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Salmon, Katriel. 1963.

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HAF

October 17, 1963

Mr. Martin Peppercorn

S. G. Naperstek

ST. PAUL, MINN. - \$10,000 AND OVER VISITS - November 19

Discussed with Executive Director, Dan Rosenberg appointment visits.
The following appointment will be planned for November 19th:

Sidney Barros	17,500
Arthur/Eugene/Stanley Goodman	10,000
David/Joseph Paper	15,000
Carl Sharpe	5,750
Sam Singer	

It must be understood that solicitation from the outside has never really been successful in this city and consequently there is some reluctance regarding the above program. However, they agreed and will follow through on it.

Meeting will take place in the evening.

SGN/is

cc: HAF, XB, KRV, HSB, SPEAKERS

HAF

October 17, 1963

Mr. Martin Peppercorn

S. G. Neparstek

MINNEAPOLIS, MINN. - \$10,000 AND OVER VISITS - November 20

Spoke with Executive Director, Norman Dockman. Following appointments will definitely be arranged in above city:

	<u>1963 GIFT</u>
Manny Fingerhut	10,000
Israel D. Fink	
N. Bud Grossman	7,500
Arthur Melamed	25,000
Samuel Salkin	12,000

There will probably be an evening meeting.

Dockman reiterates absolute request of his leadership that in no case will J. Philips be solicited. He may be visited and if it is understood that a solicitation will not take place then an appointment will be arranged with him too.

SGN/ls

cc; HAF, IB, ERV, HDB, SPEAKERS

1 - HAF
2 - IB

October 17, 1963

Mr. Martin Peppercorn

S. G. Haparatnik

KANSAS CITY, MO. - \$10,000 AND OVER VISITS - OCTOBER 30 or 31st

Discussed with the below appointments in above city and reached agreement on the following:

1. Hyman Brand -- good and kind, but he always wants to wait.
2. Carl Dronin who also insisted upon waiting in 1963 and by so doing caused incalculable damage to the 1963 campaign.

After the above two, the following would be on an "A" list for appointments:

	<u>1963 GIFT</u>
Sosland Family	40,000
Horton/Dronin	16,000
Sam Schultz	14,000
Joseph Grinpos	7,500
Karosen group	20,000
Berkowitz group	12,500
Milton Feld	14,500
Henry Telge	17,600
Elliot Jacobson	10,000
John/Harry/Philip Small	10,000

After "A" list the following would be on a "B" list for appointments:

Harry C. Feingold	7,500
Louis C. Cameron	
Alfred Lighton	15,000
David/Jos./Lester Milgram	10,000
Paul Uhlman	10,000

There might, of course, be some cutting across the two lists depending upon appointment hours.

Meeting will take place at home of Ben Sosland either Wednesday, October 30th or Thursday, October 31st.

SGH/is
cc: HAF, IB, STV, HDB, SPEAKERS

HAF

October 17, 1963

Mr. Harry D. Boiss

S. G. Napanstek

Kansas City, Missouri - \$10,000 AND OVER VISITS

Abe Sudran called this morning quite perturbed. Evidently Hyman Brand and Earl Dranin have been "beating his brains in" about one subject. They want to know who is coming to Kansas City. They are insisting that if he is not top level they will not allow him to solicit.

Abe Sudran will be in New York on October 24th and will probably be in the office for a short visit.

SGN/ls

cc: HAF, IB, ERV, MP

HAF

October 17, 1963

Mr. Martin Peppercorn

S. G. Haparstek

MILWAUKEE, WISC. - \$10,000 AND OVER VISITS - NOVEMBER 21 - 22

Spoke with Executive Director, Melvin Zarst above date and during visit on November 21-22, appointments will, wherever possible, be set with the following people:

	<u>1963 Gift</u>
1. Albert Adelman	24,000
Ben Marcus	22,500
Julius Atkins	10,000
Harry Epstein	11,000
Max H. Karl	25,000
John Post	
Ben F. Saltstein	
Michael Shapiro	33,000
Samuel Stahl and Nathan Berkowitz	
Morris Weingrod	
Elmer Winter	

Their meeting will be set for night of November 21st.

SGN/is
cc: WAF, IR, ERV, HDB, SPEAKERS

HAF

(2) 1B

October 24, 1963

Records

Harry L. Shapiro

ROCHESTER, NEW YORK - 1963

I have delayed reporting on the meeting which was held Tuesday night, October 22, because Elmer Louis had promised to give me campaign total figures which I wanted to include. I called him yesterday and he told me that he had not worked on the figures and would give me these next week.

The meeting was held at the Irondequoit Country Club. 35 men attended and the range of giving was from \$500 to \$1,750. 22 gifts were secured for a total of \$21,175. This compares with \$19,300 giving in 1962. Since I do not have the official totals for the campaign I can only list the pledges made at the three meetings where thus far the gifts total \$138,175. This compares with \$123,300 in 1962.

One of the difficulties in giving up-to-date totals is the fact that some pledges have been made but some cards have not been signed. Mr. Louis does not include a pledge in his totals unless a card has been signed. There is another factor which makes it impossible to get an accurate total and that is the changing of gifts as the campaign proceeds. To illustrate this point - Hanon Berger increased his pledge from \$3,850 to \$4,250 at the meeting of October 8 but he also attended this meeting and again increased the pledge to \$4,400.

The meeting was addressed by Mr. Katriel Salmon. Since this was his first engagement for us on his visit to America, I spent considerable time with him before the meeting on the content of his presentation. We discussed this, both in the office on Monday, October 21 and on the trip to Rochester. He made an excellent presentation at the meeting although it was too long. His address lasted 52 minutes. Even so, he kept the interest of those present and everyone there felt that it was a fine presentation. Following the meeting, after we had been to the home of Al Goldberg, who incidentally increased his pledge from \$1,500 to \$1,750, I again reviewed his presentation with him and told him what I thought ought to be eliminated in order to bring the speech down to a 25 minute talk.

In his presentation he referred to the total needs of the UJA but he spent nearly all of his time in describing the situation of the Jewish Community in Rumania, the requirements for emigration and the processes which Jews in Rumania must submit to before leaving the country. Much of this is known by most UJA audiences because we used the same stories two years ago. I pointed out to him what was old and what was new and he agreed to eliminate the generally-known material and would only refer to it quickly in order not to break the continuity of his story.

Following his description of the situation he took the occasion to make a direct appeal to those present. He told them that he was committed by virtue of having been in Rumania to help save Rumanian Jews.

Because of this he had no hesitancy in asking those present to make increased contributions. He ended this subject on a high level by indicating what the help to these Jews would mean to Israel and the Jewish world. He is one of the few Israelis whom I have heard who actually have asked for money. Most regard this aspect of their speech as begging. He showed no hesitancy in this and did it well.

The meeting was chaired by Leon Germanow, the Chairman of the Campaign, who also called the cards. Emanuel Goldberg, the Big Gifts Chairman, also spoke a few words.

Mr. Salmon was introduced by Rabbi Philip Bernstein who did a beautiful job of laying the groundwork for Mr. Salmon's presentation.

Regards.

HLS:HL

CC: HAF - IB - ERV - MP - LJW - HDB - SPKRS - HB - GH - HH

October 25, 1963

Mr. Edward R. Vajda

David L. Lang

Pre-Solicitation of \$10,000 Plus Gifts - Visit To Akron October 24

Although the chairman, Herman Rogovy, had been unable to set up any appointments, I got into the community and spent time on October 21 and 22 with Norman Nobil and had him set up a number of appointments.

Our team came into the community early on the 24th and we were met by Herman Rogovy, 1964 Campaign Chairman, at the Hotel Sheraton. I had previously briefed both Salmon and Fink fully as to the background of the four prospects and a 15 minute meeting with Rogovy added to that information. The team then proceeded to Norman Nobil's place where an additional conference with him was held and Norman Nobil joined the team for the rest of the day.

Bernard Schulman (\$15,000-1963) was visited - he heard the complete presentation, was receptive but indicated that their family gift could not be increased for 1964. However, he said that the gift would be maintained at the \$15,000 level.

Before the day was out, Norman Nobil (Nobil family gift - \$27,500-1963), said that the finalizing of their gift would have to await the end of the year to see how business went. He was hopeful of restoring the gift upwards to \$30,000. He assured Mr. Fink that it would not be less than \$27,500.

The appointment with Jerome Kaufman (\$15,000-1963) never materialized although Norman Nobil had been in constant touch with their place of business for the last several days at my urging and I had been checking with him because Jerome Kaufman did not return to town and was unavailable.

The remaining \$10,000 prospect, the Bears, (\$7,000-1963) was not visited at Mr. Nobil's suggestion, since he felt nothing could be done to up this gift at this time and since Mr. Fink was showing the fatigue of the high-powered job he had been doing for the past two days at a time when the temperature was in the 80's, he felt that more could be done with the Myers Family. This gift was \$8,000 in 1963.

Meyer Myers was seen. Fink asked for \$14,000 and secured a promise that the gift would be upped to \$10,000 for 1964.

Both Salmon and Fink did a most effective job and created a good impression which was important. The involvement of Nobil, if nothing else, is an extremely good plus factor for 1964.

DLL:DB ✓
cc:HAF/IB:MP:HDB:SEKRS:GH

HAF/IB

November 4, 1963

Mr. Edward R. Vajda

David L. Lang

Columbus, Ohio - Visit of Katriel Salmon And Josh Glasser, November 12 For Solicitation of \$10,000 And Over Prospects.

Visited October 28 and have been following up since.

Met with Ben Mandelkorn to review objectives. Herbert Schiff was in Los Angeles, then in Milwaukee for a funeral through Thursday - was unavailable until I reached him the evening of October 31. Herbert Schiff told me that he originally accepted the project with great reluctance and is in opposition in having these gifts solicited at this time, possibly because of his feeling that he does not want to be pressed on his own gift. Nevertheless in reviewing the plans with Ben Mandelkorn, it appeared that Herbert Schiff was contemplating a dinner meeting at his home for a group of top prospects not in the \$10,000 category. So I had to squelch this approach in favor of a series of appointments with individual top prospects. Mandelkorn felt, too, that if Schiff undertook the dinner meeting which could not be productive, he would avoid undertaking any smaller additional responsibilities in the 1964 campaign.

Schiff agreed to abandoning this dinner project when I finally got him October 31. But he refused in any way to set up the appointments or to visit the prospects with our team.

While both Harold Schottenstein, Chairman for 1964 and Ed Schlesinger, 2nd Chairman for 1964, are of limited weight as solicitors, we will have to go with them setting up the program and joining our team. I had hoped to involve Schiff all the way through but he absolutely refused. With Harold Schottenstein and Ed Schlesinger, Ben Mandelkorn is now, with Schiff's acceptance but not blessing, arranging a cainder for the full day of November 12. Will keep after this constantly until the program jells. Am following up this afternoon and am planning to be in the community before the visit for working out final details. None of this could have been initiated until after clearance from Schiff October 31.

Glasser and Herbert Schiff are close friends and are both planning to be at the General Assembly in Miami. Glasser was originally to come into Columbus Sunday, November 10. This would be a mistake since he would be doing nothing in Columbus except socializing with Herbert Schiff until Salmon comes in Monday night, November 11. Glasser should be asked to get into Columbus Monday night, if possible, after dinner, and Schiff will meet both Glasser and Salmon.

Attached are digests on the prospects to be contacted.

DL:DB
cc:RAF/IB:HP:HOB:SPERS:GM:Follock

P.S. This afternoon Mandelkorn told me that he is still trying to get Schiff to set as many meetin s with prospects as possible before using Schottenstein, etc

COLUMBUS, OHIO

Charles C. Goldsmith

High Gift 1960-\$12,000 1963 - \$2,500
Vice-President Jewish Fund, former Campaign Chairman.
Former Chr. Alloc. Committee
President of Hart Mfg. trousers and uniforms of several
plants - has his own plane and flies it all over country.
Good fellow- Bought out partners and is rebuilding and
paying off.
Real sense of commitment to UJFC .
Paying off old balances.

Robert Lazarus, Sr.
(Jr. just included
in gift)

Chr. of Board of F. & R. Lazarus
High Gift 1963-\$32,500 1963 \$32,500
Never closely identified to Jewish causes.
Never worked or had office - Attends no meetings
Is not on board.
Age between 60-70.
Should be seen alone. Not with Charles Lazarus who is anti
most things Jewish.

Herbert S., Donald H.,
Robert K. Sr. Robert K. Jr.
S.M. Levy, Alvin Kahan,

Herbert and Robert are brothers. Key to gift.
High 1947- \$20,000 1963-\$6,500.
Own Union Dept. store - 4 stores (3 suburban, 1 city.)
Herbert formerly WF President and campaign chairman.
Robert older and more identified with general community.
Herbert closes to JWF & C.

Samuel M. Melton

Retired. Income from Investments.
High Gift 1963- \$28,000 1963 \$28,000
Formerly president of Capitol Mfg. Joints and nipples.
Division of Harsco.
Treasurer of JF & C. Previous general campaign chairman.
Been to Israel several times.
Very impressionable about human needs not related to
government of Israel.

Jack S. Resler

High -1947- \$40,000 1963 \$13,500
Very unpredictable person. Interested in Brandeis and
Leon Levi Memorial Hospital. Will respond to causes not
generally supported by Jewish community. Wants to be
big man in any project. Beefs against UJA expenses. Has
been to Israel. Appeal to him on suffering of people.
Aaron Zacks is nearest him locally, but Jr. is difficult
to reach. Has tremendous operation and could easily give
double.

Robert & Herbert Schiff

High year 1958 - \$250,000 combined -
1963 - \$115,000 to Columbus.

Herbert President of United Jewish Fund and Council for 2nd year
Robert National co-chairman of BG since 1953, and general
chairman from 1939 to 1943 and chairman of Budget committee
in 1958. Herbert has held campaign offices since 1955 when
he was BG co-chairman. He has been vice-president of UJF
since 1958. He is the UJA representative on the Budget
Committee. He was on Study Mission to Israel in 1957.
He is 46 and his father, Robert will be 77 next July 4.

COLUMBUS, OHIO

Schottenstein Brothers

- Alvin, Jerome, Saul & Leon.
High 1963-\$11,000 1963 \$11,000
Key is Leon.
Dept. Store - buying out other area businesses.
Also in Real Estate and building behind scenes.
Provide capital.
Tremendous operations.
Gift most inadequate. Should be \$25M.
Leon has been on Board of WF & C. but not active in campaign.
Been to Israel. Interested in UJA but tight.

Leo & Milton Yassenoff

Leo is key - sick. Former general campaign chairman.
Milton is son. Not active. Builders. Very successful.
High Gift - 1949 -\$12,350
 1963 -\$10,000
Could give more.

Abe I., Ben A. & Bernard K. Yenkin

High 1961- \$15,000 -1963 \$8,000
Have been very active in campaign.
Claims were at too high a giving level. Owe substantial balances. Want to clean up before upping gift.
Very successful paint business - Majestic Paint.

Aaron Zacks

former campaign chairman - High 1962 \$15,900
 1963 \$7,580
Former Chr. Alloc committee. Vice President of Fund.
President of Heritage House (home for aged)
Been overseas several times. Whole family active.
R.G.Barry - notions, foam rubber slippers, shoulder shams.

HAF

November 4, 1963

Mr. Edward R. Vajda

Harry D. Biele

Katriel Salmon - New York City Program

Sam Feingold and Leo Bernstein of U.J.A. of Greater New York have finally emerged with a token program for Mr. Katriel Salmon for Wednesday, November 6 and Friday, November 8.

November 6-Mr. Salmon will meet with Mr. Albert Parker at his office at 11: a.m.. They will then proceed to the Harmonic Club, where they will be joined at lunch by Henry Bernstein. Attempts are being made to involve M. Peter and William Schweitzer in this luncheon. During the afternoon Mr. Salmon, accompanied by Mr. Parker will visit three contributors, including:

- Eugene Ferkauf, a \$75,000 contributor;
- Sol Cantor, a \$4,000 contributor. He is slated to be a New York City Chairman and it is hoped that Mr. Parker's increase from \$6,500 to \$25,000 will have a parallel effect on Mr. Cantor.

November 8 -Charles Mayer (the \$250,000 contributor) will accompany Mr. Salmon to meet with:

- Joseph Durst- 1963 contribution - \$35,000.
- Irving Gelder- who has not repeated his 1962 contribution of \$10,000.
- Jesse Secoles- a close personal friend of Mr. Mayer, who contributes \$3,000 and could give many times that amount. Needless to say, Mr. Salmon will have an opportunity to impress Mr. Mayer with his story.

For Thursday, November 7 attempts are being made to get William Rosenwald to accompany Mr. Salmon to a number of contributors. In the event that Mr. Rosenwald does not agree, Henry Bernstein can take Mr. Salmon to visit a few key contributors.

For the record, the U.J.A. of greater New York was unable to avail themselves of Mr. Salmon's services for Monday and Tuesday, November 4 and 5, respectively, in spite of three weeks' constant prodding.

HDB:scs

CC: HAF, IB, MP, BS

HAF

November 6, 1963

Mr. Edward R. Vajda

Harry D. Biele

Katriel Salmon Itinerary:- Suggested matters to be raised in Miami with Executive Directors, et al.

On your visit to the General Assembly, I would appreciate your discussing the following problems pertaining to Mr. Katriel Salmon's visits to the communities indicated.

Tues., Nov. 12 - Columbus

Dave Lang advises that Herbert Schiff has undertaken to set up appointments, but has expressed reluctance to participate in the personal visits; he is turning over this responsibility to Harold Schottenstein, Camp. Chairman and Edward Schlezinger, B. G. Chairman.

You plan to have Herbert Friedman meet with Herbert Schiff and yourself to verify the above arrangements. I also suggest that Mr. Schiff be solicited for his 1964 gift.

Wed., Nov. 13 - Indianapolis.

Please check with Frank Newman regarding the individual appointments that have been set up; also involve Ollie Adelman, who will be the lay leader in that community.

Thurs. & Fri., Nov. 14 & 15 - San Francisco

Please check with Sanford Treguboff regarding arrangements for Friday, Nov. 15th, which will involve individual appointments, with Peter Haas accompanying Mr. Salmon. A luncheon is being planned for 10 to 12 leaders and dinner in Mr. Haas' home in the evening for a few additional leaders.

According to Ernest Michel, the only activity for Thursday evening is dinner with Treg, Lou Weintraub and himself.

Mon., Nov. 18 - Los Angeles

Mr. Salmon will arrive in Los Angeles on the previous evening. Julius Ratner has assured Ernest Michel and myself that individual appointments will be set up and Nathan Cramer and Joe Mitchell will accompany Mr. Salmon. I think it advisable that you check on this with Messrs. Bisno and Ratner.

November 6, 1963

*Tues., Nov. 19 - St. Paul

Please discuss the plans to utilize Mr. Salmon with Dan Rosenberg.

*Wed., Nov. 20 - Minneapolis

Plans here are explicit. (See attached copy of Norman Dockman's memo of Nov. 1.) However, Dockman should be pinned down regarding personal appointments.

*Thurs., Nov. 21 - Milwaukee

Please involve Ollie Adelman and Mel Zaret in discussions concerning plans for appointments for individual solicitations.

Mon., Nov. 25 - Lynn

Please ask Martin Peppercorn to tie down Bernard Grossman and George Shapiro for the meeting in Lynn. M.P. had originally planned to contact them in Boston, but I believe his trip last week did not materialize. I think it well to involve Morris Stern in a discussion regarding the program in Lynn.

Tues., Nov. 26 - Hartford

I believe the preliminary plans for Hartford are organized fairly well. Charles Rubinstein will accompany Mr. Salmon on individual appointments that Bernard Gottlieb is setting up. I will contact Mr. Jerome Klaff to ask that he join Mr. Salmon as the lay leader during the visits on this day.

Wed., Nov. 27 - Worcester

As indicated in a memo from Harry Shapiro, (copy attached) it would be most desirable for Herbert Friedman to telephone Allen Farber and Joseph Talamo to urge their setting up individual appointments and to accompany Mr. Salmon. It would be desirable to discuss the program with Melvin Cohen.

With regard to New Orleans on Dec. 1 and 2; Memphis on Dec. 3 and Dallas on Dec. 4, Peter Colwin, who is in Miami, plans to review the programs with the Executive Directors and lay leaders from each of these communities who are in Miami.

*According to Dave Lang, M.F. requested him to await final development of plans from S. Naparstek. I urge that plans for these communities be thoroughly discussed by you while in Miami.

HDB:scs

HAF

November 6, 1963

Mr. Edward R. Vajda

Harry D. Biele

Katriel Salmon - New York City, November 6.

Mr. Salmon met with the following leaders in New York today:

Sol Cantor, Eugene Ferkauf, Henry Calmon,
Ernest Roth and Albert Parker.

Even though Henry Bernstein has returned from the Mission, he is unable to arrange appointments for tomorrow, Thursday, November 7.

The plans to utilize Mr. Salmon for Friday, November 8, have been enumerated in a previous memo.

HDB:scs

CC to: HAF: IB: HH

HAF

November 6, 1963

Mr. Edward R. Vajda

Harry D. Biele

RE: KATRIEL SALMON

Summary of results of visits to date and plans for remaining itinerary.

Oct. 22 - Rochester, N. Y. Campaign Opening.

Mr. Salmon addressed a group of 35 contributors of \$500 to \$2,000. Twenty-two gifts were secured for a total of \$21,175 as compared with \$19,300 in 1962.

Oct. 23 - Canton, Ohio.

Mr. Salmon, accompanied by Isadore Fink, met with Herbert and Jack Fisher, who indicated that they would at least repeat the 1963 gift of \$20,000 and probably do better.

Arthur Genshaft reacted similarly, indicating that his 1963 gift of \$20,000 would be increased.

Oct. 24 - Akron, Ohio.

Mr. Salmon, accompanied by Mr. Fink, first met with Norman Nobil, who promised a minimum of his 1963 gift of \$27,500. Mr. Nobil accompanied Messrs. Salmon and Fink at a visit with Bernard Schulman, who repeated his 1963 gift of \$15,000.

Messrs. Salmon, Fink and Nobil met with Meyer Myers, who increased his 1963 gift of \$8,000 to \$10,000.

Oct. 29 - Youngstown, Ohio.

Mr. Salmon was the guest of honor at the campaign opening dinner at which 80 contributors were present. New gift announcements totaled \$44,000, against \$41,000 in 1963. Several increases were obtained, including the Spero gift, which went from \$9,000 to \$9,500 and the Schwebel gift, which went from \$7,500 to \$8,000.

Oct. 31 - and morning of Nov. 1 - Kansas City.

Mr. Salmon, accompanied by David Lowenthal, lunched with A. D. Jacobson and his son Elliott and later, accompanied by Hyman Brand, visited Mortan Brown, Louis Cusonow and Milton Fels.

November 6, 1963

To: Mr. Edward R. Vajda

The Jacobsons (1963 - \$10,000) were enormously impressed and indicated an increase would be in the offing.

Milton Fels (1963 - \$14,500), although not prepared to make an immediate announcement, also indicated most positively that a meaningful increase would be forthcoming.

Morten Brown (1963 - \$16,000) was urged to return to his 1961 level of giving (\$20,000.) He was favorably impressed and indicated that he would take the matter "under advisement."

Both Hyman Brand (1963 - \$20,000) and Earl Tranin (1963 - \$21,000) were told that as U. J. A. National Cabinet Members, they must set the pattern. Both indicated announcements of increases before the December Conference.

Mr. Salmon met with top leadership at dinner at the Twin Oaks on Thursday evening. Mr. Salmon's forceful and original presentation made a deep impact, which is bound to have salutary results. Most of the top leadership, including Neil Sosland, Henry Talge, Herbert Wolf, David Milgram, Dr. Edward Devins, Joseph Cohen and Marvin Greenbaum, were present.

Everything considered, the Kansas City effort was worthwhile.

The balance of Mr. Salmon's program is as follows:

Nov. 6, 7 & 8 - New York City. Individual solicitations with Albert Parker; including Eugene Ferkauf, Sol Cantor and Sol Kittay. Visits with Charles Mayer to Joseph Durst, Irving Gelder and Jesse Secoles. Other visits are being arranged.

Nov. 12 - Columbus - with J. Glasser
Nov. 13 - Indianapolis - with A. Adelman
Nov. 15 - San Francisco - with Peter Haas
Nov. 16 - Portland - with Joseph Shane, Tent.
Nov. 17 - Arrive Los Angeles
Nov. 18 - Los Angeles - with Nathan Kamer & Joe Mitchell
Nov. 19 - St. Paul - with J. Hoffberger, Tent.
Nov. 20 - Minneapolis - with J. Hoffberger, Tent.
Nov. 21 - Milwaukee - with J. Hoffberger, Tent.
Nov. 25 - Lynn - B. Grossman, Req.
Nov. 26 - Hartford - J. Klaff Req.
Nov. 27 - Worcester - HAF to call Farber & Talamo
Dec. 1 - New Orleans - Visit with Mrs. Edgar Stern
Dec. 2 - New Orleans - with P. Zinsman
Dec. 3 - Memphis - with Paul Kapelow
Dec. 4 - Dallas - with J. Hoffberger

HAF

November 7, 1963

Mr. Edward R. Vajda

Harry D. Biele

Katriel Salmon - New York City Solicitations

Henry Bernstein reported today that he was enormously impressed with the impact that Katriel Salmon made on the contributors with whom he visited yesterday. (See previous memo.)

Although the U. J. A. of Greater New York cannot make use of Mr. Salmon's presence in New York City today, Mr. Bernstein would like, nevertheless, to be able to set up a number of other appointments for Mr. Salmon during his "free time," before the termination of his visit.

Mr. Bernstein will then have lay leaders available to accompany Mr. Salmon on his visits, especially from among the group who were on the Study Mission, who have not as yet returned from abroad.

HDB:scs /

CC: HAF: IB: HH: ES

HAF

November 8, 1963

Mr. Harry L. Shapiro

Harry D. Biele

Katriel Salmon visit to Hartford, Conn. - Tuesday, November 26

Jerome Klaff of Baltimore has agreed to participate in the solicitation visit of Mr. Katriel Salmon in Hartford on Tuesday, November 26. Mr. Klaff was the "first choice" of Bernard Gottlieb, Exec. Dir. and Charles Rubinstein, Chairman.

Max Kern has worked out transportation which will be satisfactory to Mr. Klaff.

HDB:scs /

CC TO: HAF: ERV: IB: MP: HH

GM
file - Salmon

HAF

November 12, 1963

Mr. Edward R. Vajda

Harry D. Biele

Katriel Salmon - New York City activities

Mr. Katriel Salmon met with the individuals listed below on November 6, accompanied by Albert Parker and on November 8, accompanied by Charles Mayer. Without exception, all indicated that they would definitely increase. It is noteworthy that Charles Mayer (a \$250,000 contributor) was enormously impressed and Albert Parker (1964 gift - \$25,000) was so enthusiastic that he insists that Mr. Salmon must return to New York to participate with him in individual solicitations.

1963

Sol Cantor	3,750
Eugene Ferkauf	80,000
Henry Kalman	17,500
Aaron Rabinowitz	5,000
Jesse J. Secoles	3,000
Joseph Durst	36,300
Samuel Rudin	7,500
Frank Beckerman	6,000
(Pres. Interstate Dept. Stores)	

On November 11, Mr. William Rosenwald was host at a luncheon at the Harmonie Club at which the following were present:

Michael Schimmell	8,200
Irving Rowman	10,000
Maurice Linder	12,000
Morris Levinson	14,000
Charles Bensley	15,000
Morris Bracher	51,000
Morris Ginsberg	35,000
Benjamin Lazarus	4,000
William Roberts	15,000
David Fishman	15,000
Irving Schneider	3,500
Darwin Sussberg	15,000
Dr. Harold Weinberg	10,000

This group was unanimously moved by Mr. Salmon's formal presentation and it is planned that each will be visited for the purpose of obtaining a 1964 commitment before the Annual Conference.

HDB:scs

CC TO: HAF: IB: GH

Salmon file

HAF

November 14, 1963

Mr. Edward R. Vajda

Harry D. Biele

Indianapolis - Katriel Salmon Visit November 13, 1963

Dave Lang (who will write a fuller report next week) advised me today that Mr. Katriel Salmon, accompanied by Ollie Adelman, visited the following individuals in Indianapolis:

1. Ben Demont
Mr. Demont, who contributed \$12,500 in 1963, and who was apparently approached by HAF and yourself at the General Assembly, with the result that a gift of \$15,000 for 1964 was in the offing, is now thinking in terms of increasing to \$17,500.
2. William Schloss
Mr. Schloss, although very impressed with Mr. Salmon, made no commitment; his inhibition may stem from the fact that he would like to see better PCB arrangements.
3. Robert Efroymsen
It was Dave Lang's impression that Mr. Efroymsen wants to increase, but wishes to see UJA interests protected in the budgeting.
4. Dr. Clarence Efroymsen,
(whom Mr. Salmon is meeting with this morning) will probably react similarly to his brother Robert. Apparently, he also will not increase unless UJA receives the overage.
5. Joseph Cantor
Mr. Cantor, whose 1963 gift is \$3,000 was approached for a \$10,000 contribution; he indicated a substantial increase, which should bring the 1964 gift to a minimum of \$8,000.
6. Nicholas Sperling,
who has not made any contributions for several years, received Mr. Salmon and expressed great interest. It is hoped that he will reverse his stand. He is able to give a very substantial contribution. Mr. Sperling last gave in 1959-\$20,000.
7. Mr. Salmon met with Sidney Tuchman, a \$2,000 contributor, who is slated to become Campaign Chairman in two years.

HDB:SS

CC TO: HAF; IS; MP; DL; GH;

Salmon

~~HAF~~
~~FB~~

November 18, 1963

Records

David L. Long

INDIANAPOLIS, INDIANA - \$10,000 PLUS PROSPECTS - SOLICITATION VISIT OF KATHIEL SALMON AND ALBERT ADELMAN

Came in with Salmon on the early flight from Columbus and were met by Ben Demont, 1964 chairman (1963 gift - \$12,500) and Frank Newman. We were joined by Albert Adelman shortly thereafter. The party went to the hotel where we arranged to have Salmon and Adelman work on Demont privately before we went to a noon luncheon session with William Schloss at Morris Plan Bank.

At the luncheon session were William Schloss (1963-\$20,000) Ben Demont, Joseph Cantor (1963-\$3,000 but \$10,000 potential), Salmon, Adelman, Newman and myself. After Salmon's lengthy but excellent presentation, Adelman made a really fine pitch and explained how he broke through in Milwaukee by getting a group of top leaders to up their gifts a specific amount. This influenced Ben Demont who at the General Assembly was committed to an increase to \$15,000, for he proposed that they get a group of the top givers in Indianapolis to increase their individual gifts by \$5,000 each. He then proposed that after getting a minimum of 10 increases in that bracket or \$50,000 they build on that increase in the lower brackets so they reach a \$500,000 campaign in 1964. He said he was willing to give a \$5,000 increase. (That raised his commitment to \$17,500.)

Schloss didn't make any comments about his gift, nor did he indicate his giving level then or later at a dinner he gave at night to Adelman and Salmon at his home. He went into the difficult budgeting problem they had and the plight of the local causes at the dinner session.

Joseph Cantor at the lunch indicated that he was prepared to give a very substantial increase and Newman said his statement before Demont and Schloss assured Cantor going along with the \$5,000 increase suggested by Demont and even felt that Schloss would raise the level of Cantor's gift to \$10,000 which is what he should be giving. Adelman's handling of the luncheon presentation was terrific.

Subsequently at 2:45 P.M. Robert Efroyson was visited by Salmon, Adelman and Demont. After greeting him I withdrew with Newman. Efroyson was very cordial and pointedly indicated that he was willing to increase but he wanted the bulk of his money to go overseas. He expressed his concern at efforts to reduce the UJA's share and a move to avoid PCB for 1964. He is making a determined and vocal fight with the Schloss forces and speaks for the Goodmans and his brother. He said he favored a separate campaign for UJA. We won't have a commitment from him until he knows how the 1964 pie is going to be cut.

Ben Demont had our team meet with a couple of his friends at his home for cocktails about 4:30 P.M. and Salmon had a chance to tell the Russian story to Joseph Singer, a \$3,000 giver and Sid Tuchman who is slightly below that

November 18, 1963

level but who has tremendous potential for future leadership and increased giving. He is a dynamic speaker, who has been used by us in a few nearby campaigns. It was helpful fill in.

About 5:30 P.M. Albert Adelman, Newman and I visited Sarah Goodman for about an hour at her home. It was a social good will visit. She is very angry at Newman for being left out of campaigning and for the budgeting situation.

Adelman had to get back to Milwaukee after dinner at Schloss' but the morning of November 14 had Domont take Salmon to Clarence Efroyson. This was a very fruitful visit and Clarence Efroyson indicated his displeasure at the possibility of UJA not being assured of a fair PCB arrangement. If that problem is worked out he intimated that he would do better. Certainly his 1963 gift of \$17,500 is a minimum. So is Robert's \$18,000 a minimum. Schloss is completely unpredictable unless he makes a budgetting gain for local causes or prevents a PCB arrangement for 1964.

With time available before departure Salmon alone spent almost an hour with Miklos Sperling, a man with tremendous potential who once gave \$20,000 now gives nothing and has been suspended from the country club where Ben Homent is president. Salmon feels he made headway and suggests that Clarence is the man to work on Sperling for a gift. Am having Newman handle this and if necessary Salmon wants to follow this up with personal correspondence with Clarence from Israel promptly. Salmon gave Clarence Efroyson his address in Israel and I believe Clarence is going to visit Israel this July. If this develops he must get VIP treatment as an intellectual and scholar as well as big giver.

I believe the visit of Albert Adelman and Katriel Salmon has helped set not only a good giving base for 1964 but has given some of our best UJA friends additional stimulation to battle to protect our share in campaign proceeds.

JH or HAF should indicate their pleasure at the fine and effective job done here by Albert Adelman.

DLL:DB

cc:RAF/IB:ERV/MP:LJW:HBB:GH
:Spkrs

Salmon file

NOV 20 1963

HAF-113

November 18, 1963

Field Department

Ernest W. Michel

SAN FRANCISCO, CALIFORNIA - 1964

On November 15th, Ambassador Katriel Salmon and I were in San Francisco for a pre-campaign stimulation and solicitation visit. During that time, Mr. Salmon met individually with the following persons: Peter Haas, Richard Goldman, Walter Heller, Robert Sinton, Ben Swig and, briefly, with Mickey Hellman. Unfortunately, Walter Haas, Sr., Dan Koshland and Mrs. Russell were out-of-town.

In addition to these individual meetings, Mr. Salmon addressed a specially called luncheon meeting of the top San Francisco campaign leadership which was attended by about 45 men. He also met with Messrs. Treguboff and Weintraub.

While no specific commitments were obtained, Mr. Haas, Mr. Sinton and Mr. Goldman told Mr. Salmon that they would substantially increase their gifts for the 1964 campaign. He made a most positive impression on the San Francisco leadership and it is generally felt that his visit was most helpful.

The community has lost another of its old-time leaders, Mr. Albert Schwabacher, Sr., who died recently. His gift last year was \$12,000. This makes five of the major contributors who have passed away within the last few months and reduces the 1964 campaign potential by approximately \$60-70,000. Among those whom we have lost are Mr. J. D. Zellerbach, Mrs. Alfred Saroni, Mrs. Mortimer Fleischaker, Sr. and Mrs. Clarence Walter.

ERN:mbl

cc: HAF - IB - ERV - MP - LJW - HDB - AF - HB, & H, WD

1 HAF
2 IB
[Signature]

Salmon file

November 18, 1963

Records

David L. Lang

Columbus, Ohio - Solicitation of \$10,000 plus givers for 1964

Visited November 11, 12.

Contacted Herbert Schiff, Josh Glasser and Ben Mandelkorn to clear details of solicitation schedule during the day in advance of my meeting Katriel Salmon at the airport on his arrival at 6:18 P.M. Took Salmon to the Fort Hayes where we met Herbert Schiff, JWP & C. President; Harold Schottenstein, 1964 Campaign Chairman, Ed Schlezinger, I. G. Chairman 1964, Josh Glasser and Ben Mandelkorn for the purpose of clearing the November 12 solicitation scheduled and our objectives.

Herbert Schiff made preliminary remarks indicating his reluctant support of the program to individually confront and solicit the top givers in Columbus at this early date. He didn't want anyone pressured. He was in favor of holding a big affair at his home, which we side-tracked in favor of individual solicitations. Glasser then spoke in positive terms of the need for the big givers to get the story, understand the problem and give more in 1964. Salmon then in his articulate, interesting and authoritative manner told some facets of the Rumanian story. Harold Schottenstein and Ed Schlezinger were very much impressed and Mandelkorn and I made the point to Glasser that he should press for 1964 commitments. Even Schiff conceded that he had no objection provided no one be subjected to undue pressure.

Herbert Schiff had lined up the appointments for November 12th and he was present at the Fort Hayes suite for most of the visits. Each prospect came to the hotel suite during the day at stated intervals to meet with the team. Harold Schottenstein was present all day and Ed Schlezinger attended most of the meetings.

Salmon and Glasser did very effective jobs especially within the framework of Herbert Schiff's admonition against pressures for firm commitments.

Every prospect went away saying the meetings were good, and all were impressed. They all reacted positively. Harold Schottenstein and Ed Schlezinger thought the program and overall results excellent.

Herbert Schiff did a beautiful job in setting all the appointments at the hotel parlor suite of Salmon where maximum comfort, privacy and prestige was obtained. It also saved time and wear and tear on both Salmon and Glasser.

The following were individually seen by the team at the hotel suite in this order during the day:

Records:

November 18, 1963

1. Leon Schottenstein who speaks for Schottenstein Bros. -1963 - \$11,000. He said he would give more in 1964 so we can enter the gift as 1964 - \$11,000 Min.
2. Jack Resler - 1963 \$13,500. He said he would give more in 1964 so we can enter his gift as 1964- \$13,500 Min.
3. Aaron Zacks and Gordon Zacks - Aaron Zacks' gift in 1963 was \$7,580. (High 1962-\$15,900.) Gordon is not in this bracket but is one of our top young leaders. Both were greatly impressed and commented that they would have to do better in 1964. Enter Aaron Zacks' gift as \$7,580 Min.
4. Sam Melton -1963 \$28,000. He said not to worry about his 1964 gift and he hopes it would be more. We can carry his 1964 pledge as \$28,000 min.
5. Abe and Ben Yenkin - 1963 \$8,000 - High 1961-\$15,000. No commitment was made.

Ed Schlezinger substantiated the above results.

Every prospect reacted favorably. Glasser was very positive and effective; Salmon excellent and tireless.

In addition to the above confrontations, Josh Glasser told me that he met privately with Robert Schiff on the 11th before Salmon came in town, and he felt he had good impact on him.

Glasser left for Chicago after the visit with Yenkin.

During the evening of November 12, Herbert Schiff entertained Katriel Salmon at his home where he had several additional couples present.

The overall appraisal of this visit must be positive. It should have a stimulating and helpful effect on the development of the local 1964 effort. Mandelkorn phoned me late in the evening to express his pleasure at the reaction to the visit of Salmon and Glasser especially on the part of Harold Schottenstein and Ed Schlezinger, his 1964 campaign leadership.

JM or HAF appreciation notes to Herbert Schiff and to Josh Glasser would be helpful for their tireless and effective labors to make this visit fruitful.

DLL:DB

cc:NAF/IB:ERV/HQ:HDB:SPKRS:GH

Salmon file

NOV 21 1968

HAF-1B

November 19, 1963

Field Department

Ernest W. Michel

PORTLAND, OREGON - 1964

On November 16th and 17th, Ambassador Katriel Salmon and I were in Portland for a pre-campaign stimulation and solicitation visit. During the 24 hours we spent in the community, we met with the following leaders individually: Morris H. Rosencrantz, who will be the 1964 Campaign Chairman; Ben Rosenfeld; Mr. and Mrs. A. Victor Rosenfeld (Mrs. Rosenfeld will be the 1964 Women's Division Chairman); and Harold Schnitzer.

Mr. Salmon also addressed a specially-called cocktail party on November 17th at the home of Harold Schnitzer which was attended by approximately fifteen couples, all of whom are the major contributors in the community.

Considering the fact that there was a great deal of resistance to Mr. Salmon's visit at this time, the results were certainly worth the effort. Harold Schnitzer who, as Big Gifts Chairman, is the key to a successful 1964 drive was quite impressed with Mr. Salmon and left us with the impression that he would increase his own gift in order to set the pace for next year. No other tentative commitments could be obtained.

The visit also gave us an opportunity to discuss the Palm Springs Conference and there are indications that we can expect a good delegation from this community.

EWM:btl

cc: HAF - 1B - ERV - MP - LJW - HDB - JCS - AF, *ER, HB*

NOV 21 1963

HAF-113

Salmon file

November 19, 1963

Field Department

Ernest W. Michel

LOS ANGELES, CALIFORNIA - 1964

On November 18th, Ambassador Katriel Salmon visited Los Angeles for a number of individual appointments and also to address a specially-called meeting of top campaign givers and workers. During his visit, he met with the following: Joseph D. Shane, Joseph N. Mitchell, Max Firestein and Nathan Cramer. Victor Carter was busy and we tried several times to reach Lou Boyar, to no avail.

Among those at the luncheon meeting who heard Mr. Salmon were: Eli Boyer, Lawrence Weinberg, Sam Pensick, Ted Zuckerman, Leo Hirsch and quite a number of other top community leaders.

Mr. Salmon discussed, individually and at the meeting, the need for pace-setting gifts early for the 1964 campaign. No specific commitments were obtained during the visit. However, those who had an opportunity to meet with Mr. Salmon indicated that the right gifts would be forthcoming once the campaign got under way.

EWM:bt1

cc: HAF - IB - ERV - MP - LJW - HDB - AF, #B

HAF

Salmon file

November 22, 1963

Records

David L. Leng

St. Paul, Minnesota - Katriel Salmon Visit November 19 -
Solicitation of \$10,000 Plus Givers

Community resisted any attempt at direct solicitation of gifts. Nevertheless I had Dan Rosenberg get up an intimate dinner with the top prospects available so that Katriel Salmon could have maximum impact on the givers who counted most.

We met with Arthur Goodman, Marion Newman, Dr. David Tanenbaum, Sam Singer, Harold Feder, Carl Sharpe, (1963 chairman who has declined to head the 1964 drive), and Dan Rosenberg.

Salmon made the most of his opportunity high-lighting the Rumanian needs - also going into the South African outlook and answering many pertinent questions. He closed with emphasis on the absolute need of increased giving in 1964 to carry out the Rumanian exodus. I think he made a good solid impression on those present. Although no commitments were made there were no unfavorable comments and the group present attended a 8:15 P.M. full meeting of the Board at the Talmud Torah. None of those present at the dinner will attend the National Conference except Dan Rosenberg.

Close to 100 top givers and workers were in attendance, and Salmon made a very impressive presentation covering Rumania and what it will take in terms of increased giving to meet the problem of immigration. The questions later indicated the interest of the group. Rosenberg told me that everyone who counted in the community who was in town was there.

I would judge that very effective groundwork and climate were set for 1964 even though no concrete gift commitments were made.

DLL:DB
cc:HAF/IB:ERV/MP:HDB:GH

UNITED JEWISH APPEAL, INC.

165 WEST 46th STREET
NEW YORK 36, N. Y.

MEMORANDUM

Date December 5, 1963

To Mr. Herbert A. Friedman

From Peter B. Colwin

Subject Katriel Salmon's Visit to New Orleans

You will be getting a letter from Herbert Garon asking for clarification of a statement made by Katriel Salmon at the Kapelow home Sunday evening, December 1st.


During the question and answer period Mr. Garon, in the interests of being helpful, referred to part of Mr. Salmon's presentation in which he indicated that after the application to leave the country had been signed, the applicant in losing his citizenship also lost his job, and that the period until his final papers to leave the country were given him was a very trying one. Mr. Garon said something to the effect that -why don't you tell these people as others have done how meaningful our support to UJA is during this period.

Mr. Salmon's response was that the true statement would be that the applicant was relegated to a menial type of work, got on the best he could, and that outside help was negligible in the overall picture. At this point Phil Zinman jumped up and referred to the item in the budget "relief in transit" and indicated the scope of the UJA involvement in the "waiting period".

The following day, Harry Barron, Roswell Weil and I lunched with Mr. Salmon and Mr. Weil queried him on this, indicating that it was in sharp contrast to what the community had been told by authoritative persons, including yourself. Mr. Salmon appeared to be annoyed at the challenge and indicated that he could not give an emotional report on what went on in Roumania, merely a factual one, and that evidently what others had done was to present an emotional over-simplification of the fact.

Although Zinman's remarks Sunday night seemed to clarify the point to those present, Herbert Garon indicated to me that he was writing for his own personal clarification from you.

PBC;nk
CC - ERV, HDB



Permanized
FLOWER BOND
25% COTTON FIBER

Salman

Calendar for Hatriel Salmon, Nov. 6 to Dec. 5

3	4	5	6 NYC LUNCH & IND. SOLICIT. w/Albert Parker	7 NYC	8 NYC IND. SOLICIT. w/Chas. Mayer	9
10	11 COLUMBUS ARRIVING MON. EVENING	12 COLUMBUS J. Glasser	13 INDIANAPOLIS A. Adelman	14 ARRIVE SAN FRANCISCO	15 SAN FRANCISCO w/Peter Haas	16 PORTLAND
17 ARRIVE LOS ANGELES	18 LOS ANGELES	19 ST. PAUL J. Hoffberger Tent.	20 MINNEAPOLIS J. Hoffberger Tent.	21 MILWAUKEE J. Hoffberger Tent.	22	23
24	25 LYNN B. Grossman Req.	26 HARTFORD Klauff Req.	27 WORCESTER HAF to call Farber & Talano	28	29	30
DEC. 1 NEW ORLEANS Visit with Mrs. Edgar Stern	2 NEW ORLEANS Philip Zinman	3 MEMPHIS Paul Kapelow	4 DALLAS J. Hoffberger Req.	5	6	7

file

Salmon

מסדר ראש הממשלה
PRIME MINISTER'S OFFICE

Jerusalem
December 29th, 1963.

Mr. Herbert A. Friedman
United Jewish Appeal
1290 Avenue of the Americas
New York 19, N.Y.
U.S.A.

Dear Herb,

Thank you for your note about Katriel Salmon. I always knew that he was brilliant.

Incidentally, I have taken the liberty of distributing the letter to various people who might be interested in its contents.

Kindest regards,

Sincerely yours,

Theodore Kollek
Theodore Kollek.

P.S. I am enclosing a copy of my letter to Louis Pincus.

encl.

