



**CONSULATE GENERAL OF THE  
UNITED STATES OF AMERICA**  
8, Abdullah Haroon Road  
Karachi, Pakistan

May 17, 1987

Mr. James B. Kelly  
Deputy Assistant Secretary  
Africa, the Near East, South Asia  
United States Department of Commerce  
International Trade Administration  
Washington, D.C. 20230

Dear Jim,

I want to thank you for your very welcome personal note of March 11, 1987, and all the support you gave me regarding my bid for the Brussels SCO posting. My reporting date is now set for August 21st.

If there is anything I can do for you in the next 2 months before I am scheduled to leave "your" territory, please let me know. I intend to turn over to George Kachmar as up-to-date an operation here as I can make it, and I'm only sorry that our schedules don't allow for an overlap. On the positive side, he will find an extremely supportive and commercially attuned Consul General and DPO here in Karachi, an equally able and enthusiastic CG and FCS duo in Lahore, and, as you know, a truly superlative Econ Counselor and Section in Islamabad. These are all big pluses that have made the past 3 years exciting and totally absorbing, in spite of the size of the Country and the distances that separate all of us.

On a lighter note, I am enclosing a reprint from India which appeared in the Karachi press recently. (I have the impression that these "laws" are not confined to the sub-continent, nor to the public sector exclusively.)

May I also take this opportunity to wish you a less hectic summer, and an occasion to make a rest stop in Brussels during the early Fall. Until then, all the Very Best.

Sincerely,

A handwritten signature in cursive script, appearing to read "Jim W.", written in dark ink.

James E. Winkelman  
SCO/Karachi



EMBASSY OF THE  
UNITED STATES OF AMERICA  
Paris, France

August 13, 1987

Mr. James B. Kelly  
Deputy Assistant Secretary  
for Africa, the Near East,  
and South Asia  
Room 3872  
U.S. Department of Commerce  
14th and Constitution  
Washington, D.C. 20230

Dear Jim:

I heard good news yesterday from Bill Bucknam, the Vice President of M&W Pump Company who called from Deerfield Beach, Florida. Bill indicated that EXIM Bank has just approved M&W's \$52 million loan for Nigeria.

As you know, we all worked long and hard on the M & W case to help them get the business. In fact, at one point, I was concerned that M&W (and perhaps we in Lagos) had somewhat overplayed our hands in lobbying back in Washington. Obviously, in the final analysis the full-court press worked.

I thought you would want to know this because you, too, were involved in the early stages of the deal. You may remember your meeting with Minister of Agriculture Lieutenant General Akinrinade, a youthful looking guy, who as you pointed out, had an M&W Calendar on his wall in his office.

Also while you were in Lagos, you met David Eller, the President of M&W, as well as Bill Bucknam, and their finance chief, Juan Ponce. You may also remember Alhaji Indimi, who was M&W's local contact person. We all felt that the M&W business was good for Nigeria, given the country's agricultural priorities, and it was certainly satisfying to hear from Bill after all this time that the business has gone through. Obviously, many, many people share in the credit, including several on your staff and H.P. Goldfield, who also pushed for it in his capacity as the Commerce representative at EXIM. Finally, John Bohn deserves our thanks for putting up with us for so long on this one.

Best personal regards,

  
James A. Moorhouse  
Commercial Counselor

cc: Alex Good  
Ted Rosen

P.S. Sahai  
Minister(C&S)



**EMBASSY OF INDIA**  
COMMERCE WING  
2536 MASSACHUSETTS AVE., N.W.  
WASHINGTON, D.C. 20008  
TELEPHONE: 939-9806

October 7, 1987

Dear *James,*

Many thanks for your kind message of condolence on the occasion of sad demise of my mother. One has to accept God's Will in such situations, but sympathies from friends like yours help one in overcoming this grief.

*With best wishes*

Yours sincerely,

*P. S. Sahai*  
( P.S. Sahai )

Mr. James B. Kelly  
1820 Kalorama Road, NW  
Washington, DC 20009

# UNION PACIFIC CORPORATION

345 PARK AVENUE



NEW YORK, N. Y. 10154

DREW LEWIS  
CHAIRMAN

October 16, 1987

Mr. James B. Kelly  
1820 Kalorama Road, N.w.  
Washington, D.C. 20009

Dear Jim:

Many thanks for your note of congratulations. I am looking forward to being the CEO at Union Pacific and, hopefully, making a valuable contribution. We are going to keep the company on track.

Best personal regards.

Sincerely,

A handwritten signature in cursive script, appearing to read "Drew".

DL:rc



*file*  
*ca/OSA*

## Indo-American Chamber of Commerce

Vulcan Insurance Building, Veer Nariman Road, Bombay 400 020

**H.R. Prasad**  
President

Telephone 221413/221485  
Telex 011 3891 IACC

November 3, 1987

Mr. James B. Kelly  
Deputy Assistant Secretary  
Africa, The Near East, South Asia  
U.S. Department of Commerce  
Washington, D.C. 20230  
U.S.A.

Dear Jim:

I have just returned and I thought I would send you this brief note to thank you for the meeting we had on October 19 in Mr. Bruce Smart's office. I found the meeting very useful, and all of us at the Chamber are looking forward to Mr. Smart's visit to India later this month.

Sincerely

H. R. Prasad

mv

EMBASSY OF ISRAEL  
WASHINGTON, D. C.  
MINISTER (ECONOMIC AFFAIRS)



שגרירות ישראל  
ושינגטון  
ציר כלכלי

November 24, 1987

*globe*

Mr. James Kelly  
Deputy Assistant Secretary  
for Africa, Near East and South Asia  
U.S. Department of Commerce  
14th and Constitution Avenue, N.W.  
Washington, D.C. 20230

Dear Mr. Kelly:

On behalf of the Embassy of Israel, I would like to thank you for participating in the U.S.-Israel Trade Conference. Your involvement helped make the conference a great success.

Many conference participants expressed their appreciation for the candid advice they received from the speakers. Your experience in dealing with Israeli companies was very helpful to those business people interested in finding out more about how to take advantage of the Free Trade Area Agreement.

Again, thank you for taking the time to join us at the conference. Your participation was greatly appreciated.

Sincerely,

Pinhas Dror  
Economic Minister  
Embassy of Israel