Houston	--	--	2.0	Follow up for 1984
Tabacalera Hondurena S.A.,	--	--	1.0	Follow up for 1984
P&O Fertilizantes	--	--	1.0	Follow up for 1984
U.S. Tobacco Co.	1.0	1.4	1.0	\$680 rec'd 1/84
Banco Atlantida, Teguc.	3.0	--	2.0	Simon following for 1984
Chiriqui Land Co.	--	7.0	7.0	
Laredo S.A.	--	--	.5	Past giver
Constructores Tecnicos SRL	--	4.0	2.0	
AGEAP	--	6.6	5.0	
FMC Costa Rica S.A.	--	7.0	3.0	Tough to repeat 1983
	22.2	45.9	64.5	
<u>F. Bendana (2)</u>				
Wallace Genetic Foundation	2.0	--	5.0	Received \$5.0 1/84
CPC International, Buenos Aires	--	--	1.0	
	2.0	--	6.0	

Name	1982 GIFT	1983 GIFT	1984 GOAL	REMARKS
<u>H. Ropesco/E.T. York (4)</u>				
Kellogg Foundation	--	--	5.0	Solicitation
Eli Lilly Foundation	--	--	2.0	
2 other foundations	--	--	6.0	to be redoubled 1984
	--	--	13.0	
<u>G.B. Wright (6) Note 1</u>				
Del Monte Banana Co., Miami	6.0	6.0	7.0	
Pepsico Inc., Purchase	--	--	1.0	
United Brands Inc., NYC	35.0	40.0	40.0	Try repeat 1983
Eli Lilly & Co., Indianapolis	--	--	2.0	Try foundation 1984
A.H. Robbins Co. Inc., Richmond	--	--	2.0	Try 1984
Schering Plough Corp., Kenilworth, NJ	--	--	1.0	--
	41.0	46.0	53.0	
<u>J.R. Kimberly (1)</u>				
Kimberly Clark Foundation	--	5.0	5.0	Try repeat 1983
<u>G.P. Gardner (11)</u>				
Cia. Interamericana Gillette S.A.	--	6.5	7.0	Rec'd 3/84 in Honduras
Grace Foundation, NYC	2.5	2.5	2.5	Repeat 1983
IBM, Armonk, NYC	4.0	--	4.0	Follow for 1984
Digital Equipment Corp., Maynard	--	--	1.0	Attract for 1984
Prime Computer Inc., Native	--	--	1.0	" " "
Olin Corp., NYC	--	--	1.0	" " "
Rhom & Haas Inc., Philadelphia	--	1.0	1.0	Repeat 1983
Hershey Foods Corp., Hershey, PA	--	3.5	3.0	Continue support in 1984
Xerox Corp., Stamford, CT	--	--	1.0	Follow for 1984
Scott Paper Co., Philadelphia	--	--	1.0	Follow for 1984
Smith Kline Beckman Corp., Philly	--	--	1.0	Follow for 1984
	6.5	13.5	23.5	
<u>C.B. Wheeler (5)</u>				
Texaco Caribbean Inc.	2.5	2.5	3.0	Try to obtain increase
Dow Chemical Co., Midland, MI	--	--	2.0	Said would give
Esso Standard Oil S.A.	7.0	7.0	7.0	
Shell Oil Group	6.0	7.0	7.0	
Diamond Shamrock Corp., Houston	5.0	--	5.0	Follow for 1984
	20.5	16.5	24.0	
<u>J.W. Reitz (1)</u>				
Ralston Purina Trust Fund	4.0	4.0	4.0	Repeat 1983
<u>M. Laniado de Wind (1)</u>				
Banco del Pacifico	10.0	10.0	10.0	
<u>L. N. Hall (1)</u>				
Deere & Co., Molina	--	--	3.0	

NAME	1982 GIFT	1983 GIFT	1984 GOAL	REMARKS
<u>T.D. Cabot (2)</u>				
Ciba Geigy A/G	--	--	2.0	
Cabot Corp. Foundation	--	--	2.0	
	--	--	4.0	
<u>A.R. Baldwin (4)</u>				
Cargill Inc., Minneapolis	--	--	2.0	Follow for 1984
Gerber Products Co., Freemont, MN	--	--	1.0	Follow for 1984
Conagra Inc., Omaha, NB	--	--	1.0	Follow for 1984
Control Data Corp., Minneapolis	--	--	1.0	Follow for 1984
	--	--	5.0	
<u>F. Rosengarten (2)</u>				
2 Miami names of his choice	--	--	5.0	

SUMMARY

Total	148.9	171.5	297.5
Reserve for "Misses"	--	--	112.5
Net Total	148.9	171.5	185.0

NOTE 1

In addition to its cash contribution, United Brands gave equipment and components worth over \$60M to enable the School to replace its old seed mill. Flto Midence contributed \$4.9M in cattle, Hugh Popenoe \$3.1M in buffalo stock, Ford Motor Co. \$15.9M in the form of a tractor and Andres Lardizabal in value of work in a tractor, all very much appreciated.

NOTE 2

Banco de la Republica contributed \$10M for 1983 but check not received until Jan. 26, 1984. Therefore, this will be credited to 1984 campaign.

NOTE 3

In 1983, 41 new names were solicited, of which 11 (27%) contributed \$40.9M and several others will give in 1984. In 1984, we have weeded 15 of the 41 new names and will try to "mine" the other 26 who seem the most likely. In addition, we shall approach all previous givers.

NOTE 4 - Summary of Names for 1984

	No.	Goal		No.	Goal
Putnam	26	72.5	Wheeler	5	24.0
Malo/Midence	13	64.5	Reitz	1	4.0
Bedana	2	6.0	Laniado	1	10.0
Popenoe/York	4	13.0	Eleta	1	5.0
Wright	6	53.0	Baldwin	4	5.0
Kimberly	1	5.0	Rosengarten	2	5.0
Gardner	11	23.5	Hall	1	3.0
Cabot	2	4.0		80	\$297.5

OFFICE OF THE DEVELOPMENT COMMITTEE
G. E. Putnam, Chairman
One Montgomery St., West Tower (29th)
San Francisco, CA 94104, USA
Tel. (415) 983-3424



ESCUELA AGRICOLA PANAMERICANA

TEGUCIGALPA, HONDURAS

Wynn
valuable
2nd ed
to add to notes
Miami
P

TO: EAP Board of Trustees
FROM: G.E. Putnam, Chairman
DATE: January 30, 1984
RE: Results of 1983 Corporate Fund Raising Campaign

Attached is a report on the 1983 Corporate Fund Raising Campaign. In total, 88 names were assigned for solicitation by members of the Development Committee including 41 new names not previously solicited.

At the close of the campaign, 26 out of 47 previous contributors gave \$146,800 (not including Banco Republica in Bogota's \$10,000 received too late in January to count for 1983) and 11 out of the 41 new names contributed \$24,700.

We had a 1984 budget of \$160,000 and, by dint of an excellent effort by Development Committee members during late 1983, \$171,500 was raised, not counting in 1983 the \$10,000 Banco Republica contribution received in late January 1984. A number of the new names have indicated they would contribute in 1984.

The development Committee also reorganized the list of non-trustee individuals who in the past have contributed to the School. Results were better than 1982 but more work needs to be done on this score.

All in all, the 1983 campaign was very successful and added a good base for 1984.

ENC

G. E. Putnam
Chairman - Development Committee

ANNEX A

ESCUELA AGRICOLA PANAMERICANA - 1983 CORPORATE SUPPORT CAMPAIGN FINAL REPORT

*New name	1982 GIFT	1983 TARGET	1983 ACTUAL	REMARKS
<u>G.E. Putnam(36) Note 2</u>				
Banco de Bogota	5.0	6.0	5.0	Received 12/83
Bco. de la Republica, Bogota	10.0	12.0	—	\$10 rec'd 1/26/84. Count in '84
Banco de Honduras	—	5.0	.2	\$250 rec'd 12/83, more 1984
Monsanto Fund	—	—	—	Declined 3 years.
Bank of Boston	2.0	2.0	3.0	\$3.0 received 7/83
Cerveceria Hondurena S.A.	10.0	6.0	6.0	Rec'd 12/83 in lempiras
Coca Cola Interamericana S.A.	5.0	6.0	6.0	Rec'd 12/83 in lempiras
Standard Fruit Co.	4.2	5.0	4.2	Received 9/83
Abbot Laboratories Inc.(Chicago)	1.5	2.0	—	Follow 1984
Bank of London & Montreal	1.0	1.5	1.0	Received 8/83
Henry Luce Foundation	4.0	4.0	4.0	Received 6/83
*General Motors Corp.(Detroit)	—	4.0	—	Declined 7/83
Ford Motor Company (Detroit)	—	2.0	—	Declined. Nothing outside USA
American Brands Inc., NYC	—	2.0	—	Declined.
General Foods Corp. (NYC)	—	1.0	—	Don't meet criteria
*Hewlett-Packard Co.(Palo Alto)	—	2.0	—	Declined. Don't meet criteria
*Cessna Aircraft Co.(Wichita)	—	2.0	—	Declined.
*Amthal Corp. (Sunnyvale)	—	2.0	—	Declined. Hard times, Poss. '84
*Gulf & Western Corp. (NYC)	—	2.0	—	Following up for 1984
*General Electric Co. (Fairfield)	—	2.0	—	Declined.
*Anderson Clayton & Co. (Houston)	—	2.0	—	Following up for 1984
*Eastman Kodak Co. (Rochester)	—	2.0	—	Declined. U.S. colleges
E.I. DuPont de Nemours & Co.	—	1.0	—	Declined 81, 82, 83
*Beatrice Foods Co. (Chicago)	—	1.0	—	No. Possible 1984
*Burroughs Corp. (Detroit)	—	2.0	—	Following for 1984
*Varian Associates (Palo Alto)	—	2.0	—	Declined. Hard times
Pfizer Inc. (NYC)	—	2.0	—	Not budgeted
*Coca Cola Co. (Atlanta)	—	2.0	—	Give via Interamericana
*Levi Strauss Inc. (SF)	—	2.0	—	Don't meet criteria
*Squibb Corp. (NYC)	—	2.0	—	Following up for 1984
Warner-Lambert & Co. (N.J.)	—	2.0	—	Declined
*Occidental Petroleum Corp.	—	2.0	—	Declined
*E.F. Hutton & Co. (NYC)	—	2.0	.2	Received 2/83 #227
*Bacardi Corp., San Juan	—	1.0	—	No. Possible 1984
*Bayer A/G, Leverkusen	—	—	—	Will give 1984
*Bank of New England, Boston	—	—	1.0	Rec'd 12/83
	42.7	93.5	30.6	
<u>Simon Malo/A.Midence (13)</u>				
Hitachi Ltd.	.8	1.0	—	Error 1982
Arroceria Centroamericana	1.2	1.2	—	Simon following for 1984
Bco. Central de Honduras	16.2	18.0	21.0	Rec'd in lempiras
Duval Corp., Houston	—	2.0	—	Follow up for 1984
Tabacalera Hondurena S.A.	—	2.0	—	Follow up for 1984
P&D Fertilizantes	—	2.0	—	Follow up for 1984
U.S. Tobacco Co.	1.0	1.4	1.4	\$1.4 received
Banco Atlantida, Teguc.	3.0	3.0	—	Simon following for 1984
*Chiriqui Land Co.	—	—	7.0	Beca for Panamanian student
Laredo S.A.	—	1.6	—	Declined
Constructores Tecnicos SRL	—	—	4.0	Received 8/83
AGEAP	—	—	5.5	3.5 Rec'd Jan.Oct \$2.0 Nov 83
*FMC Costa Rica S.A.	—	—	7.0	\$7.0 received 6/83
	22.2	32.2	45.5	

F. Bendana (2)

Wallace Genetic Foundation	2.0	2.0	--	No word
CPC International, Buenos Aires	--	1.0	--	No word
	2.0	3.0	--	

H. Popenoe/E.T. York (5)

Kellogg Foundation	--	5.0	--	Foundation
*Eli Lilly Foundation	--	--	--	Solicitation
*2 other foundations	--	8.0	--	to be redoubled
IMC Foundation	--	5.0	--	in 1984
	--	18.0	--	

G.B. Wright (6) Note 1

Del Monte Banana Co. (Miami)	6.0	7.0	6.0	Rec'd 11/83
Pepsico Inc., Purchase	--	2.0	--	Declined
United Brands Inc., NYC	35.0	40.0	40.0	Rec'd 11/83
*Eli Lilly & Co. (Indianapolis)	--	2.0	--	Try foundation 1984
*A.H. Robbins Co. Inc. (Richmond)	--	2.0	--	Try 1984
*Scherer Plough Corp. (Kenilworth, NJ)	--	2.0	--	--
	41.0	55.0	46.0	

J.R. Kimberly (1)

* Kimberly Clark Foundation	--	3.0	5.0	Rec'd 12/83
-----------------------------	----	-----	-----	-------------

G.P. Gardner (11)

Cia. Interamericana Gillette S.A.	--	2.0	6.5	Rec'd 6/83
Grace Foundation, NYC	2.5	2.5	2.5	Rec'd 6/83
IBM, Armonk, NYC	4.0	4.0	--	Follow for 1984
*Digital Equipment Corp., Maynard	--	2.0	--	--
*Prime Computer Inc., Native	--	2.0	--	--
*Olin Corp., NYC	--	2.0	--	--
*Rhom & Haas Inc., Philadelphia	--	2.0	1.0	Rec'd 11/83
*Hershey Foods Corp., Hershey, PA	--	--	3.5	Rec'd 11/83
*Xerox Corp., Stamford, CT	--	1.0	--	Follow for 1984
*Scott Paper Co., Philadelphia	--	2.0	--	Follow for 1984
*Smith Kline Beecham Corp., Phila	--	2.0	--	Follow for 1984
	6.5	21.5	13.5	

C.B. Wheeler (11)

Texaco Caribbean Inc.	2.5	4.0	2.5	Rec'd \$2.5 8/83
Dow Chemical Co., Midland, MI	--	2.0	--	Will give \$2.0 1984
Esso Standard Oil S.A.	7.0	7.0	7.0	Rec'd \$7.0 4/83
Shell Oil Group	6.0	7.0	7.0	Rec'd 11/83
Diamond Shamrock Corp., Houston	5.0	6.0	--	Follow for 1984
*American Home Products Corp., NYC	--	2.0	--	Declined
*Johnson & Johnson, New Brunswick, NJ	--	2.0	--	Declined
*Amerada Hees Corp., NYC	--	2.0	--	Declined
*Standard Oil Co. (Indiana), Chicago	--	2.0	--	Declined
*Phillips Petroleum Co., B'ville, OK	--	2.0	--	Declined
*Standard Oil Co. of California, SF	--	2.0	--	Declined
	20.5	38.0	16.5	

J.W. Reitz (1)

Ralston Purina Trust Fund	4.0	4.0	4.0	Rec'd Jan 6' 84
---------------------------	-----	-----	-----	-----------------

M. Laniado de Wind (1)

Banco del Pacifico	10.0	10.0	10.0	Received 2/83
--------------------	------	------	------	---------------

R.Eleta (1)

Banco Nacional de Panama	--	6.0	--	Follow for 1984
			--	

T.D. Cabot (3)

W. Hewitt (Deere & Co.)	--	2.0	--	Cabot wrote.
Time Inc. (A.Heiskell)	--	--	--	Cabot wrote.
R.R. Donnelly & Sons, Chicago	--	--	--	Donnelly gives personally
	--	2.0	--	

A.R. Baldwin (4)

Cargill Inc., Minneapolis	--	2.0	--	Follow for 1984
*Gerber Products Co., Freemont, MN	--	2.0	--	Follow for 1984
*Conagra Inc., Omaha, NB	--	2.0	--	Follow for 1984
*Control Data Corp., Minneapolis	--	2.0	--	Follow for 1984
	--	8.0	--	

F. Rosengarten (2)

2 Miami names of his choice	--	--	--	
-----------------------------	----	----	----	--

SUMMARY

Total	148.9	294.2	171.5
Reserve for "Misses"	--	134.0	--
Net Total	148.9	160.2	171.5 (See Notes)

NOTE 1

In addition to its cash contribution, United Brands gave equipment and components worth over \$60,000 to enable the School to replace its old seed mill.

NOTE 2

Banco de la Republica contributed \$10 for 1983 but check not received until Jan. 26, 1984. Therefore, this will be credited to 1984 campaign.

NOTE 3

In 1983, 41 new names were solicited, of which 11 (27%) contributed \$40.5 and several others will give in 1984.

RALSTON PURINA TRUST FUND

CHECKERBOARD SQUARE • SAINT LOUIS, MISSOURI 63188

January 6, 1984

Dr. J. Wayne Reitz
Secretary to the Board of Trustees
Escuela Agricola Panamericana
P. O. Box 14425
Gainesville, Florida 32604

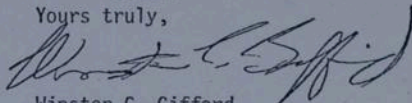
*original sent to Putnam
12/9/84*

Dear Dr. Reitz:

At their recent meeting, the Ralston Purina Trust Fund Board of Control approved a contribution of \$4,000.00 to the Pan American School of Agriculture. I am sending you herewith a check in that amount, made payable to Escuela Agricola Panamericana, Inc.

We are pleased to participate in this fine program in this manner.

Yours truly,



Winston C. Gifford
Secretary, Ralston Purina Trust Fund

cms

Attachment - Check No. 172610

J. WAYNE REITZ
P. O. BOX 14425
UNIVERSITY OF FLORIDA
GAINESVILLE, FLORIDA 32604

OFFICE OF THE PRESIDENT EMERITUS

January 9, 1984

Mr. Winston C. Gifford, Secretary
Ralston Purina Trust Fund
Checkerboard Square
St. Louis, Missouri 63188

Dear Mr. Gifford:

On behalf of the Board of Directors of Escuela Agricola Panamericana I wish to thank those who administer the Ralston Purina Trust Fund for their support of our school in Honduras which continues to serve effectively throughout tropical America.

This will acknowledge receipt of your check for \$4,000 which I am today sending to our treasurer in Boston.

With appreciation and all good wishes,

Sincerely,

J. Wayne Reitz
President Emeritus
and Secretary, EAP

JWR/dn

December 29, 1983

Mr. Charles L. Stillman
PO Box #33
Southport, CT 06490

Dear Charlie:

This is a most belated acknowledgment of Miss Rice's letter of December 13 with which she enclosed your check for \$1,000 as a gift to Escuela Agricola Panamericana. I do thank you for your continued support of the school.

Immediately upon receiving the letter and check, I completed the matching gift form for the Henry Luce Foundation, and forwarded it on. We shall as in the past credit the entire amount to you and not acknowledge the Henry Luce Foundation in accordance with the latter's wish.

We had a fine meeting of the Board in Washington on November 18. Tom Cabot and Doris Stone were there. We missed you. I believe the attendance was the largest of any in the history of the school and certainly percentage-wise of the trustees it was the highest.

With every good wish for 1984 and hopefully we will see you during the year.

Sincerely, .

J. Wayne Reitz

CHARLES L. STILLMAN
649 MERWINS LANE
FAIRFIELD, CONNECTICUT

MAILING ADDRESS:
P. O. BOX 633
SOUTHPORT, CONNECTICUT 06490

Charlie

December 13, 1983

Mr. J. Wayne Reitz
Secretary to the Board
Escuela Agricola Panamericana
P.O. Box 14425
Gainesville, Florida 32604

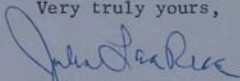
Dear Mr. Reitz:

Enclosed, herewith, is Mr. Charles L. Stillman's check number 15512, drawn on Chase Manhattan Bank, to the order of Escuela Agricola Panamericana, in the amount of \$1,000.00.

The Henry Luce Foundation, of which Mr. Stillman is a Director, has a matching gift policy under which contributions to qualifying institutions are matched two-for-one by the Foundation.

The form you need to send to the Luce Foundation is attached.

Very truly yours,



Julia Lee Rice
Assistant to Mr.
Charles L. Stillman

CLS:jlr
Enclosures (2)

ESCUELA AGRICOLA PANAMERICANA

P.O. Box 14425
Gainesville, Florida 32604

Office of the Secretary

December 19, 1983

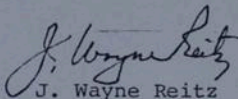
The Henry Luce Foundation
111 West 50th Street
New York, New York 10020

Gentleman:

Please find the attached matching gift form for a gift of \$1,000 by Mr. Charles L. Stillman to Escuela Agricola Panamericana.

Your check payable to Escuela Agricola Panamericana, should be sent to Mr. R. L. Crosbie, Vice President, The First National Bank of Boston, 100 Federal Street, Boston, Massachusetts 02110.

Sincerely,



J. Wayne Reitz
Secretary

JWR/tk

September 27, 1983

Mr. George H. Kyd
Ralston Purina Foundation
1 Checkerboard Square
St. Louis, MO 63121

Dear Mr. Kyd:

At a recent meeting of the Board of Trustees of Escuela Agricola Panamericana, great appreciation was expressed by the Trustees for the support given to the School these past few years by the Ralston Purina Trust Fund.

The School continues to perform an outstanding job of educating young men from fourteen tropical countries in the Americas in the field of agriculture. Since it was established in the early 1940s it had graduated over 2,000 students. Over 95 percent of them are engaged in agriculture or related activities. I know of no program supported by private funds or by national or international agencies which has had a greater impact on the overall improvement of agriculture in the Central American and Caribbean countries.

The School has a small endowment and also is supported by U.S. AID funds, corporations and private individuals and foundations, in addition to tuition. In the beginning, there were no matriculation fees, however these now exceed any other source of income. This indicates, I believe, the premium residents of these areas place upon the quality of the school's program.

On behalf of the Trustees, I hope that your Board will see fit to provide at least one scholarship this year in the amount of \$5,000. For your information I am enclosing the most recent annual report of the School. In addition to the brief financial and graduate summary on pages 16-17, I call your attention to the corporate contributors on page 21. You may also be interested in a listing of the trustees on pages 18-19.

With appreciation for your interest and support, I am

Sincerely yours,

J. Wayne Reitz
Secretary to the Board of Trustees

enc.

ESCUELA AGRICOLA PANAMERICANA

P.O. Box 14425
Gainesville, Florida 32604

Office of the Secretary

September 26, 1983

Copy

Mr. George H. Kyd
Ralston Purina Foundation
1 Checkerboard Square

Dear Mr. Kyd:

At a recent meeting of the Board of Trustees of Escuela Agricola Panamericana, great appreciation was expressed by the Trustees of the support given to the School these past few years by the Ralston Purina Trust Fund.

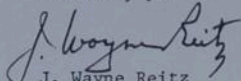
The School continues to perform an outstanding job of educating young men from twelve tropical countries in the Americas in the field of agriculture. Since it was established in the early 1940s it has graduated over 2,000 students and over 95 percent of them are engaged in agriculture or related activities. I know of no program supported by private funds or through national or international agencies which has had a greater impact on the overall improvement of agriculture in the Central American and Caribbean countries.

The School is supported and endowed by U.S.AID funds, corporations and private individuals and foundations, in addition to tuition. In the beginning, there were no matriculation fees, however these now exceed any other source of income. This indicates, I believe, the premium residents of these areas place upon the quality of the school's program.

On behalf of the Trustees, I hope that your Board will see fit to provide at least one scholarship this year in the amount of \$5,000. For your information I am enclosing the most recent annual report of the School. In addition to the brief financial and graduate summary on pp. 16-17, I call your attention to the corporate contributors on page 21. You may also be interested in a listing of the Trustees on pages 18-19.

With appreciation for your interest and support, I am

Sincerely yours,



J. Wayne Reitz
Secretary to the Board of Trustees

enc.



GEORGE E. PUTNAM
EXECUTIVE VICE PRESIDENT

Development Committee

CROCKER NATIONAL BANK

MERCHANT BANKING DIVISION
ONE MONTGOMERY STREET-WEST TOWER
SAN FRANCISCO, CALIFORNIA 94104

FROM: G.E. Putnam
TO: Members of Escuela Agricola Panamericana Development Committee
RE: EAP CORPORATE FUND RAISING 1983 CAMPAIGN - AUGUST REPORT
DATE: August 27, 1983

You will recall that, having raised \$151,000 in 1982, a target of \$160,000 was established for the Corporate side of EAP's fund raising for 1983, separate and apart from the support we seek from individuals, trustees, and governmental organizations. To reach this goal, we added some 42 new corporate names to our target list and assigned to each of you responsibility for contacting a total of 94 names, including the 42 new ones.

I have been in contact with 33 of the 36 companies assigned to me. I unfortunately am finding that the recession and the fact that EAP was not "budgeted" in the 1983 giving programs of most of my new names has made it difficult to attract new support in 1983, although a good base is being laid for 1984.

You will see the names assigned to each member of the Development Committee on Annex A attached, along with a revised 1983 forecast for each name. On the basis of experience, I have reluctantly decided to reduce our forecast to \$155,000 for 1983 down from the original \$160,000 target.

To reach even that reduced forecast, we must make extraordinary efforts this fall to avoid missing the mark. May I ask the following:

Malo/Midence: We must persuade Banco Central to contribute \$18.0 in Lempiras. This is critical. We also need \$3.0 from Banco Atlantida. Please press.

Bendaña: Please press both your names immediately.

Popenoe/York: I have sent you summaries of 2 specific EAP projects which should appeal to foundations, plus the info re the Eli Lilly Foundation. I hope you can be in touch with your target names in September at the latest. Your \$12.0 is critical.

Wright: While I realize the problems and acknowledge the very generous extra gift of the seed mill equipment, I very much hope you can persuade United Brands to increase to \$40.0

Kimberly: Would you kindly contact the KC Foundation in September.

Putnam: I am very hopeful re Banco Bogota, Banco Republica, Banco Honduras, Cervecería, Coca Cola, Standard, G&W, and Bank of New England. Am pressing on those and all others.

Gardner: Great going on Gillette/Grace. Could you be sure to follow up on IBM and the others in September.

CROCKER NATIONAL BANK

Wheeler: Shell and Diamond Shamrock are critical.
Reitz: Ralston Purina is critical.
Eleta: Could you be sure to contact Banco Nacional as soon as possible. Could you also select one other name to approach locally.
Cabot: I will take Bank of New England, originally assigned to you.
Baldwin: Cargill is critical. Could you give me an update in September.
Rosengarten: Could I ask you to select two Miami names to approach, ex-Southeast Bank whom we have already tried.

Of our \$155,000 revised forecast, we have received so far only \$45,000 and I regard another \$80,000 as "probable to sure". Thus we have a long way to go and must make an immediate push against all names.

I would like to have a much more secure report for the Trustees at the November meeting. PLEASE HELP - CALL ME IF YOU NEED MORE INFORMATION!

All the best.

George
G.E. Putnam
Executive Vice President

Addressees: Messrs. Smith, Putnam, Malo, Midence, Bendaña, Popenoe, York, Wright, Kimberly, Gardner, Wheeler, Reitz, De Wind, Eleta, Cabot, Baldwin, Rosengarten, Ashley

Enc.

ANNEX A
ESCUELA AGRICOLA PANAMERICANA - 1983 CORPORATE SUPPORT CAMPAIGN 8/83 FORECAST

*New name	1982	1983	1983	
	GIFT	TARGET	FORECAST	REMARKS
<u>G.E. Putnam (36)</u>				
Banco de Bogota	5.0	6.0	6.0	Steady supporter-In contact
Bco. de la Republica, Bogota	10.0	12.0	11.0	Steady supporter-In contact
Banco de Honduras	--	5.0	4.0	Written. Will follow up
Monsanto Fund	--	--	--	Declined 3 years. Doubtful
Bank of Boston	2.0	2.0	3.0	\$3.0 received 7/83
Cerveceria Hondurena S.A.	10.0	6.0	6.0	In contact
Coca Cola Interamericana S.A.	5.0	6.0	6.0	In contact
Standard Fruit Co.	4.2	5.0	5.0	In contact
Abbot Laboratories Inc. (Chicago)	1.5	2.0	2.0	Written. Following up
Bank of London & Montreal	1.0	1.5	1.0	Received 8/83
Henry Luce Foundation	4.0	4.0	4.0	Received 6/83
*General Motors Corp. (Detroit)	--	4.0	--	Declined 7/83
Ford Motor Company (Detroit)	--	2.0	--	Declined. Nothing outside USA
American Brands Inc., NYC	--	2.0	2.0	Written. Following up
General Foods Corp. (NYC)	--	1.0	1.0	Written. Following up
*Hewlett-Packard Co. (Palo Alto)	--	2.0	--	Declined. Don't meet criteria
*Cessna Aircraft Co. (Wichita)	--	2.0	--	Written. Following up
*Amchaf Corp. (Sunnyvale)	--	2.0	--	Declined. Hard times, Poss. '84
*Gulf & Western Corp. (NYC)	--	2.0	2.0	Written. Following up
*General Electric Co. (Fairfield)	--	2.0	1.0	Written. Following up
*Anderson Clayton & Co. (Houston)	--	2.0	1.0	Written. Following up
*Eastman Kodak Co. (Rochester)	--	2.0	--	Declined. U.S. colleges
E.I. DuPont de Nemours & Co.	--	1.0	--	Declined 81, 82, 83
*Beatrice Foods Co. (Chicago)	--	1.0	--	No. Possible 1984
*Burroughs Corp. (Detroit)	--	2.0	1.0	Written. Following up
*Varian Associates (Palo Alto)	--	2.0	--	Declined. Hard times
Pfizer Inc. (NYC)	--	2.0	1.0	To be contacted
*Coca Cola Co. (Atlanta)	--	2.0	--	Give via Interamericana
*Levi Strauss Inc. (SF)	--	2.0	--	Don't meet criteria
*Squibb Corp. (NYC)	--	2.0	2.0	Possible
Warner-Lambert & Co. (N.J.)	--	2.0	--	Declined
*Occidental Petroleum Corp.	--	2.0	--	Declined
*E.F. Hutton & Co. (NYC)	--	2.0	.2	Received 2/83
*Bacardi Corp., San Juan	--	1.0	--	No. Possible 1984
*Bayer A/G, Leverkusen	--	--	1.0	Need info from Simon
*Bank of New England, Boston	--	--	1.0	Putnam to contact
	<u>42.7</u>	<u>93.5</u>	<u>48.2</u>	
<u>Simon Malo/A. Midence (11)</u>				
Hitachi Ltd.	.8	1.0	--	Error 1982
Arrocera Centroamericana	1.2	1.2	1.2	Simon following
Bco. Central de Honduras	16.2	18.0	18.0	Critical
Duval Corp., Houston	--	2.0	1.0	Doubtful
Tabacalera Hondurena S.A.	--	2.0	2.0	Doubtful

P&O Fertilizantes	--	2.0	--	Doubtful
U.S. Tobacco Co.	1.0	1.4	1.0	\$960 received
Banco Atlantida, Teguc.	3.0	3.0	3.0	Simon following
Deere & Co.	--	--	--	Hope give 1984
Laredo S.A.	--	1.6	--	Doubtful
FMC Costa Rica S.A.	--	--	7.0	\$7.0 received 6/83
	<u>22.2</u>	<u>32.2</u>	<u>33.2</u>	
<u>F. Bendana (2)</u>				
Wallace Genetic Foundation	2.0	2.0	2.0	Bendana to follow up
CPC International, Buenos Aires	--	1.0	--	Bendana to write Pratt
	<u>2.0</u>	<u>3.0</u>	<u>2.0</u>	
<u>H. Popenoe/E.T. York (5)</u>				
Kellogg Foundation	--	5.0	5.0	
*Eli Lilly Foundation	--	--	5.0	
*2 other foundations	--	8.0	2.0	
IMC Foundation	--	5.0	--	Doubtful
	<u>--</u>	<u>18.0</u>	<u>12.0</u>	
<u>G.B. Wright (6)</u>				
DelMonte Banana Co. (Miami)	6.0	7.0	7.0	Hopeful
Pepsico Inc., Purchase	--	2.0	2.0	Burke to contact
United Brands Inc., NYC	35.0	40.0	35.0	Press for \$40 - Note 1
*Eli Lilly & Co. (Indianapolis)	--	2.0	--	Popenoe trying Foundation
*A.H. Robbins Co. Inc. (Richmond)	--	2.0	1.0	Burke to follow
*Schering Plough Corp. (Kenilworth, NJ)	--	2.0	1.0	Burke to contact
	<u>41.0</u>	<u>55.0</u>	<u>46.0</u>	
<u>J.R. Kimberly (1)</u>				
Kimberly Clark Foundation	--	3.0	2.0	Jack to contact
<u>G.P. Gardner (11)</u>				
Cia. Interamericana Gillette S.A.	--	2.0	6.5	Received 6/83
Grace Foundation, NYC	2.5	2.5	2.5	Received 6/83
IBM, Armonk, NYC	4.0	4.0	4.0	Gardner following
*Digital Equipment Corp., Maynard	--	2.0	1.0	Gardner to contact
*Prime Computer Inc., Native	--	2.0	.5	Gardner to contact
*Olin Corp., NYC	--	2.0	.5	Gardner to contact
*Rhom & Haas Inc., Philadelphia	--	2.0	.5	Gardner to contact
*Hershey Corp., Hershey, PA	--	--	.5	Gardner to contact
*Xerox Corp., Stamford, CT	--	1.0	.5	Gardner to contact
*Scott Paper Co., Philadelphia	--	2.0	.5	Gardner to contact
*Smith Kline Beckman Corp., Philly	--	2.0	.5	Gardner to contact
	<u>6.5</u>	<u>21.5</u>	<u>17.5</u>	
<u>C.B. Wheeler (11)</u>				
Texaco Caribbean Inc.	2.5	4.0	2.5	Rec'd \$2.5 8/83
Dow Chemical Co., Midland, MI	--	2.0	--	Ex CEO gave \$800
Esso Standard Oil S.A.	7.0	7.0	7.0	Rec'd \$7.0 4/83

Fundacion Shell S.A., Caracas	6.0	7.0	6.0	Wheeler following
Diamond Shamrock Corp., Houston	5.0	6.0	5.0	Wheeler following
*American Home Products Corp., NYC	--	2.0	1.0	Wheeler to contact
*Johnson & Johnson, New Brunswick, NJ	--	2.0	.5	Wheeler to contact
*Amerada Hees Corp., NYC	--	2.0	.5	Wheeler to contact
*Standard Oil Co. (Indiana), Chicago	--	2.0	--	Doubtful
*Phillips Petroleum Co., B'ville, OK	--	2.0	--	Doubtful
*Standard Oil Co. of California, SF	--	2.0	--	Doubtful
	<u>20.5</u>	<u>38.0</u>	<u>22.5</u>	
<u>J.W. Reitz (1)</u>				
Ralston Purina Trust Fund	4.0	4.0	2.0	Reitz to contact
<u>M. Laniado de Wind (1)</u>				
Banco del Pacifico	10.0	10.0	10.0	Received 2/83
<u>R. Eleta (2)</u>				
Banco Nacional de Panama	--	6.0	5.0	Eleta to contact
1 other name of his choice	--	--	1.0	Eleta to contact
	--	6.0	6.0	
<u>T.D. Cabot (3)</u>				
W. Hewitt (Deere & Co.)	--	2.0	1.0	Cabot wrote
Time Inc. (A. Heiskell)	--	--	1.0	Cabot wrote
R.R. Donnelly & Sons, Chicago	--	--	--	Donnelly gives personally
	--	2.0	2.0	
<u>A.R. Baldwin (4)</u>				
Cargill Inc., Minneapolis	--	2.0	2.0	Baldwin to contact
*Gerber Products Co., Freemont, MN	--	2.0	.5	Baldwin to contact
*Conagra Inc., Omaha, NB	--	2.0	.5	Baldwin to contact
*Control Data Corp., Minneapolis	--	2.0	.5	Baldwin to contact
	--	8.0	3.5	
<u>F. Rosengarten (2)</u>				
2 Miami names of his choice	--	--	1.0	Fritz to contact
<u>SUMMARY</u>				
Total	150.9	294.2	207.9	
Reserve for "Misses"	--	134.0	52.9	
Net Total	<u>150.9</u>	<u>160.0</u>	<u>155.0</u>	

NOTE 1

In addition to its cash contribution, United Brands gave equipment and components worth over \$60,000 to enable the School to replace its old seed mill.



GEORGE E. PUTNAM
EXECUTIVE VICE PRESIDENT

CROCKER NATIONAL BANK

MERCHANT BANKING DIVISION
ONE MONTGOMERY STREET-WEST TOWER
SAN FRANCISCO, CALIFORNIA 94104

MEMORANDUM

FROM: G.E. Putnam, Chairman - Development Committee
TO: Development Committee Members - Escuela Agricola Panamericana (EAP)
RE: 1983 CORPORATE SUPPORT CAMPAIGN
DATE: May 4, 1983

In 1982, the Development Committee raised \$150,900 for EAP from 25 corporate givers against a target of \$150,000, thus making our target by an infinitesimal margin. That was good going considering the economic situation worldwide.

Our target for 1983 is \$160,000. As you all know, the School needs financial support badly to nurture its expanding programs. The area it serves is going through very difficult times and the need for technical knowledge in agriculture becomes more and more pressing.

To increase the level of corporate support, we need to tap new sources. My previous letter to you last Winter asking for ideas in this connection produced 40 new names of U.S. companies with interests in the School's service area.

We now want to get our 1983 campaign rolling and, in Annex A attached, I have assigned new and old names to Messrs. Putnam, Malo, Bendaña, Popenoe/Yorke, Wright, Kimberley, Gardner, Wheeler, Reitz, Laniado, Elieta, Cabot and Baldwin. I am asking John Weeks to help me with the Individuals Campaign later in the year. Except in the case of myself, I have assigned no more than 11 names to any one person. If any of you have special contacts in the 32 companies assigned to me, I would much appreciate some help in that connection.

Burke Wright will have 1982 Annual Reports out to each of you this month. May I ask you to get in contact with each name assigned by June 30 with a letter and the Annual Report. This should be followed up by personal contact by phone or otherwise.

In Annex B, attached, you will find the names, addresses and appropriate contacts in all of the 40 new names assigned. I have also enclosed a draft of a typical solicitation letter (Annex C) and an updated summary of the history of the School (Annex D) which you might find useful. Again this year, contributions can be sent to Bank of Boston, 100 Federal Street, Boston, Mass. 02101, care of Mr. R.B. Crosbie, Vice President, for credit to the School's account. Remember that contributions are tax deductible for U.S. companies.

In my traditionally "pushy" fashion, I will be following up with each of you during the balance of the year and earnestly request you to get started immediately on the 1983 Campaign so that your letters can go out as soon as the 1982 Annual Report is in your hands.

All the best.

George

George E. Putnam

cc: Messrs. Smith, Weeks, Putnam, Malo, Bendaña, Popenoe, Yorke, Wright, Kimberley, Gardner, Wheeler, Reitz, Laniado, Elieta, Cabot, Baldwin

ANNEX A - ESCUELA AGRICOLA PANAMERICANA - 1983 CORPORATE SUPPORT CAMPAIGN TARGETS

*New name	1980 GIFT	1981 GIFT	1982 GIFT	1983 TARGET	REMARKS
G.E. Putnam (32)					
Banco de Bogota	4.5	5.0	5.0	6.0	Steady supporter
Bco. de la Republica, Bogota	9.0	10.0	10.0	12.0	"
Banco de Honduras	4.0	--	--	5.0	Sporadic giver
Monsanto Fund	4.5	--	--	--	Rekindle support
Bank of Boston	--	--	2.0	2.0	--
Cerveceria Hondureña S.A.	4.0	--	10.0	6.0	1981 gift rec'd '82
Coca Cola Interamericana S.A.	--	--	5.0	6.0	Hope to increase
Standard Fruit Co.	8.4	4.2	4.2	5.0	"
Cargill Inc.	--	--	--	2.0	Obtain initial support
Abbot Laboratories Inc. (Chicago)	--	--	1.5	2.0	Obtain small increase
Bank of London & Montreal	--	--	1.0	1.5	"
Henry Luce Foundation	--	4.0	4.0	4.0	"
*General Motors Corp. (Detroit)	--	--	--	4.0	Obtain initial support
Ford Motor Company (Detroit)	--	--	--	2.0	Declined 1982
American Brands Inc., NYC	--	--	--	2.0	Declined 1982
General Foods Corp. (NYC)	--	--	--	1.0	Declined 1982
*Hewlett-Packard Co. (Palo Alto)	--	--	--	2.0	Obtain initial support
*Cessna Aircraft Co. (Wichita)	--	--	--	2.0	Obtain initial support
*Amdahl Corp. (Sunnyvale)	--	--	--	2.0	"
*Gulf & Western Corp. (NYC)	--	--	--	2.0	"
*General Electric Co. (Fairfield)	--	--	--	2.0	"
*Anderson Clayton & Co. (Houston)	--	--	--	2.0	"
*Eastman Kodak Co. (Rochester)	--	--	--	2.0	"
E.I. DuPont de Nemours & Co.	--	--	--	1.0	Declined 1981 & 1982
*Beatrice Foods Co. (Chicago)	--	--	--	1.0	Obtain initial support
*Burroughs Corp. (Detroit)	--	--	--	2.0	"
*Varian Associates (Palo Alto)	--	--	--	2.0	"
Pfizer Inc. (NYC)	--	--	--	2.0	Declined 1980/1981
*Coca Cola Co. (Atlanta)	--	--	--	2.0	Obtain initial support
*Levi Strauss Inc. (SF)	--	--	--	2.0	"
*Squibb Corp. (NYC)	--	--	--	2.0	"
Warner-Lambert & Co. (N.J.)	5.0	--	--	2.0	Declined 1982. Check 1980 record
*Occidental Petroleum Corp.	--	--	--	2.0	Obtain initial support
15 new names + 17 past givers	39.4	23.2	44.7	92.5	
Simon Malo (9)					
Hitachi Ltd.	--	--	.8	1.0	--
Arrocería Centroamericana S.A.	1.2	1.2	1.2	1.2	--
Bco. Central de Honduras	--	19.5	16.2	18.0	Try for small increase
Duval Corp., Houston	6.5	--	--	2.0	Try to restore support
Tabacalera Hondureña S.A.	3.0	3.0	--	2.0	"
F & D Fertilizantes	--	5.5	--	2.0	"
U.S. Tobacco Co.	1.4	1.4	1.0	1.4	Try for small increase
Banco Atlantida, Teguc.	--	--	3.0	3.0	--
Laredo S.A.	1.6	--	--	1.6	Restore support
9 past givers + 0 new names	13.7	31.5	22.2	32.2	
F. Bendaña (2)					
Wallace Genetic Foundation	--	--	2.0	2.0	Obtain continued support
CPC International (Buenos Aires)	--	--	--	--	Declined 1982
2 past solicitees	--	--	2.0	2.0	
H. Popenoe/E.T. Yorke (6)					
Kellogg Foundation	--	--	--	5.0	Declined 1982
IMC Foundation	11.5	--	--	5.0	Identify supportable project
*4 other foundations	--	--	--	8.0	
2 past names + 4 new ones	11.5	--	--	18.0	
G.B. Wright (6)					
DelMonte Banana Co. (Miami)	4.0	5.0	6.0	7.0	Try for small increase
PepsiCo Inc., Purchase	--	--	--	2.0	Declined '82. Subs Mex, Ven.
United Brands Inc., NYC	35.0	35.0	35.0	40.0	Try for increase
*Eli Lilly & Co. (Indianapolis)	--	--	--	2.0	Obtain initial support.
*A.H. Robins Co. Inc. (Richmond)	--	--	--	2.0	"
*Schering-Plow Corp. (Kenilworth, NJ)	--	--	--	2.0	"
3 past names + 3 new ones	39.0	40.0	41.0	55.0	
J.R. Kimberley (1)					
Kimberley Clark Foundation	3.0	--	--	3.0	Try to restore support
G.P. Gardner (10)					
Gillette Co., Boston	5.0	--	--	2.0	Declined 1982. Rekindle support
W.R. Grace Foundation	2.5	2.5	2.5	2.5	--
IBM, Armonk	--	--	4.0	4.0	--
Digital Equip. Corp., Maynard	--	--	--	2.0	Obtain initial support
Prime Computer Inc., Natick	--	--	--	2.0	"
*Olin Corp., NYC	--	--	--	2.0	"
*Tohn & Haas Inc., Philly	--	--	--	2.0	"

	1980 GIFT	1981 GIFT	1982 GIFT	1983 TARGET	REMARKS
*Xerox Corp., Stanford	--	--	--	1.0	Obtain initial support.
*Scott Paper Co., Philly	--	--	--	2.0	" " " "
*Smith Kline Beckman Corp., Philly	--	--	--	2.0	" " " "
3 past givers + 7 new names	7.5	2.5	6.5	21.5	
C.B. Wheeler (11)					
Texaco Caribbean Inc.	3.6	4.0	2.5	4.0	Try to restore 1981 level
Dow Chemical Corp., Midland	4.0	--	--	2.0	Declined 1981/82
Esso Standard Oil S.A.	4.0	5.0	7.0	7.0	Retain 1982 level or better
Fundacion Shell S.A., Caracas	5.0	6.0	6.0	7.0	Try for small increase
Diamond Shamrock Corp., Houston	5.0	5.0	5.0	6.0	" " " "
*American Home Products Corp. (NYC)	--	--	--	2.0	Obtain initial support.
*Johnson & Johnson, N. Brunswick	--	--	--	2.0	" " " "
*Amerada Hess Corp., NYC	--	--	--	2.0	" " " "
*Standard Oil Co. (Indiana), Chicago	--	--	--	2.0	" " " "
*Phillips Petroleum Co.	--	--	--	2.0	" " " "
*Standard Oil Co. of California, SF	--	--	--	2.0	" " " "
5 past givers + 6 new names	21.6	20.0	20.5	38.0	
J.W. Reitz (1)					
Ralston Purina Trust Fund	--	--	4.0	4.0	--
M. Laniado de Wind (1)					
Banco del Pacifico	10.0	10.0	10.0	10.0	--
R. Eleta (1)					
*Banco Nacional de Panama	--	--	--	6.0	Try to get scholarship for 1 Panama student.
T.D. Cabot (2)					
*Bank of New England, Boston	--	--	--	2.0	Try to get initial support
Deere & Co., Moline	--	--	--	2.0	Declined 1982.
	--	--	--	4.0	
A.R. Baldwin (4)					
Cargill Inc.	--	--	--	2.0	Declined 1982
*Gerber Products Co., Fremont, Minn.	--	--	--	2.0	Obtain initial support.
*Conagra Inc., Omaha, Neb.	--	--	--	2.0	" " " "
*Control Data Corp., Minneapolis	--	--	--	2.0	" " " "
1 old name + 3 new ones	--	--	--	8.0	
<u>SUMMARY</u>					
46 names previously contacted	145.7	127.2	150.9	209.7	
40 new names	--	--	--	84.5	
86	145.7	127.2	150.9	294.2	
Reserve for "Misses"	--	--	--	134.2	
	145.7	127.2	150.9	160.0	

ANNEX B

POTENTIAL NEW U.S. SUPPORTERS OF
ESCUELA AGRICOLA PANAMERICANA

<u>Name</u>	<u>Contact</u>	<u>Remarks</u>
General Motors Corporation 3044 West Grand Blvd. Detroit, MI 48202 (313) 556-5000	R.B. Smith, Chairman J.F. Waters, Jr., VP-ID C.F. Jones, Treas.	Sub: Mexico, Venezuela
Ford Motor Company American Road Dearborn, MI 48121 (313) 322-3000	Philip Caldwell, Chairman W.M. Caldwell, EVP/CFO J. McDougall, EVP-ID	Sub: Ven., Mex
American Brands Inc. 245 Park Ave. New York, NY 10167 (212) 880-4200	William J. Alley, Ch. C.A. Mahos, EVP/CFO Peter Reed, Jr., Treas.	
FMC Corporation 200 E. Randolph Drive Chicago, IL 60601 (312) 861-6000	Robert H. Malott, Ch. R.B. Hoffman, VP-Fin B.R. Van Eck, VP-Treas.	Sub: Guat., Mex., Ven.
General Foods Corporation 250 North St., White Plains New York 10625 (914) 683-2500	James L. Ferguson, Ch. Irwin Engelman, SVP/CFO D.M. Brush, VP/Treas.	Sub: Mex, Ven, PR
American Home Products Corp. 685 Third Avenue New York, NY 10017 (212) 878-5000	J.W. Culligan, Ch. J.R. Stafford, Pres. R.D. Young, Treas.	Sub: Mex., Ven., Col., PR
Hewlett-Packard Co. 3000 Hanover St. Palo Alto, CA 94304 (415) 857-1501	David Packard, Ch. J.A. Young, Pres. E.E. Van Bronckhorst, VP/Treas.	Sub: Ven., PR, Mex. Plant: P.R.
The Cessna Aircraft Co. 5800 East Pawnee Road Wichita, KS 67201 (316) 685-9111	Russell W. Mayer, Jr., Ch. Robert P. Bayer, SVP-Fin/Treas.	
Amdahl Corp. 1250 East Arques Ave. Sunnyvale, CA 94086 (408) 746-6000	E.R. White, Ch. D.G.G. Levick III, SVP-Fin. W.F. O'Connell, Jr., SVP-ID E.F. Thompson, VP/Treas.	
Control Data Corp. 8100-34th Avenue South Box 0, Minneapolis MN 55440 (612) 853-8100	William C. Norris, Ch. R.W. Duncan, Pres.-ID J.T. Halcom, SVP/Treas.	Aff.: Venezuela
Gulf & Western Corp. 1 Gulf & Western Plaza New York, NY 10023 (212) 333-7000	Martin David, Ch. N.R. Forson, SVP/Treas.	Mfg: DR
General Electric Co. 3135 Easton Turnpike Fairfield, CT 06431 (203) 373-2211	John F. Welch, Jr., Ch. T.O. Thorsen, SVP-Fin D.F. Frey, VP/Treas. R.R. Frederick, EVP-ID W.E. Forsyth, VP/GM-Latin Amer. Ops.	
Anderson, Clayton & Co. First International Plaza 1100 Louisiana, Suite 3800 Houston, TX 77002 (713) 651-0641	T.J. Barlow, Ch. W.F. Guinea, Jr., Pres. R.M. Baumgastner, VP/Treas.	Sub: Mexico
Johnson & Johnson 501 George St. New Brunswick, NJ 08903 (201) 524-6400	James E. Burke, Ch. Robert E. Campbell, VP-Fin A.J. Markey, Treas.	Sub: Ven., Mex., Col.

Dow Chemical Company 2030 Dow Center Midland, MI 48640	Earle B. Barnes, Ch. R.M. Keil, VP-Fin. W.A. Gay, Treas.	Ship.: Panama Mfg/Sales: Col., Mex., Ven., Ecuador
Eastman Kodak Co. 343 State St. Rochester, NY 14650 (716) 724-4000	W.A. Fallon, Ch. C.E. Chandler, Pres. D.Z. Snyder, Treas.	Sub: Ven., Col., Mex. Peru
E.I. DuPont de Nemours & Co. 1007 Market Street Wilmington, DE 19898 (302) 774-1000	Edward G. Jefferson, Ch. C. Raeford Minix, Treas.	Sub: Col., Guat., Mex., Peru, P.R., Ven.
Beatrice Foods Co. Two North La Salle St. Chicago, IL 60602 (312) 782-3820	J.L. Dutt, Ch. J.A. Johnson, SVP/CFO F.K. Schomer, Treas.	Sub: CR, Col., Mex.
Abbott Laboratories Abbott Park North Chicago, IL 60064 (312) 937-6100	Robert A. Schoellhorn, Ch B.E. Sealar, EVP-Fin. David W. Ortlieb, Pres-ID J.A. Hanley, VP/Treas.	Sub: Col., Ecu, Sal., Mex, Bol, Pan, Guat, Per Ven., P.R.
Burroughs Corporation Burroughs Place Detroit, MI 48232 (313) 972-7000	W. Michael Blumenthal, Ch C.R. Stark, VP/Treas.	Sub: Pan, Mex, Ven, Per Col.
Digital Equipment Corp. 146 Main St. Maynard, MA 01754 (617) 897-5111	K.H. Olsen, Pres. T.G. Johnson, VP-Sales/ID	Sub: PR, Panama
Garber Products Co. 445 State St. Fremont, MI 49412 (616) 928-2000	A.J. Frens, Ch C.G. Smith, Pres. Matthew Okkema, Treas.	Sub: CR, PR, Mexico
Varian Associates 611 Hansen Way Palo Alto, CA 94303 (415) 493-4000	E.L. Ginston, Ch. C.A. Tabor, Treas.	Sub: Mexico
Eli Lilly and Company 307 East McCarty, St. Indianapolis, IN 46285 (317) 261-2000	Richard D. Wood, Ch. Mel Perelman, Pres-ID J.M. Cornelius, Treas.	Sub: Mex., Ven.
Pfizer Inc. 235 East 42nd St. New York, NY 10017 (212) 573-2323	Edmund T. Pratt, Ch. Barry MacTaggart, Pres-ID J.W. Murray, Treas.	Sub: Panama
Amerada Hess Corp. 1185 Ave. of the Americas New York, NY 10036 (212) 997-8500	Leon Hess, Ch. R.K. Stafford, SVP-Fin J.A. Jamin, Treas.	
Coca Cola Company 310 North Avenue, NW Atlanta, Georgia 30313 (404) 897-2121	Roberto C. Goizueta, Ch. Sam Ayoub, SVP-Fin. C.R. Smith, VP/Treas.	Plant: Col., CR, CR, Chi, Ven, Mex, PR
Conagra, Inc. Conagra Center 1 Central Park Plaza Omaha, NE 68102 (402) 978-4000	Charles M. Harper, Ch. L.B. Thomas, VP/Treas.	Sub: P.R.
Scott Paper Co. Scott Plaza Philadelphia, PA 19113 (215) 521-5000	C.D. Dickey, Jr., Ch A.N. Bakhru, VP/Treas.	Sub: C.R.
Levi Strauss & Co. Levi's Plaza, 1155 Battery St. San Francisco, CA 94106 (415) 544-6000	P.E. Haas, Ch. T.W. Tusher, Pres.-ID	Sub: Mex. Plants: P.R.

Olin Corporation 460 Park Avenue New York, NY 10022 (212) 486-7200	John M. Henske, Ch. J.F. Gembeck, VP/Treas.	
Smith Kline Beckman Corp. One Franklin Philadelphia, PA 19101 (215) 751-4000	Robert F. Dee, Ch. Henry Wendt, Pres. J.E. Hamblen, Treas.	Sub: Mex., Col., Pan., Ven.
Squibb Corp. 40 West 57th St. New York, NY 10019 (212) 621-7000	R.M. Furlaud, Ch. G.P. Maginness, EVP/CFO E.F. Wiedenski, VP/Treas.	Sub: Chile, PR, Mex.
Warner-Lambert Co. 201 Tabor Road Morris Plains, NJ 07950 (201) 540-2000	Wards Hagan, Ch. C.Y.C. Tse, Pres.-ID F.G. Weiss, Treas.	Sub: Guat., DR, Mex., Col., Peru, Ven.
Rohmn & Haas Independence Mall West Philadelphia, PA 19105 (215) 592-3000	Vincent L. Gregory, Jr., Ch F.W. Shaffer, VP/CFO A.F. Smith, Treas.	Sub: CR, Col, Mex. Plants: Mex., Col., C.R.
Robins (A.H.) Co. Inc. 1407 Comming Dr. Richmond, VA 23261-6609 (804) 257-2000	E.C. Robins, Ch. E.C. Robins, Jr., Pres. G.E.R. Stiles, Treas.	Sub: Mex., Col., PR, Ven. Guat.
Time Incorporated Time & Life Bldg. Rockefeller Center New York, NY 10020 (212) 586-1212	Ralph P. Davidson, Ch. Richard B. McKeogh, CFO J.W. Fowlkes, VP/Treas.	Sub: Mexico
Norton Simon, Inc. 277 Park Ave. New York, NY 10017 (212) 832-1000	David J. Mahoney, Ch. J. Patrick Barrett, EVP R.P. Stelben, VP/Treas.	Mfg: Mex., Guat.
Xerox Corporation P.O. Box 1600 Stamford, CT 06904 (203) 329-8700	C. Peter McCollough, Ch. M. Howard, SVP/CFO J.J. McGinty, VP/Treas.	Sub: Mex., Peru, Ven., Col.
Occidental Petroleum Corp. 10889 Wilshire Blvd. Los Angeles, CA 90024 (213) 879-1700	Dr. Armand Hammer, Ch. J.J. Dorgan, EVP/CFO Ronald B. Casttel, VP/Treas.	Sub: Bol, Col, Peru,
Standard Oil Co. (Indiana) 200 East Randolph Drive Chicago, IL 60601 (312) 856-6111	John E. Swenringen, Ch. F.S. Addy, VP-Fin Ops. W.R. Hutchinson, Treas.	Sub: Guatemala
<i>Scherling</i> Scherling-Plough Corp. Kenilworth, NJ 07033 (201) 558-4000	R.J. Bennett, Ch. J.M. Comey, VP/Treas.	Sub: Chi, Mex, PR, Pan
Phillips Petroleum Co. Bartlesville, OK 74004 (918) 661-6600	W.C. Douce, Ch. O.W. Armstrong, VP/Treas. R.E. Bonnell, Treas.	Sub: Ven., Col., Bol.
Standard Oil Co. of California 225 Bush St. San Francisco, CA 94104 (415) 894-7700	George M. Keller, Ch. Howard W. Bell, VP-Fin. W.E. Grier, VP-Foreign	Sub: Panama, Costa Rica



ANNEX C

CROCKER NATIONAL BANK

MERCHANT BANKING DIVISION
ONE MONTGOMERY STREET, SAN FRANCISCO, CALIFORNIA 94104

August 2, 1982

Mr. E. Y. Whittle
Chief Executive
Lloyds Bank International Ltd.
P. O. Box 241, 40 Queen Victoria St.
London EC4P 4E2
England

Dear Eric:

One of the extra-curricular activities I have had the pleasure of pursuing over the last 25 years is serving as Trustee of Escuela Agricola Panamericana Inc., a non-profit Delaware corporation founded in 1941 to operate an agricultural college near Tegucigalpa, Honduras, designed to serve Spanish-speaking Latin America.

Your regional people will surely know about EAP, which was originally funded by United Fruit Company (now United Brands, Inc.) and which has had a really impressive record of service to agriculture in the area. I enclose the 1981 Annual Report and a brief resume of the School's activity.

We have been broadening our financial support over the years and now have a sizable group of corporate contributors with interests in the area. With all its offices and activity in Latin America, I would hope LBI might join that group.

Many of our students come from families of modest means and EAP provides scholarship assistance to help with tuition expenses in needy cases. The cost of education alone for one student is now around \$6,000 per year and I wonder if LBI might look at the possibility of helping us support a poor student in this fashion.

If a contribution is made by a U.S. entity, it is deductible from U.S. income tax. Contributions can be made by check, payable to Escuela Agricola Panamericana Inc. and mailed to First National Bank of Boston, 100 Federal Street, Boston, Massachusetts 02110, Attention: Mr. R. L. Crosbie, Vice President, who will arrange to credit EAP's account there.

I very much hope you can help and that you will get the view of your Central America colleagues in this regard. The Director, Dr. Simon Malo, would be delighted to arrange a visit to the School.

All the best.

Sincerely,

George E. Putnam
Executive Vice President

PROFILE OF ESCUELA AGRICOLA PANAMERICANA

History

The Escuela Agricola Panamericana was founded in 1941 by Mr. Samuel Zemurray, then President of the United Fruit Company in Boston, in a bold step to address some of the myriad problems facing agriculture in tropical America. Among the problems that he saw were: low productivity per man per acre; continual reliance on traditional methods; and loss of arable land through improper irrigation and denuding of entire forests without replanting. He saw clearly that, with a rapidly increasing population, such problems could only worsen.

With the help of Dr. Wilson Popenoe (who served as Director of the School for its first 17 years), this vision of an institution dedicated to the education of field-trained, practical agronomists was finally realized in the Zamorano Valley, approximately 25 miles southeast of Tegucigalpa in central Honduras. Organized as a Delaware corporation (and recognized as a tax-exempt educational institution), the School was authorized to operate in Honduras by the Congress of the Republic as a private, international entity. It was given land and an initial endowment by the United Fruit Company. Its charter was directed towards native-born citizens of Spanish-speaking tropical American countries. Since its opening, approximately 2,000 gra-

duates, or "Zamoranos" as they are commonly called, have completed the Escuela's program and become significant contributors to agricultural production and know-how throughout Latin America.

The basic instructional philosophy of the Zamorano program has been "learning by doing." Currently the student body is comprised of approximately 420 Latin American young men and women representing over 19 countries. Since its founding, the Escuela has endeavored to foster educational opportunities for young Latin Americans of all socioeconomic backgrounds. Admission is by competitive examination, with approximately 5 applicants for each student accepted. In the early life of the School, admission was permitted with a 8th grade education. In 1959, admission standards were raised to require a high school diploma or equivalent. Since 1980, girls have been admitted as well as boys.

Program

The Zamorano program consists of a 3-year curriculum with each scholastic year extending for 11 months. Therefore, the only period of the year during which the Escuela is not in full operation is between graduation in early December and the admission of new students during the second week in January.

Zamorano adheres to a rigorous academic standard and includes substantial amounts of daily field instruction -- all in all, a well-balanced program of "learning by doing."

The first year curriculum includes courses in horticulture, vegetable and fruit production, and bee keeping as well as soil management and irrigation in addition to a core curriculum of biology, math and English. The second year of study includes coursework in plant pathology, farm machinery, forestry and field crop production. The core educational curriculum in the second year is extended to include chemistry and physics as well as math and English. The third year curriculum adds special work in animal husbandry.

A typical week for students consists of 24 hours of hands-on field instruction in addition to 20 hours of classroom and laboratory study. Students and faculty live on the 5,000 acres campus and enjoy a low student-faculty ratio of approximately 12 to 1.

A central goal of the Zamorano program since its founding has been the development of skilled production agronomists with a strong background in entomology, botany, plant pathology, horticulture and livestock sciences who, as professionals, would have a strong influence on the production of food in their native environments. In this manner, the impact of each individual

Zamorano graduate is multiplied several-fold by their influence on others in their own countries. Graduate achievements testify to the extent to which this goal has been achieved. Of the more than 2,000 graduates, almost all are engaged in agriculture or service to agriculture in business, government, or education throughout Latin America. More than 50% are in government service in strategic positions. This includes several national Directors General and Ministers of Agriculture, and several Deans and Directors of agricultural schools who, through these institutions, have had a considerable impact on agricultural education throughout the region. About 20% of the graduates have gone on to achieve higher degrees. School records indicate that, among the graduates, there are more than 56 doctorates, 130 masters degrees, 220 bachelor of arts degrees and 20 medical degrees in veterinary medicine.

Funding and Current Operating Needs

In its early years, the Escuela managed to keep within the restraints of its budget by virtue of its endowment income and continuing support from the United Fruit Company. Inevitably, increasing costs of education, food and shelter have made it necessary to seek financial support on a broader basis. Over recent years, the Escuela has been actively seeking contributions from both the public and private sectors, from business and

industry, and from individuals and foundations in both Central and Latin America and the United States.

The Republic of Honduras, as host country, has not only cooperated with the Escuela administration but has also given scholarship support. So has the Dominican Republic. Through the German Embassy, assistance has been given to the Forestry Department of the Escuela and many scholarships donated to needy students. The U.S./AID program has strengthened the Escuela's ability to continue an effective program by providing not only badly needed additions to the physical plant, but basic scholarship support as well. United Brands Company has been consistently supportive of EAP. Other corporate contributors over the years have included Exxon, Texaco, Shell, Castle & Cooke, Inc., Monsanto, I.B.M., Gillette Co., W.R. Grace, Kimberly Clark, Citibank, Banco de Bogota, Banco de la Republica in Bogota, Del Monte, Diamond Shamrock, First National Bank of Boston, and many others.

The Rockefeller Foundation has provided expertise and insight in evaluating the Escuela's role over the years and in helping to ensure that the quality remains high. Both the Lilly Foundation and the Tinker Foundation have helped in different ways.

The cost of student education at the Escuela is approximately \$7,600 per year including tuition, room and board, clothing,

medical and dental costs, and all the education. The School's scholarships permit economically disadvantaged youths to benefit from its exceptional educational program. However, the Escuela is faced with a widening deficit between the rising costs of education and its income from its endowment plus other unrestricted revenue. The continuation of the Escuela Agricola Panamericana program and its uninterrupted tradition of excellence in agricultural education throughout the Americas is dependent upon a broadening of the base of support from those who have learned or are learning that quality agronomic programs are essential to the vitality of developing nations.

Contributions by companies or entities in the United States are deductible for purposes of taxation in the USA.

January, 1983

The Stop & Shop Companies INC.



P.O. BOX 369, BOSTON, MASS. 02101

January 28, 1983

Mr. J. Wayner Reitz
Office of the Secretary
Escuela Agricola Panamericana
P. O. Box 14425
Gainesville, Florida 32604

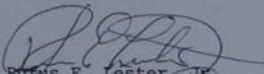
Dear Mr. Reitz:

Thank you for your letter to Mr. Sidney R. Rabb requesting a contribution to Escuela Agricola Panamericana.

Because of the many worthwhile organizations that merit attention and support, it has become necessary for us to restrict our contributions to groups located in the business area in which we operate.

Although we are unable to provide financial support, please accept our best wishes for the success of your program.

Sincerely yours,



Rufus E. Lester, Jr.
Group Vice President

REL/epq

J. WAYNE REITZ
P. O. BOX 14425
UNIVERSITY OF FLORIDA
GAINESVILLE, FLORIDA 32604

OFFICE OF THE PRESIDENT EMERITUS

December 30, 1982

Dear Charlie -

I just returned from a weeks trip to Kentucky to be with our daughter at Christmas. Here I found a letter from Mrs Evelyn M. Bennett and your generous gift of \$1,000. Personally and on behalf of the Board of F&P I want you to know how very much we appreciate your interest and support.

Your check has been forwarded to Boston and I have completed and sent the matching form to the Henry Lee Foundation. This will bring your gift to \$4,000!

I do hope that you and Mrs. Stillman are enjoying good health and life to the fullest. May 1983 meet your best expectations.

Sincerely,
Wayne

Mr. Charles L. Stillman
P.O. Box 633
Smithport, Conn. 06490



GEORGE E. PUTNAM
EXECUTIVE VICE PRESIDENT

CROCKER NATIONAL BANK

MERCHANT BANKING DIVISION
ONE MONTGOMERY STREET-WEST TOWER
SAN FRANCISCO, CALIFORNIA 94104

Wayne
ask to
keep you
standing to
kill.
George

TO: Members of Development Committee
Escuela Agricola Panamericana

DATE: December 29, 1982

RE: Final Report on 1982 Corporate Campaign for Escuela
Agricola Panamericana

Thanks to the hard work of all of our Committee, particularly Simon Malo, Burke Wright, Chuck Wheeler and George Gardner, I am glad to report that the Corporate Campaign raised \$151,000 for EAP from 25 companies during calendar 1982 against our 1982 budget of \$150,000 and compared with \$127,200 raised in 1981. I attach the 1982 detail.

This is a very good showing in a year of severe business difficulties. I might point out, however, that the 1982 total includes a \$5,000 contribution from Cerveceria Hondureña received in January 1982 for the 1981 Campaign.

For 1983, we have a Corporate target of \$160,000. This is going to be more than difficult to achieve in the business "ambiente" likely to prevail next year. We will have to expand our list of potential supporters and I would like each member of the Committee to provide me by return mail three U.S., European or other corporate names (company, exact address, and names of senior officer to be approached) they think might be potential contributors. As there are ~~18~~ members of the EAP Development Committee, that exercise should provide 30 additional names to approach. In working up the 1983 assignments, I shall allot the new names to the appropriate person to try to "spread the burden" as comfortably as possible.

Chairman John Smith has also asked us to take responsibility for reorganizing and expanding the list of individuals who are not trustees but who in the past have contributed to EAP. I worked with John Weeks and Wayne Reitz to establish an initial list, which I attach as well.

I would very much appreciate it if each Development Committee member could review this list and send me corrections of name, address, etc. of which they are aware. Additional suggestions would also be welcomed.

Members of Development Committee of EAP
December 29, 1982
Page 2

Next year, we must also undertake a carefully constructed campaign to build support from corporate and independent foundations. More on this score later.

May I express my warmest thanks for all your help and wish you all a very happy 1983.

G.E. Putnam, EVP

cc: J.G. Smith, Chairman
A.S. Ashley, Treasurer

Enc.

ESCUELA AGRICOLA PANAMERICANA CORPORATE FUND DRIVE 1982

DECEMBER 1982 STATUS REPORT (\$000)

	<u>1980</u>	<u>1981</u>	<u>1982</u>	<u>1982</u>	<u>REMARKS</u>
	<u>GIFT</u>	<u>GIFT</u>	<u>GOAL</u>	<u>FINAL</u>	
<u>T.D. Cabot (3)</u>					
Celanese Corp. NYC	--	--	--	--	Declined
Ciba Geigy A/G Basle	--	--	3.0	--	Cabot contacted. Declined
Deere & Co. Moline	--	--	3.0	--	Declined. Bad year.
	--	--	6.0	--	
<u>G.P. Gardner (7)</u>					
Campbell Soup Co., Camden	--	--	--	--	Declined
Gillette Co., Boston	5.0	--	5.0	--	Declined
W.R. Grace Foundation, NY	2.5	2.5	3.0	2.5	Received 2/82
Stanley Works, Stanford	--	--	3.0	--	Declined
IBM, Armonk	--	--	4.0	4.0	Received 11/82
Mobil Oil Co., NYC	--	--	5.0	--	Declined
Stanhope Corp., Westfield	--	--	1.0	--	Declined
	7.0	--	21.0	6.5	
<u>J.R. Kimberley (3)</u>					
Allis Chalmers Co., Mwkee.	--	--	1.0	--	Declined. Bad year.
Kimberley Clark de Mexico	--	--	4.0	--	Declined
Kimberley Clark Foundation	3.0	--	4.0	--	Declined
	3.0	--	9.0	--	
<u>G.E. Putnam (15)</u>					
Banco de Bogota	4.5	5.0	5.0	5.0	Received 12/82
Bco. de la Republica, Bogota	9.0	10.0	10.0	10.0	Received 11/82
Banco de Honduras	4.0	--	5.0	--	Declined. Good chance in '83.
Monsanto Fund	4.5	--	4.0	--	Declined. Poor year.
Crocker National Bank	--	--	2.0	--	Declined. California only
First Nat'l Bank, Boston	--	--	--	2.0	Received 8/82
Banco Atlantida, Tegucigalpa	--	--	2.0	2.0	Received 3/82
Cerveceria Hondureña S.A.	4.0	--	5.0	10.0	Rec'd \$5 1/82, \$5 10/82
Coca Cola Interamericana SA	--	--	5.0	5.0	Received 3/82
Standard Fruit Co.	8.4	4.2	5.0	4.2	Received 11/82
Cargill Inc.	--	--	--	--	Declined

	1980 GIFT	1981 GIFT	1982 GOAL	1982 FINAL	REMARKS
Abbot Lab. Inc., Chicago	--	--	1.5	1.5	Received 2/82
Lloyds Bank Int'l, London	--	--	--	1.0	Received 9/82
Westin Hotels Inc., SF	--	--	--	--	Declined
Henry Luce Foundation	--	4.0	4.0	4.0	Received 1/82
	34.4	23.2	48.5	44.7	
<u>J.W. Reitz (1)</u>					
Ralston Purina Trust Fund	--	--	4.0	4.0	Received 2/82
<u>G.B. Wright (6)</u>					
Manufacturers Hanover Trust	--	--	--	--	Declined
Del Monte Banana Co., Miami	4.0	5.0	6.0	6.0	Received 11/82
Pepsico Inc., Purchase, NY	--	--	1.0	--	Declined
United Brands Co., NY	35.0	35.0	40.0	35.0	Received 11/82
American Brands Inc.	--	--	2.0	--	Declined
Chesebrough Ponds Inc.	--	--	2.0	--	Declined
	39.0	40.0	51.0	41.0	
<u>M. Laniado de Wind (1)</u>					
Banco del Pacifico	10.0	10.0	10.0	10.0	Received 3/82
<u>C.B. Wheeler (6)</u>					
Texaco Caribbean Inc.	3.6	4.0	5.0	2.5	Received
Allied Corp., Wayne, NJ	--	--	2.0	--	Declined
Dow Chemical Co., Midland	4.0	--	5.0	--	Declined. Chance in '83
Esso Standard Oil, S.A.	4.0	5.0	6.0	7.0	Received 3/82 (Lemps)
Fundacion Shell (Venezuela)	5.0	6.0	6.0	6.0	Received 11/82
Diamond Shamrock Corp.	5.0	5.0	6.0	5.0	Received
	21.6	20.0	30.0	20.5	
<u>H.L. Popenoe (1)</u>					
IMC Foundation	11.5	--	10.0	--	Declined
<u>F. Winthrop/J.W. Weeks (3)</u>					
Polaroid Corp., Lexington	--	--	2.0	--	Declined (H.H. Thayer, SVP)
Bank of New England	--	--	2.0	--	Declined
Prime Computer Inc., F'ham	--	--	2.0	--	Declined
	--	--	6.0	--	

	<u>1980</u> <u>GIFT</u>	<u>1981</u> <u>GIFT</u>	<u>1982</u> <u>GOAL</u>	<u>1982</u> <u>FINAL</u>	<u>REMARKS</u>
<u>S.E. Malo (12)</u>					
Hitachi Ltd.	--	--	--	.8	Received 8/82
FMC International S.A.	--	--	--	--	Declined
Arroceria Centroamericana	1.2	1.2	2.0	1.0	Received 10/82
Banco Central de Honduras	--	19.5	20.0	19.5	Rec'd \$9.8 3/82, \$9.7 12/82
Banco del Occidente	--	.5	.5	--	Declined
Central Automotriz S.A.	--	--	--	--	Declined
Duval Corp., Houston	6.5	--	6.0	--	Declined
Tabacalera Hondureña S.A.	3.0	3.0	4.0	--	Declined
Fertilizantes de C.A.	--	.3	.3	--	Declined
Laredo S.A.	1.6	--	2.0	--	Declined
P&D Fert/Agroquimicas S.A.	--	5.5	6.0	--	Declined
Quimica Integrada	--	--	1.0	--	Declined
U.S. Tobacco Co.	1.4	1.4	2.0	1.0	Received
	<u>13.7</u>	<u>31.5</u>	<u>43.8</u>	<u>22.3</u>	
<u>F. Bendaña (2)</u>					
Wallace Genetic Foundation	--	--	2.0	2.0	Received 1/82
CPC Intl., Buenos Aires	--	--	--	--	Declined
	--	--	2.0	2.0	
<u>E.T. Yorke (5)</u>					
Kellogg Foundation	--	--	--	--	Declined
4 other foundations	--	--	15.0	--	
	--	--	15.0	--	
TOTAL	140.7	127.2	256.0	151.0	Received in 1982
Reserve for Misses	--	--	106.0	--	
NET	140.7	127.2	150.0	151.0	

~~Winters~~

ESCUELA AGRICOLA PANAMERICANA, INC.
1982 LIST OF INDIVIDUAL POTENTIAL DONORS WHO ARE NOT TRUSTEES
OR HONORARY TRUSTEES

x= Sent letter in 1980

Mr. O. Kelley Anderson
68 Beacon Street
Boston, MA 02108

Mr. Hugh M. Blake
C.V. Starr & Co. Inc.
102 Maiden Lane
New York, NY 10005

x Mr. Albert Brick
~~Global Bldg. (665)~~
~~1025 Vermont Avenue~~
~~Washington D.C. 20005~~

Mr. David W. Brumbaugh
Time Inc.
1271 Avenue of the Americas
New York, NY 10020

Mr. R.M. Buckley
Eastex Inc.
P.O. Box 816
Silsbee, Texas 77656

x Mr. W.J. Carter
P.O. Drawer 249
Yankeetown, Florida 32698

Mr. Frederic Rosengarten, jr.
(former trustee)
247 Jungle Road
Palm Bench, Florida 33480

Mr. David Challinor, Deputy Director
Office of International Activities
Smithsonian Institute
Washington D.C. 20560

Miss Mabel Hall Colgate
1 Waterhouse Street
Cambridge, Mass. 02138

Dr. Dean Colvard, Chancellor
University of North Carolina
UNCC Station
Charlotte, N.C. 28213

~~Karl~~
~~Mrs. Earl T. Compton~~
~~100 Memorial Drive~~
~~Cambridge, Mass.~~

Mr. & Mrs. Charles A. Coolidge
150 Somerset Street
Belmont, MA 02178

Mrs. T. Jefferson Coolidge
Coolidge Point
Manchester, Mass. 01944

Mr. William A. Coolidge
(former trustee)
River Road
Topsfield, Mass. 01983

Mr. Jorge Manual Dengo
(former trustee)
P. O. Box 1851
San Jose, Costa Rica, Central America

Mr. Francisco de Sola
(get address)
Guatemala City, Guatemala

x Mr. Gaylord Donnelly
✓ R.R. Donnelly & Sons Co.
2223 Martin Luther King Dr.
Chicago, Ill 60616

Mr. Hedley Donovan
Time Inc.
1271 Avenue of the Americas
New York, NY 10020

Mr. Arturo Falla C.
(former trustee)
15 Calle A 10-62
Zone 10
Guatemala City, Guatemala

Mr. Herman Fonseca (former trustee)
Facultad de Agronomia
Universidad de Costa Rica
Ciudad Univ. Rodrigo Fucio
Costa Rica, Central America

Chairman
Mr. John M. Fox, President
~~W.P. Hood & Sons SCA Services Inc.~~
~~500 Rutherford Ave. 60 State St.~~
Boston, Mass. 02130

Mrs. Artemus L. Gates
Peacock Point
Locust Valley, NY 11560

Mr. John Erwin II
(get address)
New Canaan, Ct.

Mr. Walter Goeppinger
RFD 1
Boone, Iowa

Mr. C. Manfred Gottfried
P.O. Box 359
Montego Bay, Jamaica

Mr. Oliver R. Grace
306 Cove Neck Road
Oyster Bay, NY 11771

x Mrs. Robert E. Gregg
Claybrook Road
Dover, Mass. 02030

x Mr. W. Latimer Gray
"Saffron Walden"
Bourne Cove
Wareham, Mass. 02738

Mr. Andrew Heiskell
Time Inc.
1271 Avenue of the Americas
New York, NY 10020

Mr. Robert M. Huertematte
P.O. Box 6982
Panama City, Panama

Mrs. Robert C. Hill
The Boulders
Littleton, N.H. 03561

Mr. Walter Hunnewell
845 Washington St.
Wellsley, MA 02181

Mrs. H. Phillips Jesup
Gorin, Barnes, Roche, Carlson Inc.
20 East 46 Street
New York, NY 10017

Mr. Samuel S. Johnson
S.S. Johnson Foundation
P.O. Box 356
Redmond, Oregon 97756

The Starr Foundation
102 Maiden Lane
New York, NY 10005
Attn: Mr. A.K. Karg, Treasurer

Mr. Fentress Kuhn
La Madonella
Via Monserrato 154
Zagarolo 00039
Italy

Mr. J. Carvel Lange
Industrial Commodity Corp.
122 East 42nd Street
New York, NY 10017

x Mr. Wilbur W. Lauer
89 Main Street
Southboro, Mass. 01772

Mr. James A. Linen
Time Inc.
1271 Avenue of the Americas
New York, NY 10020

Mr. John E. Lockwood
215 East 72nd Street
New York, NY 10021

Mr. George C. Lodge
275 Hale Street
Beverly, Mass. 01915

x Mr. Henry Luce III
4 Sutton Place
New York, NY 10022

x Mrs. Henry Lyman
107 Elm Street
Canton, MA 02021

x Mr. Charles B. Atlee, Jr.
5080 Hacienda
San Luis Obispo, CA 93401

x Mr. Samuel W. Meek
88 Doubling Road
Greenwich, CT 06830
Meek Foundation

x.Mr. Donald Richards
215 East Di Lido Drive
Miami Beach, FL 33139

Mr. Thomas C. Mann
1619 Massachusetts Ave., NW
Washington D.C.

Mr. Charles A. Meyer
1320 N. Sheridan Rd.
Lake Forest, Ill 60045

Mr. George B. Moran
Manufacturers Hanover Trust Co.
30 Rockefeller Plaza
New York, NY

Mr. & Mrs. Richard M. Nichols
166 Benvenue Street
Wellesley, Mass.

Mr. Albert L. Nickerson
Lexington Road
Lexington, MA 01773

Mr. Adrian O'Keefe
First National Stores Inc.
5 Middlesex Ave.
Somerville, Mass.

Mr. William C. Paddock
1323 28th Street N.W.
Washington D.C.

Mr. H.W. Popp
417 East Adams Ave.
State College, PA 16801

Mr. Laurence O. Pratt
P.O. Box 125
The Draper Bldg.
Dover, MA 02030

Mr. P.I. Prentice (ex Time-Life)
220 Bellevue Blvd.
Belleair, FLA 33516

Mr. Sidney Rabb
Stop & Shop Inc.
393 D Street
Boston, Mass. 02110

Mr. Roberto Ramirez
(get address)
Honduras

Dr. Lewis M. Roberts
702 Elle Court
Bryant, Texas

Dr. Leonel Robles
Dir. de la Univ. de Ciencias
Agropecuarias y Maritimas
Inst. Tecnológico de Monterrey
Sucursal "J"
Monterrey, N.L., Mexico

Mr. Rodman C. Rockefeller
(get address) 1271 Ave. J
New York, NY 10020

Mr. Arthur Rubloff
A. Rubloff & Co.
69 W. Washington St.
Chicago, Ill 60602

Mrs. George C. Shattuck
450 Warren Street
Brookline, MA 02146

Mr. G.E. Thompson
Eastex Inc.
P.O. Box 816
Silsbee, Texas 77656

Mrs. Henry Wallace
Farvue Farms
South Salem, NY

Mr. Lloyd Waring
Kidder Peabody & Co. Inc.
75 Federal Street
Boston, Mass. 02101

Mr. Thomas J. Watson Jr.
Meadowcroft Lane
Greenwich, Conn. 06830

The Hon. Arthur E. Whittemore
189 Gardner Street
Hingham, MA

Mr. Daniel Cronin
MacBick Co.
100 Federal Street (31st floor)
Boston, Mass. 02101

Mr. Peter Schliesser
W.R. Grace & Co.
3 Hanover Sq.
New York, NY 10004

Dr. Melville B. Grosvenor
5510 Grosvenor Lane
Bethesda, MD 20014

Mrs. William H. Claflin
531 Concord Ave.
Belmont, MA 02178

Mrs. Richard C. Storey
"Top Hill"
South Hamilton, MA 01982

Mr. Norman Cahners
380 Bekin Street
Boston, Mass.

MR. LEO JASIK
L J BAR RANCH
PLEASANTON - TEXAS

DR. W. CARDWELL
ELGIN BREEDING SERVICE
ELGIN - TEXAS

MIDWAY
suggested

December 10, 1982

Mr. Daniel Cronin
MacBick Company
100 Federal Street, 31st Floor
Boston, MA 02101

Dear Mr. Cronin:

Because of your interest in Escuela Agricola Panamericana (EAP) over the years, I write to bring you up to date on the school and to seek your continued support.

As you know, EAP was founded by the United Fruit Company in 1941 as a Delaware non-profit corporation to establish and operate a top-notch agricultural college in the Zamorano Valley outside Tegucigalpa, Honduras. Presently we have an enrollment of over 350 students from fifteen Latin American countries. We have produced over 1900 graduates, 95 percent of whom are engaged in work directly related to agriculture. A number are in key positions as Ministers or Vice-Ministers of Agriculture, Directors of Research or Extension, or professors in leading institutions.

As you will see from the enclosed 1981 Annual Report, much has been accomplished under the guidance of Dr. Simon Malo, the Director, and the Board of Trustees whose names you will find on pages 14-15.

In these critical times in Latin America, continued support of EAP is vital to the whole region. Contributions to the school are deductible for United States tax purposes. Checks may be made payable to Escuela Agricola Panamericana, Inc., and mailed to me or the First National Bank of Boston, 100 Federal Street, Boston, MA 02110, Attn: Mr. R. L. Crosbie, Vice President.

Your help is very much appreciated.

Sincerely yours,

J. Wayne Reitz
Secretary to the Board

enc.

December 10, 1982

Mr. William A. Coolidge
River Road
Topsfield, MA 01983

Dear Mr. Coolidge:

Because of your interest in Escuela Agricola Panamericana over the years, including your service as a member of the Board of Trustees, I write to bring you up to date on the school and to seek your continued support.

As you know, EAP has been operated as a top-notch agricultural college for over 40 years. Presently we have an enrollment of over 350 students from fifteen Latin American countries. We have produced over 1900 graduates, 95 percent of whom are engaged in work directly related to agriculture. A number are in key positions as Ministers or Vice-Ministers of Agriculture, Directors of Research or Extension, or professors in leading institutions.

As you will see from the enclosed 1981 Annual Report, much has been accomplished under the guidance of Director Simon Malo, and the Board of Trustees whose names you will find on pages 14-15.

In these critical times in Latin America, continued support of EAP is vital to the whole region. Checks may be made payable to Escuela Agricola Panamericana, Inc., and mailed to me or the First National Bank of Boston, 100 Federal Street, Boston, MA 02110, Attn.: Mr. R. L. Crosbie, Vice President.

Your help is very much appreciated.

Sincerely yours,

J. Wayne Reitz
Secretary to the Board

MEMORANDUM

FROM: George E. Putnam

TO: Members of Development Committee, Escuela Agricola Panamericana

DATE: October 4, 1982

Attached is the Development Committee Report I submitted to the meeting of the Executive Committee in Miami on October 2.

Net, we have received \$54,000 of our \$150,000 target. The \$96,000 balance is in sight if every member follows up his names in the month of October.

Particularly critical are:

Putnam	Follow up re Banco Bogota, Bco. Republica, Lloyds, Cargill and Standard. I am on all of these.
Malo	Call Banco Central and FMC.
Weeks/Winthrop	Call Bank of New England and Prime Computer.
Yorke	By October 25, I will have a write-up re a specific EAP 1982 program for presentation to Kellogg.
Gardner	Follow up re Gillette and Mobil.
Kimberly	Make one more call to Kimberly Clark Foundation.
Wright	Follow up with MHT, Del Monte, American Brands. Finalize United Brands support.
Wheeler	Follow up on Shell. All the rest done.
Popenoe	Call IMC.
Bendana	Try Pioneer.

May I ask all of you to do all your remaining contacts in October. The School's 1982 cash flow has been affected by the business slow-down and our efforts must be successful.

Many thanks,

George E. Putnam

Addressees: Messrs. G.P. Gardner, J.W. Weeks, F. Winthrop, E.T. Yorke, T.D. Cabot, J.R. Kimberly, J.W. Reitz, C.B. Wheeler, G.B. Wright, S. Malo

Messrs. J.G. Smith, A.S. Ashley

ESCUELA AGRICOLA PANAMERICANA CORPORATE FUND DRIVE 1982

OCTOBER 1982 STATUS REPORT (\$000)

	<u>1980</u> <u>GIFT</u>	<u>1981</u> <u>GIFT</u>	<u>1982</u> <u>GIFT</u>	<u>OCT. 82</u> <u>ESTIMATE</u>	<u>REMARKS</u>
<u>T.D. Cabot (3)</u>					
Celanese Corp. NYC	--	--	--	--	Declined
Ciba Geigy A/G Basle	--	--	3.0	--	Cabot contacted - declined
Deere & Co. Moline	--	--	3.0	1.0	Cabot to contact
	<u>--</u>	<u>--</u>	<u>6.0</u>	<u>1.0</u>	
<u>G.P. Gardner (7)</u>					
Campbell Soup Co., Camden	--	--	--	--	Doubtful
Gillette Co., Boston	5.0	--	5.0	2.0	Gardner in contact with ^{Fox} ~~lynch~~
W.R. Grace Foundation, NY	2.5	2.5	3.0	2.5	2.5 received 2/82
Stanley Works, Stanford	--	--	3.0	--	Contacted - declined
IBM, Armonk	--	--	4.0	1.0	Contacted via J. Fox
Mobil Oil Co., NYC	--	--	5.0	2.0	Gardner to contact R. Warner
Stanhope Corp., Westfield	--	--	1.0	--	Doubtful
	<u>7.5</u>	<u>2.5</u>	<u>21.0</u>	<u>7.5</u>	
<u>J.R. Kimberly (3)</u>					
Allis Chalmers Co., Mwkee	--	--	1.0	--	Declined - poor year
Kimberly Clark de Mexico	--	--	4.0	--	Declined
Kimberly Clark Foundation	3.0	--	4.0	1.0	Tough
	<u>3.0</u>	<u>--</u>	<u>9.0</u>	<u>1.0</u>	
<u>G.E. Putnam (15)</u>					
Banco de Bogota	4.5	5.0	5.0	5.0	In contact
Bco. de la Republica, Bogota	9.0	10.0	10.0	10.0	In contact
Banco de Honduras	4.0	--	5.0	--	Declined '82. Good chance '83.
Monsanto Fund	4.5	--	4.0	--	Declined. Poor year.
Crocker National Bank	--	--	2.0	--	Declined. California only.
First National Bank, Boston	--	--	--	2.0	Received 8/82
Banco Atlantida, Tegucigalpa	--	--	2.0	2.0	Received 3/82
Cerveceria Hondurena S.A.	4.0	--	5.0	10.0	5.0 received; 5.0 coming

OCTOBER 1982 STATUS REPORT (Page Two)

	1980 GIFT	1981 GIFT	1982 GIFT	OCT. 82 ESTIMATE	REMARKS
<u>G.E. Putnam (continued)</u>					
Coca Cola Interamericana SA	--	--	5.0	5.0	Received 3/82
Standard Fruit Co.	8.4	4.2	5.0	4.2	Coming
Cargill Inc.	--	--	--	1.0	In contact (Baldwin)
Abbot Laboratories Inc., Chicago	--	--	1.5	1.5	Received 2/82
Lloyds Bank Int'l, London	--	--	--	1.0	In contact with Whittle
Westin Hotels Inc., SF	--	--	--	--	Declined
Henry Luce Foundation	--	4.0	4.0	4.0	Received 1/82
	34.4	23.2	48.5	45.7	
<u>J.W. Reitz (1)</u>					
Ralston Purina Trust Fund	--	--	4.0	4.0	Received 2/82
<u>G.B. Wright (6)</u>					
Manufacturers Hanover Trust	--	--	--	1.0	Wright in contact
Del Monte Banana Co., Miami	4.0	5.0	6.0	6.0	Will contribute
Pepsico Inc., Purchase, NY	--	--	1.0	--	Declined
United Brands Co., NY	35.0	35.0	40.0	35.0	Committed
American Brands Inc.	--	--	2.0	1.0	Wright to contact
Cheesborough Ponds Inc.	--	--	2.0	--	Declined
	39.0	40.0	51.0	43.0	
<u>M. Laniado de Wind (1)</u>					
Banco del Pacifico	10.0	10.0	10.0	10.0	10.0 received 3/82
<u>C.B. Wheeler (6)</u>					
Texaco Caribbean, Inc.	3.6	4.0	5.0	2.5	2.5 received
Allied Corp., Wayne, NJ	--	--	2.0	--	Declined
Dow Chemical Co., Midland	4.0	--	5.0	--	Bad year. Chance in '83.
Esso Standard Oil, SA	4.0	5.0	6.0	7.0	Received 3/82 (lemps)
Shell Quimica de Venezuela	5.0	6.0	6.0	6.0	Coming
Diamond Shamrock Corp.	5.0	5.0	6.0	5.0	Received 3/82
	21.6	20.0	30.0	20.5	
<u>H.L. Popenoe (1)</u>					
IMC Foundation	11.5	--	10.0	3.0	Popenoe to contact

OCTOBER 1982 STATUS REPORT (Page Three)

	1980 GIFT	1981 GIFT	1982 ~~GIFT~~	OCT. 82 ESTIMATE	REMARKS
<u>F. Winthrop/J.W. Weeks (3)</u>					
Polaroid Corp., Lexington	--	--	2.0	--	H.H. Thayer, SVP, declined
Bank of New England	--	--	2.0	1.0	Weeks to contact R. MacDougal
Prime Computer Inc., F'ham	--	--	2.0	1.0	Weeks to contact J.K. Buckner, VI
	--	--	6.0	2.0	
<u>S.E. Malo (12)</u>					
FMC International S.A.	--	--	--	5.0	Will give scholarship
Arroceria Centroamericana	1.2	1.2	2.0	.3	.3 received.
Banco Central de Honduras	--	19.5	20.0	10.0	Malo in contact
Banco del Occidente	--	.5	.5	--	Declined
Central Automotriz SA	--	--	--	--	Declined
Duval Corp., Houston	6.5	--	6.0	--	Very doubtful.
Tabacalera Hondurena S.A.	3.0	3.0	4.0	1.0	Malo to contact
Fertilizantes de C.A.	--	.3	.3	--	Doubtful
Laredo S.A.	1.6	--	2.0	--	Doubtful
P&D Fert/Agroquimicas SA	--	5.5	6.0	--	Doubtful
Quimica Integrada	--	.0	1.0	--	Doubtful
U.S. Tobacco Co.	1.4	1.4	2.0	1.0	Malo to contact
	13.7	31.5	43.8	17.3	
<u>F. Bendana (2)</u>					
Wallace Genetic Foundation	--	--	2.0	2.0	Received 1/82
CPC Intl., B. Aires	--	--	--	1.0	Bendana to contact
	--	--	2.0	3.0	
<u>E.T. Yorke (5)</u>					
Kellogg Foundation	--	--	--	5.0	Yorke to contact
4 other foundations	--	--	15.0	--	
	--	--	15.0	5.0	
TOTAL	140.7	127.2	256.0	163.0	(\$54.0 received)
Reserve for "Misses"	--	--	106.0	13.0	
NET	140.7	127.2	150.0	150.0	

SUMMARY

1. 1982 very tough year economically in USA and Central America.
2. We can make our \$150,000 1982 Corporate Target only if all Development Committee members attack all outstanding names in October, particularly:

Malo	- \$10.0 Banco Central
Weeks/Winthrop	- \$1.0 each Bank of New England and Prime Computer
Popenoe	- IMC Foundation
Yorke	- Kellogg Foundation
Wright	- Manufacturers, American Brands
Gardner	- Gillette, IBM, Mobil
Cabot	- Deere
Kimberly	- Kimberly Clark Foundation
Putnam	- Banco de Bogota and Banco de la Republica

ESCUELA AGRICOLA PANAMERICANA CORPORATE FUND DRIVE 1982

STATUS REPORT AUGUST 1, 1982

	<u>1980 GIFT</u>	<u>1981 GIFT</u>	<u>ORIGINAL 1982 TARGET</u>	<u>AUGUST 82 ESTIMATE</u>	
<u>T.D. Cabot (3)</u>					
Celanese Corp NYC	-	-	-	1,000	Declined 1981. Cabot to contact
Ciba Geigy A/G Basle	-	-	3,000	-	Cabot contacted - Declined
Deere & Co. Moline	-	-	3,000	2,000	Cabot to appeal to Bill Hewitt
	-	-	6,000	3,000	
<u>G.P. Gardner (7)</u>					
Campbell Soup Co., Camden	-	-	-	-	Will contact Dorrance. Doubtful
Gillette Co., Boston	5,000	-	5,000	3,000	Gardner to contact W. Hunnewell.
W.R. Grace Foundation, NY	2,500	2,500	3,000	2,500	2,500 received 2/82
Stanley Works, Stanford	-	-	3,000	-	Contacted. Declined.
IBM, Armonk	-	-	4,000	3,000	Gardner to contact Jack Fox.
Mobil Oil Corp., N.Y.	-	-	5,000	3,000	Gardner to contact R. Warner
Stanhope Corp., Westfield	-	-	1,000	-	Will contact Caswell. Doubtful.
	7,500	2,500	21,000	11,500	
<u>J.R. Kimberly (3)</u>					
Allis Chalmers Co., Mwkee	-	-	1,000	1,000	Kimberly to contact D. Scott, Ch.
Kimberly Clark de Mexico	-	-	4,000	3,000	Kimberly to contact.
Kimberly Clark Foundation	3,000	-	4,000	4,000	" "
	3,000	-	9,000	8,000	
<u>G.E. Putnam (15)</u>					
Banco de Bogota	4,500	5,000	5,000	5,000	Putnam in contact.
Bco. de la Republica, Bogota	9,000	10,000	10,000	10,000	" " "
Banco de Honduras	4,000	-	5,000	-	Declined 1982. Good 1983 prospect
Monsanto Fund	4,500	-	4,000	-	Declined. Bad year.
Crocker National Bank	-	-	2,000	-	Declined. Give California only.
First National Bank, Boston	-	-	-	3,000	Putnam in contact Peter Reed.
Banco Atlantida, Tegucigalpa	-	-	2,000	2,000	2,000 received 3/82 lemps
*Cerveceria Hondureña S.A., Tegucigalpa	4,000	-	5,000	5,000	5,000 received 3/82 lemps
*Coca Cola Interamericana, Tegucigalpa	-	-	5,000	5,000	5,000 received 3/82 lemps
*Standard Fruit Co., Tegucigalpa	8,400	4,200	5,000	5,000	Putnam in contact (Castle & Cooke)
Cargill Inc., Minneapolis	-	-	-	1,000	Putnam in contact (Baldwin)
Abott Laboratories Inc., Chicago	-	-	1,500	1,469	Received 2/82
Lloyds Bank Int'l London	-	-	-	1,000	Putnam in contact (Whittle)
Westin Hotels Inc., SF	-	-	-	1,000	Putnam to contact.
Henry Luce Foundation	-	4,000	4,000	4,000	4,000 received 1/82
	34,400	23,200	48,500	43,469	
(*) Castle & Cooke affiliate					

<u>J.W. Reitz (1)</u>					
Ralston Purina Trust Fund	-	-	4,000	4,000	4,000 received 2/82
<u>G.B. Wright (6)</u>					
Manufacturers Hanover Trust	-	-	-	1,000	Wright in contact.
Del Monte Banana Co., Miami	4,000	5,000	6,000	6,000	Will contribute
Pepsico Inc., Purchase, NY	-	-	1,000	-	Declined
United Brands Company, NY	35,000	35,000	40,000	35,000	Wright to contact
American Brands Inc., NY	-	-	2,000	1,000	Wright to contact
Cheeseborough Ponds Inc., NY	-	-	2,000	-	Wright to contact
	39,000	40,000	51,000	43,000	
<u>M. Laniado de Wind (1)</u>					
Banco del Pacifico	10,000	10,000	10,000	10,000	10,000 received 3/82
<u>C.B. Wheeler (6)</u>					
Texaco Caribbean, Inc.	3,600	4,000	5,000	5,000	Wheeler to contact.
Allied Corp., Wayne, NJ	-	-	2,000	1,000	Wheeler to contact.
Diamond Shamrock Corp., NY	5,000	5,000	6,000	5,000	5,000 received 3/82
Dow Chemical Co., Midland	4,000	-	5,000	2,000	Wheeler to contact
Esso Standard Oil, S.A. Tegucigalpa	4,000	5,000	6,000	7,000	7,000 received 3/82 lemps
Shell Quimica de Venezuela	5,000	6,000	6,000	6,000	Wheeler to contact
	21,600	20,000	30,000	26,000	
<u>H.L. Popenoe (1)</u>					
IMC Foundation	11,500	-	10,000	5,000	Popenoe to contact.
<u>F. Winthrop/J.W. Weeks (3)</u>					
Polaroid Corp. Lexington	-	-	2,000	1,000	Suggest contact H.H. Thayer
Bank of New England, Boston	-	-	2,000	1,000	Suggest contact Rod MacDougal
Prime Computer Inc., F'Ham	-	-	2,000	1,000	Suggest contact J.K. Buckner
	-	-	6,000	3,000	
<u>S.E. Malo (12)</u>					
FMC International S.A.	-	-	-	5,000	Indicate will give scholarship
Arroceria Centroamericana, Tegu	1,200	1,200	2,000	1,000	300 received by 3/82 lemps
Banco Central de Honduras	-	19,500	20,000	12,000	Malo in contact
Banco del Occidente	-	500	500	-	Malo to contact
Central Automotriz S.A. Tegu	-	-	-	-	Malo to contact
Duval Corporation, Houston	6,500	-	6,000	-	Very doubtful
Tabacalera Hondureña S.A.	3,000	3,000	4,000	1,000	Malo to contact.
Fertilizantes de C.A.	-	263	300	-	Very doubtful
Laredo S.A.	1,598	-	2,000	-	Very doubtful
P&D Fert/Agroquimicas S.A.	-	5,500	6,000	-	Very doubtful
Quimica Integrada	-	100	1,000	-	Very doubtful
U.S. Tobacco Co.	1,440	1,440	2,000	1,000	Malo to contact
	13,738	31,503	43,800	20,000	
<u>F. Bendaña (2)</u>					
Wallace Genetic Found. Inc.	-	-	2,000	2,000	2,000 received 1/82
CPC International, B. Aires	-	-	-	1,000	Will contact Oswaldo Pratt.
	-	-	2,000	3,000	

<u>E.T. Yorke (5)</u>					
5 Non-corporate foundations	-	-	15,000	5,000	Yorke to contact potentials
<u>SUMMARY (65 names)</u>					
Total	140,738	127,203	256,000	184,969	
Reserve for "Misses"	-	-	106,000	34,969	
			150,000	150,000	\$48,269 received through August 1982

ESCUELA AGRICOLA PANAMERICANA CORPORATE FUND DRIVE 1982

NOVEMBER 1982 STATUS REPORT (\$000)

	<u>1980</u> <u>GIFT</u>	<u>1981</u> <u>GIFT</u>	<u>1982</u> <u>GOAL</u>	<u>NOV. 82</u> <u>ESTIMATE</u>	<u>REMARKS</u>
<u>T.D. Cabot (3)</u>					
Celanese Corp. NYC	--	--	--	--	Declined
Ciba Geigy A/G Basle	--	--	3.0	--	Cabot contacted - declined
Deere & Co. Moline	--	--	3.0	--	Bad year
	--	--	6.0	--	
<u>G.P. Gardner (7)</u>					
Campbell Soup Co., Camden	--	--	--	--	Doubtful
Gillette Co., Boston	5.0	--	5.0	2.0	Gardner in contact with Furlong
W.R. Grace Foundation, NY	2.5	2.5	3.0	2.5	2.5 received 2/82
Stanley Works, Stanford	--	--	3.0	--	Contacted - declined
IBM, Armonk	--	--	4.0	1.0	Contacted via J. Fox
Mobil Oil Co., NYC	--	--	5.0	1.0	Gardner to contact R. Warner
Stanhope Corp., Westfield	--	--	1.0	--	Doubtful
	7.5	2.5	21.0	6.5	
<u>J.R. Kimberley (3)</u>					
Allis Chalmers Co., Mwkee	--	--	1.0	--	Declined - poor year
Kimberley Clark de Mexico	--	--	4.0	--	Declined
Kimberley Clark Foundation	3.0	--	4.0	1.0	Tough
	3.0	--	9.0	1.0	
<u>G.E. Putnam (15)</u>					
Banco de Bogota	4.5	5.0	5.0	5.0	In contact - likely 12/82
Bco. de la Republica, Bogota	9.0	10.0	10.0	10.0	In contact - likely 12/82
Banco de Honduras	4.0	--	5.0	--	Declined '82. Good change '83
Monsanto Fund	4.5	--	4.0	--	Declined. Poor year.
Crocker National Bank	--	--	2.0	--	Declined. California only
First National Bank, Boston	--	--	--	2.0	Received 8/82
Banco Atlantida, Tegucigalpa	--	--	2.0	2.0	Received 3/82
Cerveceria Hondurena S.A.	4.0	--	5.0	10.0	10.0 received
Coca Cola Interamericana SA	--	--	5.0	5.0	Received 3/82
Standard Fruit Co.	8.4	4.2	5.0	4.2	Coming
Cargill Inc.	--	--	--	1.0	In contact (Baldwin)

	1980 GIFT	1981 GIFT	1982 GOAL	NOV. 82 ESTIMATE	REMARKS
<u>G.E. Putnam (Continued)</u>					
Abbot Laboratories Inc., Chicago	--	--	1.5	1.5	Received 2/82
Lloyds Bank Int'l, London	--	--	--	1.0	Committed via LBI Tegue
Westin Hotels Inc., SF	--	--	--	--	Declined
Henry Luce Foundation	--	4.0	4.0	4.0	Received 1/82
	34.4	23.2	48.5	45.7	
<u>J.W. Reitz (1)</u>					
Ralston Purina Trust Fund	--	--	4.0	4.0	Received 2/82
<u>G.B. Wright (6)</u>					
Manufacturers Hanover Trust	--	--	--	1.0	Wright in contact
Del Monte Banaba Co., Miami	4.0	5.0	6.0	6.0	Will contribute
Pepsico Inc., Purchase, NY	--	--	1.0	--	Declined
United Brands Co., NYC	35.0	35.0	40.0	35.0	Committed
American Brands Inc.	--	--	2.0	--	Wright to contact - doubtful
Chesebrough Ponds Inc.	--	--	2.0	--	Declined
	39.0	40.0	51.0	42.0	
<u>M. Laniado de Wind (1)</u>					
Banco del Pacifico	10.0	10.0	10.0	10.0	10.0 received 3/82
<u>C.B. Wheeler (6)</u>					
Texaco Caribbean Inc.	3.6	4.0	5.0	2.5	2.5 received
Allied Corp., Wayne, NJ	--	--	2.0	--	Declined
Dow Chemical Co., Midland	4.0	--	5.0	--	Bad year. Chance in '83
Esso Standard Oil, S.A.	4.0	5.0	6.0	7.0	Received 3/82 (lemps)
Shell Quimica de Venezuela	5.0	6.0	6.0	6.0	Coming. Wheeler chasing
Diamond Shamrock Corp.	5.0	5.0	6.0	5.0	Received
	21.6	20.0	30.0	20.5	
<u>H.L. Popenoe (1)</u>					
IMC Foundation	11.5	--	10.0	--	Popenoe to contact
<u>F. Winthrop/J.W. Weeks (3)</u>					
Polaroid Corp., Lexington	--	--	2.0	--	H.H. Thayer, SVP, declined
Bank of New England	--	--	2.0	1.0	Weeks to contact R. MacDougall
Prime Computer Inc., F'ham	--	--	2.0	--	Weeks to contact J.K. Buckner, VP
	--	--	6.0	1.0	

	<u>1980</u> <u>GIFT</u>	<u>1981</u> <u>GIFT</u>	<u>1982</u> <u>GOAL</u>	<u>NOV. '82</u> <u>ESTIMATE</u>	<u>REMARKS</u>
<u>S.E. Malo (12)</u>					
Hitachi Ltd.	--	--	--	.8	Received 8/82
FMC International S.A.	--	--	--	5.0	Will give scholarship
Arroceria Centroamericana	1.2	1.2	2.0	1.0	.8 received.
Banco Central de Honduras	--	19.5	20.0	19.5	9.8 received, 9.7 coming
Banco del Occidente	--	.5	.5	--	Declined
Central Automotriz S.A.	--	--	--	--	Declined
Duval Corp., Houston	6.5	--	6.0	--	Very doubtful
Tabacalera Hondurena S.A.	3.0	3.0	4.0	--	Doubtful
Fertilizantes de C.A.	--	.3	.3	--	Doubtful
Laredo S.A.	1.6	--	2.0	--	Doubtful
P&D Fert/Agroquimicas S.A.	--	5.5	6.0	--	Doubtful
Quimica Integrada	--	.0	1.0	--	Doubtful
U.S. Tobacco Co.	1.4	1.4	2.0	1.0	Malo to contact
	<u>13.7</u>	<u>31.5</u>	<u>43.8</u>	<u>27.3</u>	
<u>F. Bendana (2)</u>					
Wallace Genetic Foundation	--	--	2.0	2.0	Received 1/82
CPC Intl., Buenos Aires	--	--	--	--	Bendana to contact
	--	--	<u>2.0</u>	<u>2.0</u>	
<u>E.T. Yorke (5)</u>					
Kellogg Foundation	--	--	--	--	Yorke to contact
4 other foundations	--	--	15.0	--	
	--	--	<u>15.0</u>	<u>--</u>	
TOTAL	140.7	127.2	256.0	160.0	\$74 rec'd, \$62 committed
Reserve for "Misses"	--	--	106.0	10.0	
NET	<u>140.7</u>	<u>127.2</u>	<u>150.0</u>	<u>150.0</u>	

ESCUELA AGRICOLA PANAMERICANA CORPORATE FUND DRIVE 1982

DECEMBER 1982 STATUS REPORT (\$000)

	<u>1980</u>	<u>1981</u>	<u>1982</u>	<u>1982</u>	<u>REMARKS</u>
	<u>GIFT</u>	<u>GIFT</u>	<u>GOAL</u>	<u>FINAL</u>	
<u>T.D. Cabot (3)</u>					
Celanese Corp.NYC	--	--	--	--	Declined
Ciba Geigy A/G Basle	--	--	3.0	--	Cabot contacted. Declined
Deere & Co. Moline	--	--	3.0	--	Declined. Bad year.
	--	--	6.0	--	
<u>G.P. Gardner (7)</u>					
Campbell Soup Co., Camden	--	--	--	--	Declined
Gillette Co., Boston	5.0	--	5.0	--	Declined
W.R. Grace Foundation, NY	2.5	2.5	3.0	2.5	Received 2/82
Stanley Works, Stanford	--	--	3.0	--	Declined
IBM, Armonk	--	--	4.0	4.0	Received 11/82
Mobil Oil Co., NYC	--	--	5.0	--	Declined
Stanhope Corp., Westfield	--	--	1.0	--	Declined
	7.0	--	21.0	6.5	
<u>J.R. Kimberley (3)</u>					
Allis Chalmers Co., Mwkee.	--	--	1.0	--	Declined. Bad year.
Kimberley Clark de Mexico	--	--	4.0	--	Declined
Kimberley Clark Foundation	3.0	--	4.0	--	Declined
	3.0	--	9.0	--	
<u>G.E. Putnam (15)</u>					
Banco de Bogota	4.5	5.0	5.0	5.0	Received 12/82
Bco. de la Republica, Bogota	9.0	10.0	10.0	10.0	Received 11/82
Banco de Honduras	4.0	--	5.0	--	Declined. Good chance in '83.
Monsanto Fund	4.5	--	4.0	--	Declined. Poor year.
Crocker National Bank	--	--	2.0	--	Declined. California only
First Nat'l Bank, Boston	--	--	--	2.0	Received 8/82
Banco Atlantida, Tegucigalpa	--	--	2.0	2.0	Received 3/82
Cerveceria Hondureña S.A.	4.0	--	5.0	10.0	Rec'd \$5 1/82, \$5 10/82
Coca Cola Interamericana SA	--	--	5.0	5.0	Received 3/82
Standard Fruit Co.	8.4	4.2	5.0	4.2	Received 11/82
Cargill Inc.	--	--	--	--	Declined

	1980 GIFT	1981 GIFT	1982 GOAL	1982 FINAL	REMARKS
Abbot Lab. Inc., Chicago	--	--	1.5	1.5	Received 2/82
Lloyds Bank Int'l, London	--	--	--	1.0	Received 9/82
Westin Hotels Inc., SF	--	--	--	--	Declined
Henry Luce Foundation	--	4.0	4.0	4.0	Received 1/82
	34.4	23.2	48.5	44.7	

J.W. Reitz (1)

Ralston Purina Trust Fund	--	--	4.0	4.0	Received 2/82
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G.B. Wright (6)

Manufacturers Hanover Trust	--	--	--	--	Declined
Del Monte Banana Co., Miami	4.0	5.0	6.0	6.0	Received 11/82
Pepsico Inc., Purchase, NY	--	--	1.0	--	Declined
United Brands Co., NY	35.0	35.0	40.0	35.0	Received 11/82
American Brands Inc.	--	--	2.0	--	Declined
Chesebrough Ponds Inc.	--	--	2.0	--	Declined
	39.0	40.0	51.0	41.0	

M. Laniado de Wind (1)

Banco del Pacifico	10.0	10.0	10.0	10.0	Received 3/82
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C.B. Wheeler (6)

Texaco Caribbean Inc.	3.6	4.0	5.0	2.5	Received
Allied Corp., Wayne, NJ	--	--	2.0	--	Declined
Dow Chemical Co., Midland	4.0	--	5.0	--	Declined. Chance in '83
Esso Standard Oil, S.A.	4.0	5.0	6.0	7.0	Received 3/82 (Lemps)
Fundacion Shell (Venezuela)	5.0	6.0	6.0	6.0	Received 11/82
Diamond Shamrock Corp.	5.0	5.0	6.0	5.0	Received
	21.6	20.0	30.0	20.5	

H.L. Popenoe (1)

IMC Foundation	11.5	--	10.0	--	Declined
----------------	------	----	------	----	----------

F. Winthrop/J.W. Weeks (3)

Polaroid Corp., Lexington	--	--	2.0	--	Declined (H.H. Thayer, SVP)
Bank of New England	--	--	2.0	--	Declined
Prime Computer Inc., F'ham	--	--	2.0	--	Declined
	--	--	6.0	--	

	1980 <u>GIFT</u>	1981 <u>GIFT</u>	1982 <u>GOAL</u>	1982 <u>FINAL</u>	<u>REMARKS</u>
<u>S.E. Malo (12)</u>					
Hitachi Ltd.	--	--	--	.8	Received 8/82
FMC International S.A.	--	--	--	--	Declined
Arroceria Centroamericana	1.2	1.2	2.0	1.0	Received 10/82
Banco Central de Honduras	--	19.5	20.0	19.5	Rec'd \$9.8 3/82, \$9.7 12/82
Banco del Occidente	--	.5	.5	--	Declined
Central Automotriz S.A.	--	--	--	--	Declined
Duval Corp., Houston	6.5	--	6.0	--	Declined
Tabacalera Hondureña S.A.	3.0	3.0	4.0	--	Declined
Fertilizantes de C.A.	--	.3	.3	--	Declined
Laredo S.A.	1.6	--	2.0	--	Declined
P&D Fert/Agroquimicas S.A.	--	5.5	6.0	--	Declined
Quimica Integrada	--	--	1.0	--	Declined
U.S. Tobacco Co.	1.4	1.4	2.0	1.0	Received
	<u>13.7</u>	<u>31.5</u>	<u>43.8</u>	<u>22.3</u>	
<u>F. Bendaña (2)</u>					
Wallace Genetic Foundation	--	--	2.0	2.0	Received 1/82
CPC Intl., Buenos Aires	--	--	--	--	Declined
	<u>--</u>	<u>--</u>	<u>2.0</u>	<u>2.0</u>	
<u>E.T. York (5)</u>					
Kellogg Foundation	--	--	--	--	Declined
4 other foundations	--	--	15.0	--	
	<u>--</u>	<u>--</u>	<u>15.0</u>	<u>--</u>	
TOTAL	140.7	127.2	256.0	151.0	Received in 1982
Reserve for Misses	--	--	106.0	--	
NET	140.7	127.2	150.0	151.0	



GEORGE E. PUTNAM
EXECUTIVE VICE PRESIDENT

CROCKER NATIONAL BANK

MERCHANT BANKING DIVISION
ONE MONTGOMERY STREET, SAN FRANCISCO, CALIFORNIA 94104

MEMORANDUM

Wayne
could / we go
to talk with E.T.
and help getting the club
started in independent foundations

TO: T.D. Cabot, G.P. Gardner, J.R. Kimberly, J.W. Reitz, J.W. Weeks,
C.B. Wheeler, F. Winthrop, G.B. Wright, M. Laniado de Windt,
E.T. Yorke

FROM: George E. Putnam

RE: Escuela Agrícola Panamericana 1982 Fund Drive - My Status Report

DATE: May 10, 1982

At the annual meeting of the EAP Trustees, I presented the Report of the Development Committee and the 1982 Fund Raising Campaign was discussed. Through April 1982, \$48,748 has been received, 32% of our original budget.

In order to achieve our goal, it was agreed that:

1. The Development Committee be expanded to include Messrs. Putnam (Chairman), Cabot, Gardner, Kimberly, Reitz, Weeks, Wheeler, Wright, de Windt and Yorke.
2. That Messrs. Popenoe and Bedaña, while fully occupied on other Committees on which they serve, be asked to help the Development Committee in Special Cases.
3. That Dr. Yorke be asked to assume, on the Development Committee, the responsibility for organizing a campaign this year to raise support from independent foundations not established by single U.S. corporations.
4. That, in view of point 3, the Development Committee target for 1982 be raised from \$150,000 originally established to \$155,000.
5. That Mr. de Windt, as a member of the Committee, be asked to develop ideas re obtaining additional support from business circles in Ecuador. He has been extremely generous and cooperative in helping the School.

Enclosed you will find an update of results from names assigned to each Committee member as well as to those who have so generously agreed to help the Committee.

CROCKER NATIONAL BANK

Burke Wright has done an excellent job of producing the 1981 Annual Report early and a supply of the English version has been sent to each Trustee. The Spanish version will be sent shortly.

While good progress has been made, I write to ask each addressee to redouble efforts to contact, before May 30, each assigned name that has not yet been approached and to follow up assiduously those who have been.

Also, by copy of this memo, I ask Messrs. Popenoe and Bedaña if they can contact the names listed for them to approach and Mr. de Windt to review opportunities in the corporate or other sectors in Ecuador, forwarding same to me in San Francisco.

I also write to ask Dr. Yorke if he would be willing to organize an approach to 5 independent foundations to try to obtain support in 1982. I am sure Dr. Popenoe would help in this endeavor.

Would Messrs. Weeks and Winthrop sort out in Boston which of the 3 names assigned to them will be contacted by each.

Remember - contributions to EAP are tax deductible in USA and may be made by forwarding checks (payable to Escuela Agrícola Panamericana Inc.) to First National Bank of Boston, 100 Federal Street, Boston, Mass. 02110 - attention: Mr. R.L. Crosbie, Vice President.

I very much appreciate your willingness to help in this campaign and again ask you to roll into action soonest. I shall have to provide an update for the EAP Executive Committee in August.

Best regards,

George

George E. Putnam
Executive Vice President

cc: F. Bendaña
H.L. Popenoe
J.G. Smith
A.S. Ashley

ESCUELA AGRICOLA PANAMERICANA CORPORATE FUND DRIVE 1982
STATUS REPORT MAY 10, 1982 - US\$

	1980 GIFT	1981 GIFT	1982 TARGET	REVISED 1982 TARGET	
<u>T.D. Cabot(4)</u>					
Celanese Corp NYC	--	--	--	1,000	Declined 1981.Cabot to contact
Ciba Geigy A/G Basle	--	--	3,000	--	Cabot contacted - Declined
Deere & Co. Moline	--	--	3,000	3,000	Cabot to appeal to Bill Hewitt
Texaco Caribbean	3,600	4,000	5,000	5,000	Cabot to contact at high level
	3,600	4,000	8,000	9,000	
<u>G.P. Gardner(8)</u>					
Campbell Soup Co.,Camden	--	--	--	1,000	Gardner to contact Dorrance
Gillette Co., Boston	5,000	--	5,000	5,000	" " " W.Hunnewell
W.R.Grace Foundation, NY	2,500	2,500	3,000	2,500	2,500 received 2/82
Stanley Works,Stanford	--	--	3,000	3,000	Gardner to contact A.Clear by 5/3
IBM, Armonk	--	--	5,000	3,000	Gardner to contact Jack Fox
Mobil Oil Corp., NY	--	--	5,000	3,000	Gardner to contact R. Warner
United Brands Corp., NY	35,000	35,000	40,000	40,000	Gardner to contact
Stanhope Corp., Westfield	--	--	--	1,000	Gardner to contact J. Caswell
	42,500	37,500	61,000	58,500	
<u>J.R. Kimberly(3)</u>					
Allis Chalmers Co., Mwkee	--	--	--	2,000	Kimberly to contact David Scott,C
Kimberly Clark de Mexico	--	--	5,000	3,000	" " "
Kimberly Clark Foundation	3,000	--	4,000	4,000	" " "
	3,000	--	9,000	9,000	
<u>G.E. Putnam (14)</u>					
Banco de Bogota	4,500	5,000	5,000	5,000	Putnam in contact
Bco.de la Republica,Bogota	9,000	10,000	10,000	10,000	" " "
Banco de Honduras	4,000	--	5,000	5,000	" " "
Monsanto Fund	4,500	--	4,000	3,000	" " " -bad year
Crocker National Bank	--	--	2,000	1,000	" " "
First National Bank,Boston	--	--	--	3,000	Putnam to contact Peter Reed
Banco Atlantida, Teguc	--	--	2,000	2,000	2,000 received 3/82 lemps
*Cervecería Hondureña S.A.,Teg.4,000	--	--	5,000	5,000	5,000 received 3/82 lemps
*Coca Cola Interamericana,Teg.	--	--	5,000	5,000	5,000 received 3/82 lemps
*Standard Fruit Co., Teg.	8,400	4,200	5,000	5,000	Putnam to contact Castle & Cooke
Cargill Inc., Minneapolis	--	--	--	2,000	Putnam to contact Baldwin
Abbot Laboratories Inc.,Chic.	--	--	1,500	1,469	Received 2/82
Lloyds Bank Int'l, London	--	--	--	1,000	Putnam to contact Whittle
Westin Hotels Inc.,SF	--	--	--	1,000	Putnam to contact
Henry Luce Foundation	--	4,000	4,000	4,000	4,000 received 1/82
	34,400	23,200	48,500	53,469	

<u>J.W. Reitz(1)</u>					
Ralston Purina Trust Fund	--	--	4,000	4,000	4,000 received 2/82
<u>G.B. Wright(4)</u>					
Del Monte Banana Co.,Miami	4,000	5,000	6,000	6,000	Wright to contact H. Johnson
Pepsico Inc.,Purchase NY	--	--	1,000	2,000	Wright to contact
American Brands Inc.,NY	--	--	2,000	1,000	" " "
Cheeseborough Ponds Inc., NY	--	--	2,000	1,000	" " "
	4,000	5,000	11,000	10,000	
<u>M. Laniado de Wind (1)</u>					
Banco del Pacifico	10,000	10,000	10,000	10,000	10,000 received 3/82
<u>C.B. Wheeler(5)</u>					
Allied Corp.,Wayne NJ	--	--	2,000	1,000	Wheeler to contact
Diamond Shamrock Corp.NY	5,000	5,000	6,000	5,000	5,000 received 3/82
Dow Chemical Co., Midland	4,000	--	5,000	2,000	Wheeler to contact
Esso Standard Oil,S.A., Teg.	4,000	5,000	6,000	7,000	7,000 received 3/82 (lemps)
Shell Quimica de Venezuela	5,000	6,000	6,000	6,000	
	18,000	16,000	25,000	21,000	
<u>H.L. Popenoe</u>					
IMC Foundation	11,500	--	10,000	5,000	Popenoe to contact
<u>F. Winthrop/J.W. Weeks(3)</u>					
Polaroid Corp.Lexington	--	--	--	2,000	Suggest contact H.H. Thayer,SVP
Bank of New England,Boston	--	--	--	2,000	Suggest contacting Rod MacDougal
Prime Computer Inc., F'ham	--	--	--	1,000	" contact J.K.Buckner,VP/CF
	--	--	--	5,000	
<u>S.E. Malo (10)</u>					
Arroceria C'Americana, Teg.	1,200	1,200	2,000	2,000	300 received by 3/82 (lemps)
Bco. Central de Honduras	--	19,500	20,000	20,000	Malo in contact
Bco. del Occidente	--	500	500	500	Malo to contact
Central Automatrix S.A., Teg.					
Duval Corp., Houston	6,500	--	6,000	6,000	Malo to contact. Popenoe to help.
Tabacalera Hondureña S.A.	3,000	3,000	4,000	3,000	Malo to contact.
Fertilizantes de C.A.	--	263	300	300	" " "
Laredo S.A.	1,598	--	2,000	1,000	" " "
P+D Fert/Agroquimicas S.A.	--	5,500	6,000	5,000	" " "
Quimica Integrada	--	100	1,000	500	" " "
U.S. Tobacco Co.	1,440	1,440	2,000	2,000	
	13,738	31,503	43,800	40,200	
<u>F. Bendaña(2)</u>					
Wallace Genetic Found. Inc.	--	--	2,000	2,000	2,000 received 1/82
CPC Int'l, B. Aires	--	--	--	1,000	Bendana to contact Oswaldo Pratt
	--	--	2,000	3,000	

E.T. Yorke

5 Non-corporate foundations

15,000

SUMMARY (60 names)

Total	140,738	129,203	232,300	243,169
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Reserve for "Misses"	--	--	<u>82,300</u>	<u>88,169</u>
			150,000	155,000

\$48,748 (31%) received through
April '82.

*Castle & Cooke Affiliate



GEORGE E. PUTNAM
EXECUTIVE VICE PRESIDENT

Development Committee

CROCKER NATIONAL BANK

MERCHANT BANKING DIVISION
ONE MONTGOMERY STREET, SAN FRANCISCO, CALIFORNIA 94104

April 12, 1982

MEMO TO: T. D. Cabot
G. P. Gardner, Jr.
J. R. Kimberly
S. E. Malo
J. W. Reitz
J. W. Weeks
C. B. Wheeler
G. B. Wright

RE: Escuela Agricola Panamericana 1982 Corporate Fund Drive

In taking over the Chairmanship of the EAP Development Committee from the expert hands of Chuck Wheeler, I write to each of you to ask you to serve on that Committee to help me with the 1982 Campaign.

In 1981, the Committee raised \$123,000 as you will see from the attached. Our goal for 1982 is \$150,000.

Based on your past experience with certain contributors, I have taken the liberty of asking you to take responsibility for approaching the names indicated on the attached list. I believe we should aim for \$6,000 per donor where possible. The educational cost per student is nearing \$10,000 per annum. However, in these hard times I think we have to be careful not to overshoot.

Contributors should be asked to send checks payable to Escuela Agricola Panamericana Inc. to First National Bank of Boston, 100 Federal Street, Boston, Massachusetts 02101, Attention: Mr. R. L. Crosbie, Vice President.

The Annual Report for 1981 should be ready by April 30 and, by a separate copy of this letter, I am asking Wayne Reitz to be sure to send each of you sufficient copies for forwarding with your solicitation letters.

I very much hope you will agree to help me this year and get started by May 1 on your contacts. I have enclosed a return envelope with a card so that you can let one know whether you would take responsibility for the names I have listed and make suggestions regarding other names you would be willing to take.

Please return this card in the envelope provided as soon as possible and I very much appreciate your cooperation.

All the best.

G. E. Putnam
G. E. Putnam
Executive Vice President

cc: All Addressees
J. G. Smith

ESCUELA AGRICOLA PANAMERICANA

CORPORATE FUND DRIVE 1982

ASSIGNMENT OF TARGET NAMES

	1980 GIFT	1981 GIFT	1982 TARGET	REMARKS
<u>T. D. Cabot</u>				
Celanese Corp.	--	--	--	Declined 1981
Ciba Ceigy K/G	--	--	3,000	Cabot in contact at high level
Deere & Co.	--	--	3,000	Suggest personal appeal to Bill Hewitt
Texaco Caribbean Inc.	<u>3,600</u>	<u>4,000</u>	<u>5,000</u>	
	3,600	4,000	11,000	
<u>G. P. Gardner, Jr.</u>				
Campbell Soup Co.	--	--	--	
Gillette Co.	5,000	--	5,000	
W. R. Grace Foundation	2,500	2,500	3,000	
Stanley Works	--	--	3,000	
I.B.M.	--	--	5,000	
Mobil Oil Corp.	--	--	5,000	
United Brands Corp.	<u>35,000</u>	<u>35,000</u>	<u>40,000</u>	
	42,500	37,500	61,000	
<u>J. R. Kimberly</u>				
Allis Chalmers Co.	--	--	2,000	
Kimberly Clark de Mexico	--	--	5,000	
Kimberly Clark Foundation	<u>3,000</u>	--	<u>4,000</u>	
	3,000	--	11,000	
<u>G. E. Putnam</u>				
Banco de Bogota	4,500	5,000	5,000	
Banco de la Republica	9,000	10,000	10,000	
Banco de Honduras	4,000	--	5,000	
Monsanto Foundation	4,500	--	4,000	Hard year 1981
U.S. Tobacco Co.	1,440	1,440	2,000	
Crocker National Bank	--	--	2,000	
Banco Atlantida	--	--	2,000	
Cerveceria Hondureña S.A.	4,000	--	5,000	\$5,000 received March 1982
Coca Cola Interamericana	--	--	5,000	\$5,000 received March 1982
Del Monte Banana Co.	4,000	5,000	6,000	
Standard Fruit Co.	<u>8,400</u>	<u>4,200</u>	<u>5,000</u>	
	39,840	25,640	51,000	

	1980 GIFT	1981 GIFT	1982 TARGET	REMARKS
<u>G. B. Wright</u>				
American Brands	--	--	2,000	
Pepsico Inc.	--	--	1,000	
Cheeseborough Ponds	--	--	2,000	
	--	--	5,000	
<u>C. B. Wheeler</u>				
Allied Corp.	--	--	2,000	
Diamond Shamrock Corp.	5,000	5,000	6,000	
Dow Chemical Co.	4,000	--	5,000	
Esso Standard Oil S.A.	4,000	5,000	6,000	
Shell Quimica de Ven.	5,000	6,000	6,000	
	18,000	16,000	25,000	
<u>S. E. Malo</u>				
Arroceria Centroamericano S.A.	1,200	1,200	2,000	
Banco Central de Honduras	--	19,500	20,000	
Banco de Occidente	--	500	500	
Banco del Pacifico	10,000	10,000	10,000	
Centra Automotriz S.A.	1,262	--	2,000	
Duval Corp.	6,500	--	6,000	
I.M.C. Foundation	11,500	--	10,000	
Tabacalera Hondureña S.A.	3,000	3,000	4,000	
Fertilizantes de C.A.	--	263	300	
Laredo S.A.	1,598	--	2,000	
P & D Fert. & Agroquimicas S.A.	--	5,500	6,000	
Quimica Integrada	--	100	1,000	
	35,060	40,063	63,800	
<u>Summary</u>				
Total	142,000	123,203	227,800	
Misses	--	--	- 77,800	
	142,000	123,203	150,000	

P.O.Box 14225

November 7, 1981

Mr. George H. Kyd
Ralston Purina Trust Fund
Checkerboard Square
St. Louis, MO 63188

Dear Mr. Kyd:

Members of the Board of Trustees of Escuela Agricola Pan-americana are indeed appreciative of the support given the School these past few years by the Ralston Purina Trust Fund.

In previous correspondence I have mentioned that since 1941 this school has done an outstanding job of educating young men from 12 tropical countries in the Americas in the field of agriculture. It has now graduated over 1900 students, approximately 95 per cent of whom are engaged in agriculture or related activities. Seven have become ministers of agriculture in Central American countries.

The school is supported in part by endowment, U.S. AID funds, private individuals, and corporations and foundations in addition to tuition. Because of ever increasing costs we are trying to broaden corporate and foundation support.

I do hope that your Board will again see fit to provide at least one scholarship this year in the amount of \$4,000.

A most recent statement concerning the school is attached. Unfortunately I do not have a copy in English. In addition to the brief financial and enrollment summary on pages 12 and 13, I call your attention to members of the Board on pages 14-15 and corporate contributors on page 17.

With appreciation for your support, I am

Sincerely yours,

J. Wayne Reitz

enc.

RALSTON PURINA TRUST FUND

CHECKERBOARD SQUARE • SAINT LOUIS, MISSOURI 63188



December 18, 1980

Mr. John W. Weeks
Secretary-Treasurer
Escuela Agricola Panamericana, Inc.
Museum of Science
Boston, Massachusetts 02114

Dear Mr. Weeks:

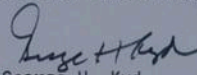
At their most recent meeting, the Ralston Purina Trust Fund Board of Control approved a contribution of \$4,000.00 to the Pan American School of Agriculture. I am sending you here-with a check in that amount, made payable to Escuela Agricola Panamericana, Inc.

This is in response to a letter I received from Dr. J. Wayne Reitz, dated November 10, 1980.

We are pleased to participate in this fine program in this manner.

Sincerely

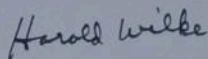
RALSTON PURINA TRUST FUND


George H. Kyd

cb

Attachment - Check No. 608226

cc: Dr. J. Wayne Reitz



ANNEX A - ESCUELA AGRICOLA PANAMERICAN - 1983 CORPORATE SUPPORT CAMPAIGN 7/83 FORECAST

*New name	1982 Gift	1983 Target	1983 Forecast	Remarks
G.E. Putnam (32)				
Banco de Bogota	5.0	6.0	6.0	Steady supporter - In contact
Bco. de la Republica, Bogota	10.0	12.0	11.0	Steady supporter - In contact
Banco de Honduras	—	5.0	5.0	Written. Will follow up
Monsanto Fund	—	—	—	Declined 3 years. Doubtful
Bank of Boston	2.0	2.0	3.0	\$3.0 received 7/83
Carveceria Hondurena S.A.	10.0	6.0	6.0	In contact
Coca Cola Interamericana S.A.	5.0	6.0	6.0	In contact
Standard Fruit Co.	4.2	5.0	5.0	In contact
Abbot Laboratories Inc. (Chicago)	1.5	2.0	2.0	Written. Following up
Bank of London & Montreal	1.0	1.5	1.0	Give in Honduras - Check Simon
Henry Luce Foundation	4.0	4.0	4.0	Received 6/83
*General Motors Corp. (Detroit)	—	4.0	1.0	Written. Following up
Ford Motor Company (Detroit)	—	2.0	—	Declined. Nothing outside USA
American Brands Inc., NYC	—	2.0	2.0	Written. Following up
General Foods Corp. (NYC)	—	1.0	1.0	Written. Following up
*Hewlett-Packard Co. (Palo Alto)	—	2.0	—	Declined. Don't meet criteria
*Cessna Aircraft Co. (Wichita)	—	2.0	—	Written. Following up
*Amdahl Corp. (Sunnyvale)	—	2.0	—	Declined. Hard times, Poss. 84
*Gulf & Western Corp. (NYC)	—	2.0	2.0	Written. Following up
*General Electric Co. (Fairfield)	—	2.0	1.0	Written. Following up
*Anderson Clayton & Co. (Houston)	—	2.0	1.0	Written. Following up
*Eastman Kodak Co. (Rochester)	—	2.0	—	Declined. U.S. Colleges
E.I. DuPont de Nemours & Co	—	1.0	—	Declined 81, 82, 83
*Beatrice Foods Co. (Chicago)	—	1.0	1.0	Written. Following up
*Burroughs Corp. (Detroit)	—	2.0	1.0	Written. Following up
*Varian Associates (Palo Alto)	—	2.0	—	Declined. Hard times
Pfizer Inc. (NYC)	—	2.0	1.0	To be contacted
*Coca Cola Co. (Atlanta)	—	2.0	—	Give via Interamericana
*Levi Strauss Inc. (SF)	—	2.0	—	Don't meet criteria
*Squibb Corp. (NYC)	—	2.0	2.0	Possible
Warner-Lambert & Co. (N.J.)	—	2.0	—	Declined
*Occidental Petroleum Corp.	—	2.0	1.0	Considering
E.F. Hutton & Co. (NYC)	—	2.0	.2	Received 2/83
15 New names + 17 past givers	44.7	92.5	63.2	
Simon Malo (11)				
Ritachi Ltd.	.8	1.0	—	Error 1982
Arrocera Centroamericana	1.2	1.2	1.2	Simon Following
Bco. Central de Honduras	16.2	18.0	18.0	Critical
Duval Corp., Houston	—	2.0	1.0	Doubtful
Tabacalera Hondurena S.A.	—	2.0	2.0	Doubtful
P & D Fertilizantes	—	2.0	—	Doubtful
U.S. Tobacco Co.	1.0	1.4	1.0	\$960 received
Banco Atlantida, Teguc.	3.0	3.0	3.0	Simon following
Deere & Co.	—	—	—	Hope give 1984
Laredo S.A.	—	1.6	—	Doubtful
FMC Costa Rica S.A.	—	—	7.0	\$7.0 received 6/83
11 past givers + 0 new names	22.2	32.2	33.2	
F. Bendana (2)				
Wallace Genetic Foundation	2.0	2.0	2.0	Frank to follow
CPC International (Buenos Aires)	—	—	—	Frank to write Pratt
2 past solicitees	2.0	2.0	2.0	
H. Popenoe/E.T. York (6)				
Kellogg Foundation	—	5.0	5.0	Hugh to approach
IMC Foundation	—	5.0	—	Doubtful
*4 other foundations	—	8.0	8.0	Projects given to Hugh
2 past names + 4 new ones	—	18.0	13.0	
G.B. Wright (6)				
DeMonte Banana Co. (Miami)	6.0	7.0	7.0	Hopeful
Pepsico Inc., Purchase	—	2.0	2.0	Burke to contact
United Brands Inc., NYC	35.0	40.0	35.0	Press for \$40
*Eli Lilly & Co. (Indianapolis)	—	2.0	1.0	Doubtful
*A.H. Robbins Co. Inc. (Richmond)	—	2.0	1.0	Burke to follow
*Schering Plough Corp. (Kenilworth, NJ)	—	2.0	1.0	Burke to contact
3 past names + 3 new ones	41.0	55.0	47.0	

J.R. Kimberly (1)				
Kimberly Clark Foundation	--	3.0	3.0	Jack to contact
G.P. Gardner (10)				
Cia. Interamericana Gillette S.A.	--	2.0	6.5	\$6.5 received 6/83
Grace Foundation	2.5	2.5	2.5	\$2.5 received 6/83
IBM, Amnork	4.0	4.0	4.0	George following
*Digital Equip. Corp., Maynard	--	2.0	1.0	George to contact
*Prime Computer Inc., Natick	--	2.0	1.0	George to contact
*Olin Corp., NYC	--	2.0	1.0	George to contact
*Rohn & Haas Inc., Philly	--	2.0	1.0	George to contact
*Xerox Corp., Stanford	--	1.0	1.0	George to contact
*Scott Paper Co., Philly	--	2.0	1.0	George to contact
*Smith Kline Beckman Corp. Philly	--	2.0	1.0	George to contact
3 past givers + 7 new names	6.5	21.5	20.0	
C.B. Wheeler (11)				
Texaco Caribbean Inc.	2.5	4.0	4.0	Chuck in contact
Dow Chemical Corp., Midland	--	2.0	--	0 1983. \$2 1984
Eso Standard Oil S.A.	7.0	7.0	7.0	\$7.0 received 4/83
Fundacion Shell S.A., Caracas	6.0	7.0	7.0	Chuck following
Diamond Shamrock Corp., Houston	5.0	6.0	6.0	Chuck in contact
*American Home Products Corp. (NYC)	--	2.0	1.0	Chuck to contact
*Johnson & Johnson, N. Brunswick	--	2.0	1.0	Chuck to contact
*Amerada Hess Corp., NYC	--	2.0	1.0	Chuck to contact
*Standard Oil Co. (Indiana), Chicago	--	2.0	--	Doubtful
*Phillips Petroleum Co.	--	2.0	--	Doubtful
*Standard Oil Co. of California, SF	--	2.0	--	Doubtful
5 past givers + 6 new names	20.5	38.0	27.0	
J.W. Reitz (1)				
Ralston Purina Trust Fund	4.0	4.0	4.0	Wayne to contact
M. Laniado de Wind (1)				
Banco del Pacifico	10.0	10.0	10.0	\$10 received 2/83
R. Eleta (1)				
*Banco Nacional de Panama	--	6.0	6.0	Roberto to contact
T.D. Cabot (4)				
*Bank of New England, Boston	--	2.0	2.0	Cabot to contact
W. Hewitt (Deere)	--	2.0	2.0	Cabot wrote
Time Inc. (A. Heiskell)	--	--	1.0	Cabot to contact
R.R. Donnelly & Sons	--	--	1.0	Cabot to contact
	--	4.0	6.0	
A.R. Baldwin (4)				
Cargill Inc.	--	2.0	2.0	Baldwin to contact
*Gerber Products Co., Fremont, Minn.	--	2.0	1.0	Baldwin to contact
*Conagra Inc., Omaha, Neb.	--	2.0	--	Baldwin to contact
*Control Data Corp., Minneapolis	--	2.0	1.0	Baldwin to contact
1 old name + 3 new ones	--	8.0	4.0	
<u>SUMMARY</u>				
46 names previously contacted	150.9	209.7	197.4	
40 new names *	--	84.5	41.0	
86	150.9	294.2	238.4	
Reserve for "misses"	150.9	160.0	83.4	
	150.9	160.0	155.0	

1980 Escuela Agrícola Panamericana Corporate Fund Drive

Preliminary Report - April 1980

	1979	1980	1980	
<u>C. B. Wheeler (16 names)</u>	<u>Contribution</u>	<u>Paid or Committed</u>	<u>Possible</u>	<u>Remarks</u>
Esso Standard Oil, S.A., Honduras	\$2,100	\$4,000		Initial contact through C.C. office
E. I. DuPont de Nemours & Co.	-	-	-	"
Pfizer, Inc.	-	-	-	"
Dow Chemical	-	-	\$3,000	"
Cargill	-	-	-	"
Goodyear	-	-	-	"
Uniroyal	-	-	-	"
B. F. Goodrich	-	-	-	"
I.T.T.	-	-	-	"
General Electric	-	-	-	"
Shell	-	-	-	Caracas office
F.M.C.	-	-	4,000	Philadelphia office
Crown Zellerbach	-	-	-	
C.P.C. International, Inc.	-	-	-	
Warner Lambert, Inc.	-	-	4,000	
Reynolds Foundation	-	-	-	
	<u>2,100</u>			
 <u>G. E. Putnam (8 names)</u>				
Citibank via Bco de Honduras	4,000	-	-	Paid in Honduras
Chase Manhattan Bank via Vco Atlantida	1,000	-	-	Paid in Honduras
Monsanto Foundation	4,000	-	-	Paid to Boston
Banco de Bogota	4,000	-	-	Jorge Mejía handled
Banco República, Bogota	8,000	-	-	Jorge Mejía handled
Corporación Financiera, Bogota	-	-	-	Considering for 1980-Jorge Mejía
U.S. Tobacco Co.	1,440	-	-	Paid in Honduras
International Harvester Co.	3,600	-	-	Paid in Boston
	<u>26,040</u>			
 <u>L. M. Roberts (4 names)</u>				
Ralston-Purina Trust	4,000	-	-	Rec'd Boston - Reitz assisted
Pioneer Hi-bred Int'l S.A.	4,000	-	-	Rec'd Boston
Asgrow Seed Co.	-	-	-	Declined '79. Try Upjohn Co. 1980.
Mrs. W. L. Douglas	-	-	-	
	<u>8,000</u>			

J. W. Reitz

Arthur V. Davis Foundation

-

-

-

Try 1980

F. Rosengarten (4 names)

Charles E. Merrill Trust

15,000

-

-

Try for liquidation share 1980

Allied Chemical Corp.

-

-

-

Hawaiian Agronomics, Inc.

-

-

-

Stalled 1979

Merck & Co.

-

-

-

15,000A. Brick (5 names)Abbot Laboratories, Inc. - *Wheeler*

-

-

-

Allis Chalmers, Inc.

-

-

-

Pepsico, Inc.

-

-

-

American Brands, Inc.

-

-

-

3 M Corp.

-

-

-

-J. W. Weeks (1 name)

Church World Service

-

-J. R. Kimberly (1 name)

Kimberly-Clark de Mexico, S.A.

2,700

-

-

Received in Boston

G. B. Wright (4 names)

Nabisco, Inc.

-

-

-

-

Chesebrough-Pond, Inc.

-

-

-

Declined, possible 1980

Continental Group

-

-

-

Declined in 1979

~~Gulf & Western, Inc.~~

-

-

-

Declined, support similar school in DR

S. E. Malo & A. Midence (19 names)

German Embassy, Honduras & CR	12,000	-	-	More possible 1980
AGEAP International	3,200	-	-	Rec'd Honduras
IMC Foundation	5,000	-	-	Int'l Minerals Group, rec'd Boston
Duval Chemical Co.	-	-	-	Malo/Popenoe following
Bco Central de Nicaragua	-	-	-	Hard pressed
Agro-Comercial Segovia	-	-	-	
Arrocera Centroamericana, S.A.	1,200	-	-	Rec'd Honduras
Bco Financiera Hondureña	750	-	-	" "
Bco Sogerin, S.A.	2,500	-	-	" "
Bayer Eyl Comercial, S.A.	1,224	-	-	" "
Carnation Genetics	1,880	-	-	" "
Dist. Equipos y Repuestos	800	-	-	" "
Empacadora Alus, S.A.	2,500	-	-	" "
Empacadora Cortes, S.A.	2,500	-	-	" "
Molino Harinero Sula, S.A.	1,000	-	-	" "
Tabacalera Hondureña, S.A.	3,000	3,000	-	" "
Veterinaria Flores	250	-	-	" "
AGAS	125	-	-	" "
Banco del Pacífico		10,000		Marcel Laniado de Wind
	37,929			

T. D. Cabot (6 names)

Deere & Co.	3,000	-	-	Paid in Boston
Texaco Caribbean, Inc.	3,000	-	-	Paid in Honduras
Celanese Corp.	-	-	-	Declined in 1979
Cabot Corp.	-	-	-	Mr. Cabot contributed individually
Int'l Nickel	-	-	-	Declined in 1979
Ciba-Geigy A/G	-	-	-	
	6,000			

G. P. Gardner (13 names)

W. R. Grace Foundation, Inc.	2,500	-	-	Paid in Boston
Int'l Business Machines Corp.	3,500	-	-	Paid in Boston
United Brands, Inc.	30,000	-	-	
Herramientos Collins, S.A. (Stanley Wks.)	2,100	-	-	
General Mills, Inc.	-	-	-	Possible 1980
American Cyanamid Co.	-	-	-	
Int'l Tel & Tel Corp.	-	-	-	Possible 1980, Wheeler try C.G.
Campbell Soup Co.	-	-	-	Possible 1980
Mobil Corp.	-	-	-	Follow up 1980

G. P. Gardner (Continued)

Sears Roebuck & Co.	-	-	-	Declined in 1979
General Electric Co.	-	-	-	Declined in 1979, Wheeler try C.G.
Ludwig Foundation	-	-	-	Try 1980
Gillette Co.	-	-	-	Follow up 1980
	<u>38,100</u>			

J. V. Scibetta (6 names)

Del Monte Banana Co., Miami	4,000	-	-	Rec'd Jan. 1980 Boston
Coca Cola Interamericana	4,000	-	-	Rec'd Jan. 1980 in San Pedro Sula
Cervecería Hondureña, S.A.	4,000	-	-	Rec'd in Honduras
Standard Fruit Co.	-	-	-	\$4,000 budgeted but not received
Cargill, Inc.	-	-	-	~~Wheeler try C.G.~~
Bank of America	-	-	-	Declined. Possible 1980
	<u>12,000</u>			



August 16, 1979

21 KLF
Wayne
F-41
ESCUELA AGRICOLA PANAMERICANA INC.

From: G. E. Putnam, SVP, Citibank N.A.,
399 Park Ave., N.Y.C., N.Y. (212-559-0785)

To: All Trustees of Escuela Agricola Panamericana

Re: 1979 Corporate Fund Drive

As you know, our Corporate Fund Drive for 1979 set a target of \$150,000. At our meeting in NYC on May 1, several trustees volunteered to help and 57 names were assigned to individual trustees for solicitation, with 10 more listed as "need volunteers".

To date, we have raised some \$42,000 as you will see from the attached summary. From your correspondence and my own feel, I have estimated that a further \$148,000 could be available if all trustees who have agreed to take assigned names will put on a major drive in September. This "possible" figure, in our experience, produces only about 50% actual results. Therefore we need tremendous effort to make our target.

Al Brick has volunteered to take some names from the "need volunteer" list and I have asked him to assume responsibility for Abbot, Allis Chalmers, Pepsico, and American Brands. If any trustee has a particular friend at any of these four companies, would you kindly call Al Brick in Washington at 202-347-6953.

At the moment, Fritz Rosengarten leads the parade with \$15,000 "in the bag" and Simon Malo is next. George Gardner has a very large potential and I guess I have the most names. Tom Cabot is operating at consistently the highest level corporate officer of any of our Team.

It is bad enough having me bug you all to put on a real spurt in September. But, even beyond that, I have asked John S. King, a professional consultant in the field of fund raising with offices in Cambridge, Mass., to help us. John is an old friend and has had lots of experience. John will be contacting you in September to be sure that solicitation of assigned names is completed in a timely manner.

Trustees of EAP
1979 Corporate Fund Drive
August 16, 1979
Page 2

The School badly needs our support. We have a long way to go to reach our goal. I hope that each of you will look carefully through the attached and get started immediately on the names that that need attention.

We must succeed!

Best regards,

George E. Putnam

cc: John S. King
Cambridge (617-661-8242)

Dr. Simon Malo,
EAP, Apartado 93, Tegucigalpa

Attachment:

ESCUELA AGRICOLA PANAMERICANA 1979 CORPORATE FUND DRIVE

AUGUST 20, 1979 STATUS REPORT

G. E. Putnam (15)

	<u>Received</u>	<u>Possible</u>	<u>Remarks</u>
*Citibank (via Banco de Honduras)	-	\$4000	Approach made. \$3000 given '78.
*Chase Manhattan Bank	-	2500	Approach made. \$1000 given '78.
*Monsanto Company	-	4000	Approach made. Considering \$4000.
Warner Lambert, Inc.	-	-	Approach made. Doubtful.
CPC International Inc.	-	1000	Approach made. Very hopeful.
*Banco de Bogota	-	4000	Approach made. \$3600 given '78.
*Corp. Financiera de Bogota	-	4000	Approach made. \$3600 given '78.
*Bco de la Republica	-	5000	Approach made. \$7000 given '78.
Richardson Merrill Inc.	-	-	Approach made. Doubtful.
Crown Zellerbach Corp.	-	-	Putnam to follow up.
*Exxon Corp. and subs	-	-	Putnam to follow up. \$2000 given '78.
Merck & Co.	-	-	Approach made. Doubtful.
Southeast First Nat. Bank	-	1000	Approached Chairman. Following.
Union Carbide Corp.	-	2000	Approached Chairman. Following.
*US Tobacco Co.	\$ 960	-	Received.

T. D. Cabot (5)

	<u>Received</u>	<u>Possible</u>	<u>Remarks</u>
Deere & Co.	-	3000	Approach made. Company considering. Hopeful.
*Texaco Inc.	-	5000	Approach made. Cabot to follow. \$3000 - '78.
Celanese Corp.	-	-	Approach made and declined.
CIBA Geigy A/G	-	-	Approach made to senior official.
Cabot Corporation	-	-	Cabot to follow up.

G. P. Gardner (11)

	<u>Received</u>	<u>Possible</u>	<u>Remarks</u>
General Mills Inc.	-	-	Gardner to follow up.
W. R. Grace & Co.	2500	-	Received 2/79.
American Cyanamid Co.	-	-	Gardner to contact.
*Int'l. Tel. & Tel. Corp.	-	-	Declined but Gardner to pursue.
*Stanley Works	-	2100	Received for Herramientas Collins S.A.
*United Brands	-	30000	Gardner to follow. \$30,000 - '78.
Winn Dixie Stores Inc.	-	-	Declined 1978. Gardner to follow.
Nobil Corp.	-	-	Gardner to contact.
IBM	3500	-	Received.
Sears Roebuck & Co.	-	3000	Gardner to contact C. A. Meyer.
General Electric Co.	-	-	Gardner to contact.

J. W. Weeks (3)

	<u>Received</u>	<u>Possible</u>	<u>Remarks</u>
*Shell de Honduras	-	3000	Weeks to approach. \$3000 - '78.
*Church World Service	-	200	Weeks to approach. \$200 - '78.
*Int'l. Minerals & Chemicals	-	4000	Weeks to approach. \$3600 - '78.

J. R. Kimberly (1)

	<u>Received</u>	<u>Possible</u>	<u>Remarks</u>
Kimberly Clark Corp.	-	5000	Kimberly to follow up.

F. H. Winthrop (a)

	<u>Received</u>	<u>Possible</u>	<u>Remarks</u>
Gillette Co.	-	4000	Winthrop to approach.

L. M. Roberts (3)

	<u>Received</u>	<u>Possible</u>	<u>Remarks</u>
Ralston-Purina Inc.	4000	-	Received.
*Pioneer Hi-Bred Int'l.	-	4000	Roberts to approach. \$3500 - '78.
*Mrs. W. L. Douglas	-	4000	Roberts to follow. \$3500 - '78.

	<u>Received</u>	<u>Possible</u>	<u>Remarks</u>
<u>G. B. Wright (4)</u>			
Nabisco, Inc.	-	-	Wright to approach.
Cheeseborough Foods Inc.	-	-	Wright to approach.
Continental Group Inc.	-	-	Wright to approach.
Gulf & Western Industries	-	-	Wright to approach.
<u>J. V. Scibetta (5)</u>			
Coca Cola Corp.	-	\$4000	Scibetta thinks Cerveceria Hondurena will give.
*Cerveceria Hondurena	\$4000	-	Received in Honduras.
Del Monte Corp.	-	-	Approach made. Scibetta to follow up.
Bank of America	-	-	Declined '78 and '79. Scibetta hopeful 1980.
*Castle & Cook subs	-	4500	Scibetta to follow. \$4200 - '78.
<u>F. Rosengarten (4)</u>			
Allied Chemical Corp.	-	-	Rosengarten to approach.
Campbell Soup Co.	-	-	Rosengarten to approach.
*C. E. Merrill Trust	15000	-	Received. \$20,000 - '78.
Hawaiian Agronomica	-	-	Rosengarten to approach.
<u>S. E. Malo (4)</u>			
*Duval Chemical Co.	-	10000	Gave \$10,000 1973. Malo requested \$15,000 '79.
*West German Embassy	12000	16000	\$12,000 received. \$16,000 more hopeful.
*AGEAP - Cap. Dominicano	-	3000	\$3,000 - 1978. Malo following.
*Bco Central Nicaragua	-	8000	Promised but seems doubtful.
<u>A. Brick (4)</u>			
Abbot Laboratories	-	-	Brick to approach.
Allis Chalmers Corp.	-	-	Brick to approach.
Pepsico Inc.	-	4000	Brick to approach.
American Brands Inc.	-	-	Brick to approach.

Need Volunteers (5)

Asgrow Seed Co. (Sub. of Upjohn Co.)	W. Atlee Burpee Co.
Goodyear Tire & Rubber Co.	Ferry Morse Seed Co. (Sub. of Purex Corp.)
Dow Chemical Corp.	

Summary

	<u>Received</u>	<u>Possible</u>
G. E. Putnam	\$ 960	\$27,500
T. D. Cabot	-	8,000
G. P. Gardner	6,000	35,100
J. W. Weeks	-	7,200
J. R. Kimberley	-	5,000
F. H. Winthrop	-	4,000
L. M. Roberts	4,000	8,000
G. B. Wright	-	?
J. V. Scibetta	4,000	8,500
F. Rosengarten	15,000	-
S. E. Malo	12,000	37,000
A. Brick	-	4,000
Need Volunteers	-	4,000
	<u>\$41,960</u>	<u>\$148,300</u>

June 6, 1978

Mr. George Kyd
Vice President for Public Affairs
Ralston-Purina Corporation
Checkerboard Square
St. Louis, Missouri 63188

Dear Mr. Kyd:

I take pleasure in bringing to your attention the Panamerican School of Agriculture in Honduras. This outstanding agricultural school at the junior college level was founded 37 years ago by Mr. Samuel Zemurray then President of the United Fruit Company.

Through the years the school has educated young men from tropical America who have consistently contributed significantly to agricultural development in the area. Almost 1700 have been graduated and approximately 95 percent of them are engaged in agricultural or related activities. Six have become ministers of agriculture in Central American countries.

The school has a modest endowment the income of which covers almost one-third of the operation costs. The remainder of the budget must be raised from government, private sources, and tuition.

Attached you will find a statement concerning the history, purpose, program and funding of the school. I would appreciate greatly your giving serious consideration to providing two full scholarships of \$3,600 each from the Ralston-Purina Corporation for the coming academic year.

I might add that I have been a member of the Board of Trustees of the School for 25 years. It is also my good fortune to have been a friend of Dr. Cliff Hardin for many years.

See P. 9 Pattern - contributed last Dec 8 and 6
Sincerely yours,

P.S. Under separate cover I am sending you a 1976 annual report of the School. The 1977 report will be available shortly.

August 17, 1978

Mr. George H. Kyd
Ralston Purina Trust Fund
Checkerboard Square
St. Louis, MO 63188

Dear Mr. Kyd:

I have just learned from Mr. John Weeks, Treasurer of Escuela Agricola Panamericana whose office is in Boston, Massachusetts, that the Ralston Purina Trust Fund has contributed \$3600 to the School. I want you to know how greatly I appreciate this action on the part of those who administer the Trust Fund. It is only through such generosity on the part of individuals, corporations, and charitable avenues that we are able to maintain the effectiveness of this outstanding institution which serves tropical America.

Again thank you for responding to my letter of June 6, as well as one from George E. Putnam of June 22.

Sincerely yours,

J. Wayne Reitz

RALSTON PURINA TRUST FUND

CHECKERBOARD SQUARE • SAINT LOUIS, MISSOURI 63188

RECEIVED

JUL 31 1978

July 26, 1978

Mr. J. W. Weeks, Treasurer
Escuela Agricola Panamericana Inc.
Museum Of Science
Boston, Massachusetts 02114

Dear Mr. Weeks:

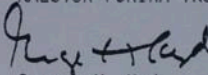
At their most recent meeting, the Ralston Purina Trust Fund Committee approved a contribution of \$3,600 to Escuela Agricola Panamericana, Inc., Boston, Massachusetts. I am sending you herewith our check in that amount dated July 20, 1978, and payable to Escuela Agricola Panamericana, Inc.

This is in response to letter dated June 6, 1978, to me from Mr. J. Wayne Reitz, and a letter dated June 22, 1978, from Mr. George E. Putnam to Dr. C. M. Hardin.

We are pleased to participate in this fine program in this manner.

Sincerely

RALSTON PURINA TRUST FUND



George H. Kyd

GHK/lmw

Att. Check No. 531660

June 22, 1978

Mr. Brooks McCormick
Chairman
International Harvester Co.
401 North Michigan Avenue
Chicago, Illinois 60611

Dear Brooks:

When we returned from London last year, I rejoined the Board of Trustees of Escuela Agricola Panamericana, a famous agricultural school near Tegucigalpa, Honduras, which offers high school graduates from some 12 countries from Mexico to Peru the best agricultural education in the region by far.

The School was founded by United Fruit Co. in 1941 and is now financed by American private companies, foundations and individuals, as well as by US Government and other sources. EAP is a non-profit Delaware corporation run by a strong Board of Trustees. Like many other educational institutions, EAP's costs are outrunning its income and we are trying to broaden corporate support.

International Harvester has contributed to EAP on occasion in the past by providing Harvester tractors and other equipment for use at the School through your dealer organization.

I believe your Contributions Committee would be interested in continuing assistance to EAP since:

- a) Harvester and its dealers have a large interest in the whole area we serve - Central America, Mexico and the northern half of South America.
- b) Your dealership network in the area will surely be acquainted with EAP and, for all I know, may hire some of its graduates.

Mr. Brooks McCormick
June 22, 1978
Page Two

- c) EAP is a major influence in its area, with graduates serving as Ministers of Agriculture in six countries and in other important posts in every nation we serve. Agricultural success certainly has a major impact on the market for Harvester products.

The average education cost per student is presently \$3,600 for our 240 students. I wonder if Harvester could consider the possibility of contributing \$3,600 to defray the costs of one student. Contributions are tax deductible and should be sent to J. W. Weeks, Treasurer, Escuela Agricola Panamericana Inc., Museum of Science, Boston, Massachusetts 02114.

I have enclosed a copy of EAP's latest annual report and a few pages describing its activities. Perhaps you would talk to your Central America regional colleagues about the matter, and I very much hope you may be able to consider support.

Give us a ring next time you and Hopie are in New York City.

All the best,

Sincerely,

George E. Putnam, Jr.
Senior Vice President

encs.

<u>Name</u>	<u>Contact</u>	<u>Remarks</u>
Vineland Poultry Laboratories Vineland, New Jersey 08360		
Duval Sales Corporation 300 The Main Building Houston, Texas 77002 713 - 224 - 8441	Dr. R.J. Bullock Director, Agronomic Development for Latin America	
U.S. Tobacco Company 100 West Putnam Avenue Greenwich, Conn. 06830 203 - 661 - 1100	L.F. Bantle, Ch. & Pres. T.B. O'Grady, EVP W.B. Bennett, Jr., SVP	
Pioneer Hi-Bred Intl., Inc. 1206 Mulberry Street Des Moines, Iowa 50308	Dr. William L. Brown, Pres.	Gave \$3500 1978.
Charles E. Merrill Trust P.O. Box 488 Ithaca, NY 14850	David A. Thomas, Administrator	Gave \$20,000 1978.
Ralston-Purina Company Checkerboard Square St. Louis, Missouri 63188	Dr. Clifford M. Hardin, VCh.	Gave \$3600 1978.
Winn Dixie Stores 5050 Edgewood Court Jacksonville, Fla. 32203 904 - 783 - 1800	James E. Davis, Ch. A.D. Davis, Vch. B.L. Thomas, Pres. C.W. Waldorf, EVP	
Union Carbide Corp. Union Carbide Bldg. 270 Park New York, New York 10017 551 - 2345	W.S. Sneath, Ch. & CEO W.M. Anderson, Pres. & COO	
Crown Zellerbach Corp. 1 Bush Street San Francisco, Calif. 94119 415 - 823 - 5000	C.R. Dahl, Pres. & CEO R.M. Boyle, EVP M.M. Jamieson, SVP J.S. Barton, VP	
East Texas Pulp & Paper Co.		
Gulf and South American Steamship Co.		Sub of Lykes-Youngston Corp.

ESCUELA AGRICOLA PANAMERICANA

1979 CORPORATE FUND DRIVE - TRUSTEE ASSIGNMENTS

G. E. Putnam (15)

- *Citibank (via Banco de Honduras)
- *Chase Manhattan Bank
- *Monsanto Company
- Warner Lambert Inc.
- CPC International Inc.
- *Banco de Bogota
- *Corporacion Financiera de Bogota
- *Banco de la Republica, Bogota
- Richardson Merrill Inc.
- Crown Zellerbach Corp.
- *Exxon Corporation and subs
- Merck & Co.
- Southeast First National Bank, Miami
- Union Carbide Corp.
- *U.S. Tobacco Co.

T. D. Cabot (5)

- Deere & Co.
- *Texaco Inc.
- Celanese Corp.
- Ciba Geigy S.A.
- Cabot Corporation

G. P. Gardner (11)

- General Mills Inc.
- W. R. Grace & Co.
- American Cyanamid Co.
- *Int'l. Tel. & Tel. Corp.
- *Stanley Works
- *United Brands Inc.
- Winn Dixie Stores Inc.
- Mobil Corp.
- Int'l. Business Machines Corp.
- Sears Roebuck & Co.
- General Electric Co.

J. W. Weeks (4)

- *Shell de Honduras S.A.
- *Agro Comercial Sequovia
- *Church World Service
- *Int'l. Minerals & Chemicals Corp.

J. R. Kimberly (1)

- Kimberly-Clark Corp.

F. H. Winthrop (1)

- Gillette Company

J. W. Reitz (1)

- *Ralston-Purina Inc.

G. B. Wright (4)

- Nabisco Inc.
- Cheeseborough Ponds Inc.
- Continental Group Inc.
- Gulf and Western Industries Inc.

J. V. Scibetta (5)

- Coca Cola Corporation (through bottler)
- Cerveceria Hondurana
- Del Monte Corp.
- Bank of America
- *Castle and Cook Inc. and subs

F. Rosegarten (4)

- Allied Chemical Corp.
- Campbell Soup Co.
- *Charles E. Merrill Trust
- Hawaiian Agronomics Inc.

L. M. Roberts (2)

- *Pioneer Hi-Bred Int'l. Inc.
- *Mrs. W. L. Douglas

S. E. Malo (4)

- Duval Chemical Co.
- *West German Embassy
- *AGEAP - Cap. Dominicano Inc.
- Banco Central de Nicaragua

Need Volunteers (10)

- Asgrow Seed Co. sub of Upjohn Co.
- Abbot Laboratories Inc.
- Allied Chemical Corp.
- Allis Chalmers Corp.
- Pepsico Inc.
- Dow Chemical Co.
- Goodyear Tire & Rubber Co.
- American Brands Inc.
- W. Atlee Burpee Co.
- Ferry-Morse Seed Co. sub of Purex Corp.

* Denotes donated in 1978.

History

The Escuela Agricola Panamericana was founded in 1941 by Mr. Samuel Zemurray, then President of the United Fruit Company in a bold step to address some of the myriad problems facing agriculture in Latin America. Among the problems that he saw were: low productivity per man and per acre; continual reliance on traditional methods; and loss of arable land through improper irrigation and denuding of entire forests without replanting. He saw clearly that with a rapidly increasing population, such problems could only worsen.

With the help of Dr. Wilson Popenoe (who served as Director of the School for its first two decades) this vision of a School dedicated to the education of field trained, practical agricultural technicians was finally realized in the Zamorano Valley, approximately 25 miles southeast of Tegucigalpa in Central Honduras. Organized as a Delaware corporation (and recognized as a tax exempt educational institution), the School was authorized to operate in Honduras by the Congress of the Republic as a private, international entity. It was given land and an initial endowment by the United Fruit Company. Its charter was directed towards native born citizens of Spanish speaking tropical American countries. Since its opening, approximately 1,500 graduates, or "Zamoranos" as they are commonly called, have completed the Escuela program and become significant contributors to agricultural production and know-how throughout Latin America.

The basic instructional philosophy of the Zamorano program has been "learning by doing". In 1977, the student body was comprised of approximately 280 Latin American youths representing over 15 countries. Since its founding, the Escuela has endeavored to foster education opportunities for young Latin American boys of all socioeconomic backgrounds. Admission is by competitive examination, with approximately 10 applicants for each student accepted. In the early life of the School, admission was permitted with a sixth grade education. By 1957, admission standards were raised to require a high school diploma or equivalent.

Program

The Zamorano program consists of a 3-year curriculum with each scholastic year extending for 11 months. Therefore, the only period of the year during which the Escuela is not in full operation is between graduation in early December and the admission of new students during the second week in January. Zamorano adheres to a rigorous academic standards and includes substantial amounts of daily field instruction -- all in all a well balanced program of "learning by doing".

The first year curriculum includes courses in horticulture, vegetable and fruit production, bee keeping and soil management and irrigation in addition to a core curriculum of biology, math and English. The second year of study includes coursework in plant pathology, farm machinery, forestry and field crop production. The core educational curriculum in the second year is

extended to include chemistry and physics as well as math and English. The third year curriculum adds special work in animal husbandry. A typical week is comprised of 24 hours of field instruction in addition to 20 hours of classroom and laboratory study. Students and faculty live on the approximately 5,000 acre campus and enjoy a low student faculty ratio of approximately ten to one.

A central goal of the Zamorano program since its founding has been the development of skilled conservationists, entomologists, botanists, agronomists and horticulture and livestock production technicians who would remain in their native Latin American environment. In this manner, the impact of each individual Zamorano graduate is multiplied several-fold by their influence on others in their native countries. Graduate achievements testify to the extent to which this goal has been achieved. Of the more than 1,500 graduates, almost all are engaged in agriculture or service to agriculture in business, government, or education throughout Latin America. More than 50% are in government service in strategic positions. This includes five national Directors General of Agriculture, and seven agricultural school directors who through these institutions have a considerable impact on agricultural education throughout the region. Many of the Zamoranos have gone on to achieve higher degrees. As of 1972, among graduates there were 23 doctorates, 79 masters degrees, 96 bachelor of arts degrees and 4 medical degrees in veterinary medicine. An addenda sets forth some typical biographies of Escuela Agricola Panamericana graduates and their substantial achievements.

Funding and Current Operating Needs

In its early years, the Escuela managed to keep within the restraints of its budget by virtue of its endowment income and continuing support from the United Fruit Company. Inevitably, increasing costs of education, food and shelter have made it necessary to seek financial support on a broader basis. Over recent years, the Escuela has been actively seeking contributions from both the public and private sectors, from business and industry, from individuals and foundations in both Central and Latin America and the United States.

The Republic of Honduras, as host country, has not only cooperated with the Escuela administration but has also given scholarship support. So has the Dominican Republic. Through the German Embassy, assistance has been given to the Forestry Department of the Escuela. The U.S./AID program has strengthened the Escuela's ability to continue an effective program by providing from time to time for not only badly needed additions to the physical plant, but for some basic scholarship support as well. United Brands Company has been consistently supportive of EAP. Among other corporate contributors are Cabot Corporation, Castle & Cooke, Inc., Cerverceria Hondurena, Gillette, W.R. Grace, Kimberly Clark and U.S. Sugar. Interestingly, the U.S. Sugar contribution provided scholarships for 24 EAP graduates to permit them to go to the University of Florida.

The Rockefeller Foundation has provided expertise and insight in evaluating the Escuela's role over the years and helping to ensure that the quality of its faculty remains high. Both the Lilly Foundation and the Tinker Foundation have helped in different ways.

The cost of student education at the Escuela is approximately \$3,600 per year including tuition, board, clothing, laundry, medical and dental costs. The continued subsidization of educational costs permits economically disadvantaged youths to benefit from the program. However, the Escuela is faced with a widening deficit between the rising costs of education and its income from its endowment plus other unrestricted revenue. Educational and general expenditures in 1977 totalled approximately \$1,400,000, exceeding unrestricted revenues by approximately \$100,000. The continuation of the Escuela Agricola Panamericana program and its uninterrupted tradition of excellence in agricultural education throughout the Americas is dependent upon a broadening of the base of support from those who have learned or are learning that quality agronomic programs are essential to the vitality of developing nations.

1600 South Joyce Street
Apartment B-1211
Arlington, Virginia 22202

May 21, 1971

Mr. William Lybrook
Senior Vice President
Reynolds Industries
Winston Salem, North Carolina

Dear Mr. Lybrook:

Since your Committee on Gifts and Contributions is so heavily committed to education and knowing that you might be in a position to assist some in overseas education I am happy to bring Escuela Agrícola Panamericana to your attention.

It is a small private school of around 200 students, but its graduates have been exceedingly effective. It was founded in 1941 by Mr. Sam Zemurray, President of the United Fruit Company. For its first 15 years it was largely the child of the Fruit Company. Income beyond that provided by the Zemurray endowment was provided by the Company. For the past decade, however, the school has had to depend, beyond endowment income, upon other sources of income, although the United Fruit Company has continued to be one of our major contributors.

Since its first graduating class 28 years ago, it has graduated over 1500 students from its intensive 3-year agricultural program. Throughout its history strong reliance has been placed on the concept of "learning by doing" but without neglecting basic and theoretical classroom work. Over 95 percent of the graduates are working in agriculture or closely allied fields. They have assumed positions of leadership in the 15 tropical countries of the Americas from which they came to study with us.

The School has had an influence far beyond the accomplishments of its outstanding graduates. At least three other countries have established similar schools after observing the effectiveness of our graduates. It has had other influences on educational systems in Latin America through encouraging the modernization of curricula and injecting practicum experience in the educational process.

I know of no other comparable effort of public or private support from the United States which has contributed so effectively to agricultural improvement in Tropical America.

In bringing EAP to your attention I do so without projecting some bold new plan for the School. Rather we need operating funds to carry on and enhance further an already exemplary program. There is enclosed a brief annual report for 1971.

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Should you desire additional information please let me know.

After June 19 my address will be:

c/o Rockefeller Foundation
G. P. O. 2453
Bangkok, Thailand

I hope that in your travels you could pay us a visit.

With all good wishes and continuing appreciation for the work of your Committee, I am,

Sincerely,

J. Wayne Reitz, President
Board of Trustees