



THE FAS LETTER

TO AGRICULTURAL ATTACHES AND OFFICERS

Number 146

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FASERS RECEIVE AWARDS FOR COST REDUCTION ACHIEVEMENT

Nine FAS employees received the Secretary's Special Merit Award for Outstanding Cost Reduction Achievement at the USDA Special Merit Awards Program held in the Patio at 10 a.m., March 28.

FAS employees who received the awards were Tom Street, deputy assistant administrator for Program Development and Operations; Jerry Barringer, management technician, and Gladys Grear, secretary, Management Services Division; and members of the Ocean Transportation Rate Negotiating Group, composed of Joe Ryan, director, Ocean Transportation Division, John Hudgins, John Maxwell, Jack Cushing, Tom Poerstel, and Ed Matthews.

Tom was recognized for the elimination of duplication by FAS and ASCS delivery orders. The entire function was transferred to ASCS with no increase in ASCS staff. The FAS staff was reduced with a yearly savings of \$18,400.

Jerry and Gladys were responsible for ridding FAS of inefficient, poorly designed and costly forms. The two provided FAS with efficient forms to accomplish its major objectives. The 1967 fiscal year savings was \$14,000.

The Ocean Transportation Rate Negotiating Group has a documented savings of \$1,006,500. Possession of intimate knowledge of the ocean transportation market enabled the group, through negotiation, to save the Government this amount in ocean transportation costs.

PAUL'S NEW SECRETARY SPOTS POST



Attache Paul Minneman, Bonn, discusses the German agricultural attache post with a new secretary, JeanMarie Sanders. The picture was taken on JeanMarie's first day as an FAS employee. Paul and his wife, Mary, were enjoying home leave in the States before returning to Bonn. He was impressed with the heavy citrus crop he saw growing in Florida, and the heavy snows he encountered in Chicago where the Minneman's daughter and her family live. JeanMarie came to FAS from IADS where she had worked for 3 1/2 years.



A week's bout in the hospital postponed by one week Area Officer Dale Farringer's trip to Latin American posts. Dale left FAS/W on February 26, and he expected to return on March 26. While in Latin America, he was hospitalized for two days at Rio de Janeiro. Dale planned to visit with attache staffs at Brasilia, Rio de Janeiro, Sao Paulo, Lima, Quito, and Santo Domingo.

European Area Officer Tim Engbretson left FAS/W on March 26 to visit several attache posts in connection with his area officer work. He will visit Lisbon, Madrid, Milan, Vienna, Bern, and Paris before he returns to FAS/W in April.

Afif I. Tannous, area officer for the Near East and Africa, will participate in an international seminar, "The U.S. and the Islamic Middle East," at Stanford University, April 21 to 23. Afif will discuss the dynamic role of the Islamic religion in development, especially as it influences agriculture and the production of food. The committee asked Afif to participate after reading two of his papers: "Human Organization: Dilemma of the Elite in Arab Society", and "Assumptions and Implications of 'Community Development' in Underdeveloped Countries." He will also address the Committee on African Studies in a seminar entitled "Agricultural Development in Africa."

All foreign service officers headed for Middle Eastern assignments hear Afif lecture monthly at the Foreign Service Institute, State Department. He discusses "The Critical Role of Agriculture in the Middle Eastern Development."



WHEAT AND BARLEY RESEARCH IN UAR--Attache Jim Hutchins, Jr., Cairo, left, examines quality wheat grown in Egypt. The research was financed with Egyptian pounds obtained by the U.S. from sales of farm products in Egypt under Public Law 480. A comparison of the wheat grown under research conditions and wheat grown under "normal" conditions attests to the promising research results. A Certificate of Appreciation was presented to Dr. S. Dessouki, right, Wheat and Barley Research Section, Ministry of Agriculture, in recognition of his work. USIS is doing a series of articles on research made possible by the availability of PL-480 pounds. These stories are being used in the Sadaka magazine, printed in Arabic with a circulation of 50,000.

Deputy Director of Personnel Pauline Moore and her husband, Donald, are busily planning the June wedding of their daughter, Sharon Marie, to Thomas A. Kirk, Jr., of Richmond. Sharon will be graduated in May from Catholic University, Washington, D.C. Her fiance is a doctoral candidate at Catholic University and an assistant professor of psychology at Richmond Professional Institute.

THE FAS LETTER



To U.S. Agricultural Attache Posts
United States Department of Agriculture
Foreign Agricultural Service
Washington, D.C. 20250

Editor: Marjorie Marugg, rm. 5916
So. Bldg. Ext. 4928

EXTRA EFFORT APPLAUDED

Attache Elmer Hallowell and Assistant Attache Jim Frink, Tokyo, have been lauded for providing information to the Oregon Extension Service's International Marketing Program. In a letter to Horace Davis, Donald M. Taylor, Oregon's Extension International Marketing Specialist, credited Elmer and Jim with getting valuable information from Japanese trading companies. The Tokyo Attache Service also arranged for a Japanese produce man to sample and evaluate Spanish onions from eastern Oregon with the anticipated result of a new onion market.



MARY, MARY, WHAT DO YOU SEE? Mary Jane Resendes and Mary Grant, left to right, apparently see careers as FAS secretaries ahead as they orient themselves to their new jobs. Mary Grant has just replaced Mary Resendes as secretary to Far East and South Asia Area Officer Paul Taggart. Mary Resendes is taking training (and shots) in preparation for her first field assignment. Mary Grant was previously secretary to Paul Taggart before she went to Brussels in 1964 as secretary at USEC. Before her return to Washington, she enjoyed visits to Italy, The Netherlands, England, France, Spain, Portugal, Gibraltar and The Holy Land.

Nick Triantaphyllides, local at Athens, arrived in the States in mid-March to serve as interpreter and escort officer for a State Department leader grantee. The two will be in the U.S. for two months.



A FISH HOT DOG? That is what Attache Bob Tetro, center, is telling Consul General Tom Crain at the Milan Food Show. Still awaiting judgment is Ted Trancu, right, who handled the public relations for the show.

FAS/IADS CLUB CONTINUES VARIETY IN PROGRAMING

Variety will continue to keynote FAS/IADS club meetings under the presidency of Berk Beukenkamp, Export Programs.

In April the club will hear Detective Sergeant Joyce Plath of the Criminal Investigations Division, Metropolitan Police Department. Sergeant Plath will discuss safety problems of those living and working in Washington. Michel Le Gouis, French agricultural attache to the United States, will discuss "New Developments in French Agriculture" at the May session. Water Pollution: How soon will we swim in the Potomac? This question will be analyzed in June.

The January meeting focused on ideas for the future. February brought Thomas M. Ware, chairman of the Board, International Chemicals and Mineral Corporation, who discussed "A Businessman's View of Our Hungry World". In March, Cody Pfanstiehl, director, Community Services, National Capital Transportation Agency, used slides to tell the club that rapid transit will become fact, not fiction, sooner than we think... maybe 1971!!

At the March meeting, Assistant Administrator for Management Art Minor and his staff members were especially recognized.



ATTACHE CLYDE R. KEATON, right, of Belgrade, examines some mechanically picked hops near Zalec. Shown with Clyde is Mr. Pelikan, director of the Hops Institute, Zalec. The second photo shows Clyde and Mr. Pelikan as they visit a private farm where the hops are hand picked. Yugoslavia is the sixth largest producer of hops and the fourth largest exporter behind the United States, West Germany and Czechoslovakia.

MARKET DEVELOPMENT WORKSHOP IN TOKYO

Late March and early April found a Market Development Workshop underway in Tokyo. Chairman of the conference was Berk Beukenkamp, assistant to the assistant administrator, Export Programs, FAS/W.

The 1967 Tokyo workshop gave agricultural attaches, cooperators, and FAS/W personnel an opportunity to develop ideas and plans for increasing U.S. agricultural dollar markets and sales. Last year, the host country, Japan, imported nearly \$1 billion of agricultural commodities.

Attache staffers attending the workshop included: Elmer Hallowell, Jim Frink, Bill Schaal, and Jimmy Minyard, Tokyo; John R. Wenmohs, Hong Kong; Ross Packard, India; Lee Paramore, Philippines; and Daniel J. James, economic officer, Taipei.

From FAS/W were Berk Beukenkamp; Clancy Jean, Grain and Feed Division; Russ Strobel, Dairy and Poultry Division; Ivan Johnson, Livestock and Meat Division; Clint Cook, Fruit and Vegetable Division. Keith Vice and Dick Passig, Trade Projects. Trade cooperators from the USA were represented.



WITH A LOOK OF SATISFACTION, the staff relaxes at the close of the second U.S. Food Exhibit in Milan. Pictured left to right, they are: Roberto Ravenna, agricultural specialist; Piera Gattinoni and Elena Rampello, secretaries for the Food Exhibit; Walt Stern, acting agricultural officer. Walt, on TDY at Milan until the mid-March arrival of Agricultural Officer Duane Nelson, will be reassigned to FAS/W.

FAS SCOUTS TALENT

FAS officials are becoming talent scouts as they accept invitations to make springtime visits to college campuses across the nation.

Speaking and seeking potential attaches and other FAS personnel as they traveled, some of our talent scouts have been Joe Phillips, Personnel Division; Horace Davis, Agricultural

Attaches; Hugh C. Kiger, Tobacco Division; Clint Cook, Fruit and Vegetable Division; George Parks, acting General Sales Manager; Peter Pauli, General Sales Manager's Office; Don Novotny, Grain and Feed Division; Harlan Dirks, Livestock and Meat Products Division.

Other FASers will complete the recruitment circuit in April and May.

Ann Bibbo, former secretary to Attache Clayton Whipple, Brussels, has gone to Rome where she is secretary to Attache Bob Tetro. Ann fills the vacancy created when Mollie Iler returned to Washington to be secretary to Les Brown, administrator of IADS. Patty Shannon has arrived in Brussels for her secretarial assignment in Clayton's office.

Rose Mary Bland left Brussels, where she was on TDY, March 4 for home leave in the States.



TALENT COMES TO FAS--Assistant Administrator Horace Davis, above, explains FAS secretarial advantages to a Bennett College senior at an FAS/W reception. Below, Deputy Assistant Administrator Burl Stugard discusses highlights of overseas secretarial opportunities with two students from Bennett College, Millbrook, N.Y. The girls were among 26 seniors from the college who participated in an overseas service program designed to introduce college students to the challenging career opportunities. The group also visited other governmental agencies in Washington.





FAS/W-COOPERATOR CONFERENCE--The effectiveness of the recent FAS-Cooperator Workshop in Europe was reviewed by this office panel of FAS/W and cooperator personnel gathered at the International Inn in early March. Pictured at the chalkboard, left to right, are: Lee Campbell, Institute of American Poultry Industries; Russ Strobel, Dairy and Poultry Division; Dean A. Specht, National Renderers Association; Russ Hudson, Foreign Market Development, Rice Council; Ken Krogh, Export Programs; Hugh Robinson, Fats and Oils Division. Former members of the Attache Service included Russ Strobel, ex-assistant attache, Tokyo; Russ Hudson, ex-agricultural officer, Hamburg; Hugh Robinson, ex-attache, Stockholm. All had participated in the European workshops.

BRUSSELS STAFF HAS 'FAMILY' PARTY--Glen and Joanne Samson were holiday hosts to the Embassy and USEC Agriculture family. Other guests were Rene Kaufman, Rice Council, and Rose Mary Bland, TDY from London. They are: Ann Bibbo; Marge Enzler; Ernest Koenig; Glenn Samson; Elizabeth Koenig; Rose Mary Bland; Lucien Beauduin; Joanne Samson; Hazel Whipple; Jacques Laruelle; Mrs. Jacques Laruelle; Clayton Whipple; Jackie Beauduin; Barbara Samson; Al Persi; Rene Kaufman; Amparo Persi.



OIG TEAMS TO VISIT AFRICA AND MIDDLE EAST

The Office of the Inspector General will send two auditing teams to Africa and the Middle East in early April. Lou Castro and Frank Terbush will visit attache posts in Morocco, Liberia and Congo.

Jim Davey and Russ Aiken will go to Kenya, Iran and Israel.



ELIZABETH SPARKS, secretary, Hong Kong, writes Amanda Halford that she loves Hong Kong. Even so, at the time of her letter, she was anticipating the passing of six months, two weeks, and five days until she will be stateside once more.

The Central American Livestock Show was held in David, Panama, in March. A major market for U.S. breeding animals, the show was attended by Attache Dick Welton, San Salvador; Attache Dalton Wilson, Guatemala; Attache Scotty Kevorkian, Costa Rica; Ivan Johnson, FAS Livestock Division.

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DISCUSSING PAST TRADE FAIR PROMOTIONS and looking to future fairs are, left to right, Elmer Winner, Export Programs; Jim Martin retiring as International Trade Fair Coordinator; Ed Gorman, Point of Sale Promotion, all of the International Trade Fairs Division. Jim was honored with a dinner and reception at a February retirement party.



The Lebanese Government has launched a project to provide space for an "international" garden. The Pine Park of Beirut will be the place where many countries will design and produce a garden spot representing their homeland. Ambassador Dwight J. Porter and Attache Dan Sheppard are working through U.S. Government and private agencies to see if the U.S. can participate in this project.

Attaches Bill Bowser of Quito, Wally Rowan of Santiago, Joe Dodson of Buenos Aires and Henry Buckardt of Montevideo arranged the itinerary for a cattle promotional tour by several members of the Polled Hereford Association. The group was accompanied by Claude Dobbins, FAS/W who was scheduled to return through Lima for work with Fred Traeger.

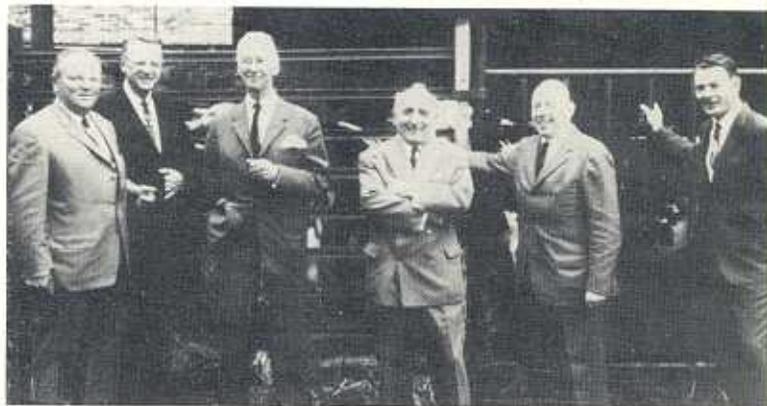
Participating in February dairy cattle sales promotions have been Attaches Frank Ehman of Port of Spain, Carlos Ortega of Caracas, Dick Smith of Bogota, and Jack Hobbes of Santa Domingo. Fred Lege, FAS/W, spent much of February in the Caribbean working with the attaches on dairy cattle sales.



WATCHING THE OPENING of the Wheat Associates' Girls Baking Training Project at Madras is Assistant Attache Ross Packard, second from right, Wheat Associates' Country Director R.A. Hunt, officially opened the program by lighting a gas stove at the Seve Semajam Training Institute and Hostel, Madras. At the facilities 20-young girls will be trained in baking and cooking using U.S. wheat over a period of ten months. Looking from the far right is WA Assistant Country Director, R. Kandhari.

Stanley J. Andrysek, has been assigned to Rome as administrative officer, Agricultural Research Service.

VIEW SENLIS "BABY BEEF"--Assistant Attache Harold Koeller and Agricultural Specialist William Humbert of the Paris attache office recently accompanied U.S. Feed Grains Council officials to Senlis to see "baby beef." The beef are being produced on a grain ration by the Senlis Grain Cooperative. Pictured, left to right, are Mr. Morineau, Senlis Grain Cooperative; Fred Maywald, U.S. Feed Grains Council; William Humbert; Henri Martin, U.S. Feed Grains Council; Harold Koeller; Darwin Stolte, U.S. Feed Grains Council.





FAS ADMINISTRATOR RAY IOANES presents a gift from friends to Deputy Manager, John H. Dean, office of the General Sales Manager, and Mrs. Dean at John's retirement party on February 24. Over 200 persons extended greetings to John who had 34 years of government service. Officials from government, commodity groups and processing industries came to bid the Deans adieu.

International Nutritionist Named



Dr. Aaron M. Altschul is the recently appointed Special Assistant for International Nutrition Improvement. He reported to Les Brown, Administrator, of IADS. Two main approaches to improving the world's protein food supply will be fortification of cereal grains to improve their protein impact and development of commercial protein food industries in underdeveloped countries.

Duane Nelson, John Riesz and Ted Freeman of FAS/W visited New York and New Orleans trade groups in late February and early March.

GEORGE PARKS IS NAMED ACTING SALES MANAGER

George A. Parks has been named acting General Sales Manager and Frank D. Brenchley is acting Deputy General Sales Manager. The appointments were announced upon the retirement of John H. Dean.

George was agricultural attache at The Hague from 1960 to 1964, and has been deputy assistant administrator, Commodity Programs. In FAS he has also served as director, Fats and Oils Division.

In addition to his new assignment, Frank will continue as assistant manager in charge of Price and Quality Review.



AWAIT ARRIVAL OF COOKED BIRD--Frozen turkey is the star attraction at a promotional luncheon in Rome. Assistant Attache Glenn Tussey, seated center, looks to Chef Zannini to bring out the cooked turkey for a carving demonstration. Telling Italian restaurateurs about the U.S. product is A. Morgante, IAPI country director, standing behind the table.

Attache Fred Traeger, Lima, arranged for a two-man cattle buying team to attend the Houston Livestock Show February 22-26. Attache John Scholl, Mexico City, as well as a large delegation from several Latin American countries were expected to attend.