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EXECUTIVE DIRECTOR  
AMB. C. WILLIAM KONTOS

THE SECRETARY OF STATE'S  
ADVISORY COMMITTEE ON  
SOUTH AFRICA

cc: OAA  
3-25-86

March 20, 1986

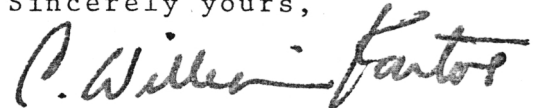
Mr. James Kelly  
Deputy Assistant Secretary for  
Africa and Near East  
Department of Commerce  
Washington, D.C. 20230

Dear Mr. Kelly:

On behalf of the Secretary of State's Advisory Committee on South Africa, I would like to thank you warmly for your exceedingly useful contribution to our meeting on March 11, 1986.

The members of the Advisory Committee found your presentation most informative. As our deliberations proceed, we hope that you will feel free to send us any written materials that can help the Advisory Committee in its efforts to seek ways to promote peaceful change in South Africa.

Sincerely yours,



C. William Kontos  
Executive Director

Handwritten notes: C. Kontos 3-24-86

JUL 3 1986

Alhaji Rilwanu Lukman  
Minister of Petroleum Resources  
Lagos, Nigeria

Dear Alhaji,

Congratulations on your recent election as President of the  
Organization of Petroleum Exporting Countries.

If I can assist you on the projects under the jurisdiction of  
the Petroleum Ministry or under the Ministry of Mines, Power,  
and Steel, as we discussed during our conversations in Lagos  
last January, please let me know.

Sincerely,

James B. Kelly  
Deputy Assistant Secretary  
for Africa, the Near East and South Asia

ITA/IEP/AFRICA/JLRobb/gam  
cc: Kelly, Blackman, Robb

x4388  
Wang #1584

07/02/86



EMBASSY OF THE  
UNITED STATES OF AMERICA

August 26, 1986

Thank you  
file - 90R  
ALGERIA

James B. Kelly  
DAS/IEP

Dear Jim,

Just a short note to say the Ambassador and DCM were very appreciative of your support for the the Oran Consulate. The outcome is still not known but we are all hopeful it will be positive.

I will be knocking on your door at USDOC around the 10th of September.

Hope all is well and look forward to seeing you.

Best Regards,

James R. Terpstra  
American Graduate School of  
International Management  
Thunderbird Campus #2007  
Glendale, Arizona 85306  
(602) 843-4986

September, 6, 1986

Mr. James Kelly  
Deputy Assistant Secretary  
U.S. Department of Commerce  
1820 Kalorama Rd. NW  
Washington, D.C. 20009

Dear Mr. Kelly:

Greetings from the Arizona desert! I am in my final semester at Thunderbird. I am interested in working for the Commerce Department and am writing to ask you for some advice. I have a couple of specific questions I would like you to answer, but first will briefly describe my area of interest.

I am interested in the areas of export promotion, trade administration, and market research analysis. I speak Mandarin Chinese and have interest in, and knowledge of South and East Asia.

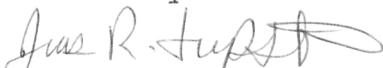
I am trying to focus on what kind of job would be best for me. Please answer any of the following questions that apply to your experience.

- A. Describe what a typical day on the job is like.
- B. Does your job entail much travel? If so, how much?
- C. How do you see the advancement opportunities in the Commerce Dept.?
- D. Is the job you have now your first choice?
- E. Did you come to this job from private business?
- F. Do you plan to leave it for private business?
- G. Is it Challenging? Stifling? Boring? Interesting?
- H. What is the worst thing about working there? The best?
- I. It has been said that 4 of 5 jobs are gotten through contacts, how true is this in government?
- J. Please describe how you got your job.

I realize you probably get bombarded with requests from Thunderbirds all the time. I guess it is a testimony to how valuable your experience and advice is to us. I hope that you will have the time to answer at least a few of my questions.

I am told that the Thunderbirds in Washington have an active network. I plan to move to the D.C. area in January and look forward to the possibility of meeting you.

Sincerely

  
James R. Terpstra



*Personal*



**UNITED STATES DEPARTMENT OF COMMERCE**  
**International Trade Administration**  
Washington, D.C. 20230

September 12, 1986

Mr. James R. Terpstra  
American Graduate School of  
International Management  
Thunderbird Campus #2007  
Glendale, Arizona 85306

Dear Mr. Terpstra:

Thank you for your request for the following information:

- A. 12 hours
- B. Yes - much!
- C. Seldom
- D. For now
- E. Yes
- F. Yes
- G. Yes; Yes; Yes; Yes
- H. Zero creativity; The people I work with
- I. Very
- J. See "I"

Sincerely,

James B. Kelly, III  
Deputy Assistant Secretary for  
Africa, the Near East, and South Asia

JBK/ke





**UNITED STATES DEPARTMENT OF COMMERCE**  
**International Trade Administration**  
Washington, D.C. 20230

October 10, 1986

Mr. John James Arthur  
Dean of Admissions  
American Graduate School of  
International Management  
Thunderbird Campus  
Glendale, Arizona 85306

Dear Mr. Arthur:

Karen Moorhouse will apply to Thunderbird for admission in August, 1987. As a Thunderbird graduate (June, 1964), I have strongly recommended the school to Karen and now, in turn, would like to recommend that Karen's application be favorably received.

Drawing from my international business and government experience following graduation, I want to assure you that Karen will not only be an outstanding student at Thunderbird, she will also be a first-rate performer in the international world. As I think you will see, this is an easy observation for me to make because: she was raised in a bilingual family and can think in two languages; she has lived and worked overseas in developed and developing countries; and she has an abiding interest in an international career as demonstrated by her successful pursuit of international studies at Virginia Tech (a school which I also attended).

Frankly, I have counseled many young people concerning their studies and career and have found few as highly qualified and motivated as Karen. You have my highest recommendation that she be admitted next August.

Sincerely,

James B. Kelly  
Deputy Assistant Secretary for  
Africa, the Near East and South Asia

JBK/ke

enclosures





**UNITED STATES DEPARTMENT OF COMMERCE**  
**International Trade Administration**  
Washington, D.C. 20230

*File*

October 20, 1986

Mr. Drew Lewis  
President  
Union Pacific  
1416 Dodge Street  
Omaha, Nebraska 68179

Dear Drew:

A process to recover unminable coal reserves for the production of chemical feedstocks and liquid fuels has caught my attention. As a result of the Chevron/Gulf merger, a new Pittsburgh company, Energy International, Inc. (EI), was formed and acquired coal technologies developed by Gulf Research. The company recently joined Stearns Catalytic Corp, and Rocky Mountain Energy (RME) in submitting a proposal to the Department of Energy for an Underground Coal Gasification Project in Rawlins, Wyoming. They are one of nine groups selected for negotiations under the Clean Coal Technology Program. The attached copy of EI's testimony to the Science and Technology Committee describes the project.

The proposed project could lead to a commercial plant making diesel fuel from RME coal by the mid-1990's; a domestic source of conventional diesel fuel may be attractive to Union Pacific within that time frame. EI believes the technology is ready to exploit, and could provide the basis for a new petrochemical industry in the Rockies.

There are also good prospects for applying the technology overseas. EI has signed a contract with the New Zealand Ministry of Energy to prepare a feasibility study for use of the process, and is also negotiating with the Oil and Natural Gas Commission in India. As Rocky Mountain Energy is a part of the Union Pacific Group, I thought this matter would be of interest to you and your staff.

Sincerely,

James B. Kelly  
Deputy Assistant Secretary for  
Africa, the Near East and South Asia

enclosure



EGYPTIAN AMERICAN CHAMBER OF COMMERCE  
الغرفة التجارية المصرية الأمريكية

File  
9/22/86

October 29, 1986

Mr. James Kelly  
Deputy Assistant Secretary for Africa, the Near East & South Asia  
Room H3872  
U.S. Department of Commerce  
Washington, DC 20230

Dear Jim:

It was a special pleasure to welcome you as a participant and moderator for the full-day Seminar and Luncheon on, "Egyptian American Business Dynamics in Changing Times," which we were pleased to co-sponsor with the Department of Commerce on Wednesday, October 22, 1986 at the St. Regis Sheraton in New York City.

On behalf of the officers, staff, members and guests, I want to express our deep appreciation to you for taking the time out of your busy schedule to join us.

Your personal contribution to the program, and Cynthia Anthony's fine support and presentation, helped to assure the success of our event.

We believe this kind of exchange provides the basic information and personal contacts essential for the continuous, successful development of Egyptian American business relations.

We look forward to maintaining our close, supportive relationship in the future and we would be pleased to hear from you whenever the EACC might be of assistance.

Sincerely,

*Farouk*

Farouk A. Zaki  
Executive Director



**UNITED STATES DEPARTMENT OF COMMERCE**  
**International Trade Administration**  
**US & Foreign Commercial Service**

District Office  
1000 Liberty Avenue  
Pittsburgh, Pennsylvania 15222

November 21, 1986

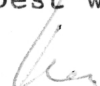
Mr. James B. Kelly, III  
Deputy Assistant Secretary for  
International Economic Policy/ANESA  
U.S. Department of Commerce  
International Trade Administration  
U.S. and Foreign Commercial Service  
Room 3872, Herbert C. Hoover Building  
Washington, D.C. 20230

Dear Jim:

Now that the champagne has fully annointed the occasion of my appointment as director of the Pittsburgh District Office, I wanted to make the celebration complete with this note to you to extend my sincerest "thanks" for your good words in my behalf.

I'm looking forward to an oppportunity to thank you personally, and am enthusiastic as well with the prospect of working with you in the future.

With best wishes,

  
John A. McCartney,  
Director

(412) 644-285C  
FTS 722-2850

