



THE JACOB RADER MARCUS CENTER OF THE
AMERICAN JEWISH ARCHIVES

MS-763: Rabbi Herbert A. Friedman Collection, 1930-2004.

Series H: United Jewish Appeal, 1945-1995.

Subseries 4: Administrative Files, 1945-1994.

Box
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Folder
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Solicitations. 1972.

For more information on this collection, please see the finding aid on the
American Jewish Archives website.

January 2nd, 1971

Mr. Irving Bernstein

Matthew H. Simon

Re-Solicitation of Dr. and Mrs. Sidney Jacobs, and Dr. and Mrs. Murray Diamond, New Orleans.

In a report submitted last week, I mentioned the unhappiness of the Jacobs family with their accommodations in Israel and the difficulty I had in soliciting them. At the time they were more interested in venting their feelings than speaking to me about their 1972 gift.

While I was at the Diplomat hotel, meeting another family, I spoke again to Dr. and Mrs. Jacobs. They were traveling with Dr. and Mrs. Murray Diamond. Dr. Diamond is the Director of Touro Hospital in New Orleans. Dr. Jacobs mentioned how critical it was for Dr. Diamond to begin participating in the New Orleans campaign since he has contact with almost all the Jewish physicians in New Orleans.

I was introduced to Dr. and Mrs. Diamond and I learned that he is the retired chief of the United States Public Health Hospital in Lexington, Kentucky, and prior to his retirement, after 30 years with U.S.P.H., he was the second-highest ranking officer, and the highest ranking Jew, in Public Health - he was the functional equivalent of a Major General.

The Jacobs led the conversation, with the Diamond's and myself, to the philanthropy and benefactions of Judah Touro. I mentioned that the original buildings that Moses Montefiore built underneath the Windmill in Jerusalem were really the gift of Touro and that Montefiore was simply the executor of Touro's will, in fact this was the first gift to the United Jewish Appeal and it came from New Orleans. We made a date for me to take the two doctors and their wives to see the inscription, which is not on any guided tour, commemorating America's first gift to Jerusalem.

I now took the opportunity to ask the Jacobs for \$5,000. Jacobs is a full-time staff member and chief of medicine at the Touro Hospital, and a personal friend of Mort Gebay. He thought that the figure was a bit high but agreed that he would have to raise his gift from his present level of \$1,750.

.../.

Mr. Irving Bernstein

January 2nd, 1972.

Dr. Jacobs wanted to discuss his gift with Geber, but we agreed that it would be somewhere between the '71 figure and the rated gift of '72. I believe he left Israel quite satisfied and with a personal desire to reach toward the rated figure.

Dr. Jacobs will now speak with more vigor to Dr. Diamond, to see that Dr. Diamond's gift will approach what Dr. Jacobs will do.

All in all, some measure of success after a bad start.

MHS:ang

cc: HAF
MP
File.



January 3rd, 1972

Mr. Irving Bernstein

Matthew. H. Simon

Solicitation of Dr. Samuel Kremen, Northridge, California.

I had received a letter from the Kremen family saying they would be in Israel for a winter vacation, with their four children. I immediately telexed New York asking for a rating from the San Fernando Valley Division of the United Jewish Welfare Fund of Los Angeles. No reply to the telex was ever received.

When Dr. Kremen arrived in Jerusalem, I took him on a personal tour of the Old City and discussed with him his gift to the Los Angeles Federation. He told me he had given \$2,000 each year since 1967 and I mentioned that he had to break through this level in 1972.

Sam Kremen then told me what I had already known, that he had put together the medical laboratories that he and his partner owned, and sold them to a public stock company. Kremen's share \$2 million, \$1 million to be paid in cash in 1972 and \$1 million to be paid in stock in 1973. He then told me that in 1972 he would have a capital gains tax of \$1 million. Any part of that tax that could be used as a gift to the Israel Emergency Fund, at no or little cost, could be ours.

Later in the afternoon I again took the Kremen family to the Old City and we continued our conversation about Sam's gift to the Israel Emergency Fund. He mentioned his other Jewish philanthropies, such as Brandeis Institute, the University of Judaism and his own synagogue, of which he is the past president and one of the major contributors. We again discussed the needs of Israel and he told me that if some arrangements could be made for the capital gains contributions to be paid toward the end of 1972, then the Israel Emergency Fund could be the beneficiary, and in the same way benefit from the 1973 capital gains tax. It was Dr. Kremen's feeling that this money would stretch over into 1974.

Being unfamiliar with the law, I spoke to Rabbi Friedman, who suggested that Ed Sanders be immediately alerted to speak to Dr. Kremen on a personal basis and pursue this question. Dr. Kremen is a very personable physician in his early forties, with many Jewish interests and we can be assured that other charities will be interested in a share of his philanthropy.

Mr. Irving Bernstein

January 2nd, 1972

- 2 -

For this reason it is most important that contact be personal and direct on the part of the Los Angeles Federation and Ed Sanders.

In another connection I spoke to the U.S. and spelt out the question to Don Klein who gave me immediate assurance that by this wee end he and MP would be in touch with Sanders to make sure that all bases were touched and Dr. Kremen will be contacted.

Because of the New York ~~week~~ weekend it was difficult for me to make all the necessary contacts on the U.S. front, but I am sure by now the UJA office has followed through.

MHS:ang
cc: HAF
MP
File



Source

4 January 1972

Mr. Irving Bernstein

Herbert A. Friedman

Report on solicitation of Gerald Engman of Des Moines and
speech to whole Des Moines group 30 December 1971

On the morning of 30 December I had an appointment with Gerald Engman, whose family gift for 1971 was \$20,000. We discussed the nature of the Des Moines campaign at great length. He said that the 1971 total was just about \$900,000 and the 1972 goal had been accepted for \$1,100,000. We discussed how that goal could be achieved and he agreed that it would require a good leadership increase from his family. I asked him for \$35,00 and he promised to urge that figure on the other people who are principals in the gift.

Matt Simon had independently solicited Isaacson for an increase above last year's \$20,000, so I did not feel it was necessary to pursue specific money figures with Isaacson any further.

Following the Engman solicitation, the whole group came together--grandmothers and grandchildren. I spoke to them for about an hour, telling them in detail what was happening in Israel, and asking them specifically to help raise the level of the campaign by raising the level of their own gifts and influencing others to do likewise.

This hour talk was, in effect, an additional solicitation of the two main gifts, Engman and Isaacson. When the group discussion was finished, they both said they realized that the increased amount for 1972 would not come from the Levitt family but would have to come from young fellows like themselves.

HAF:SS

January 4th, 1971

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. and Mrs. Arthur Abrahamson, Chicago

While they were at the Intercontinental Hotel over the winter vacation, I met with Mr. and Mrs. Arthur Abrahamson of Chicago. Mrs. Abrahamson was formerly a nurse in South Africa, and she volunteered with others, to come to Israel during the first Sinai Campaign in 1956. There was no question about her feelings or reactions about Israel, nor those of her husband and their daughters, who joined together for this trip.

I met with them following breakfast and we reviewed the parts of Israel that were new since the Six Day War. I also spoke of the rush of Russian immigration imposing new burdens on Israel.

In 1971 the Abrahamson family gave \$9,000. I asked for the rated figure of \$15,000. Our meeting was almost like a small lecture in that the Abrahamson's were most attentive and wanted to know as much as possible about Israel and her problems. Mr. Abrahamson thought very carefully about the rated figure and although he did not say "yes" his wife nodded and said that she understood their responsibilities and that Mr. Abrahamson only wished to speak to whoever else is part of his gift in his firm.

Abrahamson feels close to Ray Epstein in Chicago and I am certain that a follow-up by him can move the gift from \$9,000 to \$15,000.

cc: HAF
MP
File.

January 5th, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. Sidney Mostov, Toledo

I met with Mr. Sidney Mostov for breakfast at the King David Hotel on Sunday, January 2nd. Mr. Mostov's son is a student at the Hebrew University, majoring in Jewish Studies, and he is visiting him while touring Israel. We discussed the Toledo Jewish Community and the building fund campaign for the Reform synagogue, of which Mostov is the chairman.

Mostov gave \$8,000 in 1971 and he was rated at \$10,000. I asked for that gift in the light of the building fund campaign and spoke of it being critical that Israel should not lose dollars at this point due to a local drive in Toledo. Mostov agreed and told me that there was a clear understanding between the leadership of the Toledo Federation and that of the synagogue, that on the part of the leadership there would be no cut in gifts.

I mentioned to Mostov that this was a worthy goal for leadership but that he, as chairman, should set an example by increasing to the rated figure of \$10,000, while the building fund campaign is in process. Mostov agreed with the concept, the only question is whether it will be in the area of \$9,000 or \$10,000. I feel that I made the point. Mostov will return within a week or two of the Toledo campaign, and the Toledo area leadership should follow-up to ensure a gift on the \$10,000 rather than on the \$9,000 side.

cc: HAF
MP
File

Setick

January 5th, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. and Mrs. Meyer Smith, Washington, D.C.

I spent the morning of January 3rd with Mr. and Mrs. Meyer Smith and their daughters, walking through the Jewish Quarter of the Old City. Mr. Smith is obviously a well-educated Jew and is familiar with the history that is reflected in the excavations around the Wall and the Quarter.

The Smith family gave \$4,500 in 1971 and was rated at \$10,000. It became very clear in conversation that the rating was out of line - five figures being much too high - and I asked instead for \$9,000.

Mr. Smith told me that in 1971 he gave between 13 and 15% of his gross (not net) income to charity. I responded that the UJA must have increases from informed Jews, if the campaign was to be a success. To this Smith agreed.

There will surely be an increase over \$4,500 as part of the regular Washington campaign, but nothing near the rated figure, which I suspect was too high in this case. The Washington Campaign should ask for Smith's final figure as soon as the Chairmen's gifts have been solicited, since he is ready for an increase.

cc: HAF
MP
File

1/6/72

Dinner with Kimmerlinc
'71 \$59,500
Goldsteins
'71 \$25,000

1/6/72

8:00 A.M. Mervin Barstein
'71 \$18,000
Rating \$25,000

9:15 A.M. Standard Dist.
Lapidus Family
'71 \$4,000
Rating \$10,000

10:15 A.M. Jeff. Iron & Brick
'71 \$3,900
Rating \$10,000

11:15 A.M. Al & Sol Rittenbaum
'71 \$12,500

1:45 P.M. Abe Kaplan
Lumber Jack
'71 \$22,350
Rating \$50,000

HMWenzel:aw

cc: IB
MP
PBC
SL
EP

HAF

MR. SAM MILLER

KANSAS CITY, MO.

RESULTS

1/6/72

10:30 A.M. Burt Berkley
'71 \$75,000
Rating \$150,000

11:30 A.M. Milgram Food
'71 \$44,000
Rating \$75,000

12:30 P.M. Earl Tranin
'71 \$60,000
Rating \$66,000

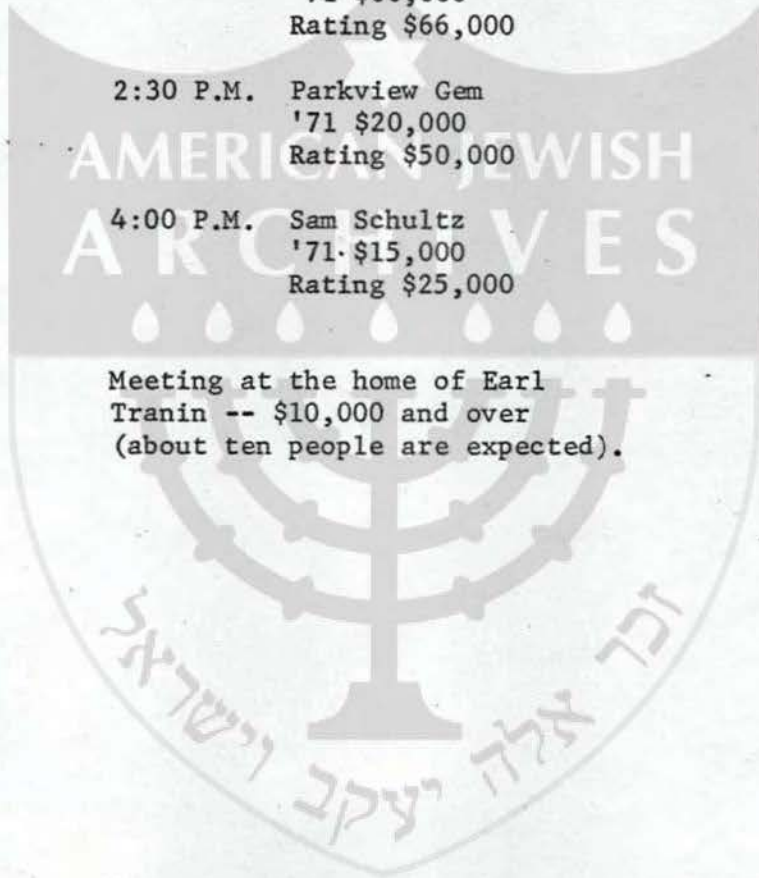
2:30 P.M. Parkview Gem
'71 \$20,000
Rating \$50,000

4:00 P.M. Sam Schultz
'71 \$15,000
Rating \$25,000

Meeting at the home of Earl
Tranin -- \$10,000 and over
(about ten people are expected).

HMWenzel:aw

cc: IB
MP
PBC
SL
RP



HAP

MAJOR WELLESLEY ARON UTICA, N.Y. RESULTS

1/4/72	1:00 P.M. Meeting with Mr. Kirstein '71 \$1,800 Rating \$3,000	Increase to \$2,500
	2:00 P.M. Leonard Singer '71 \$7,000 Rating \$10,000	Will increase Saturday evening
	3:00 P.M. Donald Weitzman '71 \$1,300 Rating \$3,000	Increase to \$2,500+
	4:00 P.M. H. Blaugren '71 \$1,500 Rating \$50,000	Considering \$5,000
	Norman Siegal '71 \$1,000	Increase to \$1,500



HMWenzel:aw

cc: IB
MP
PBC
SL

HAR

MAJOR WELLESLEY ARON

UTICA, N.Y.

RESULTS

1/5/72

10:00 A.M. Daniel Cohen
'71 \$1,250
Rating \$2,500

11:00 A.M. Dr. Gerald Berkowitz
'71 \$500
Rating \$3,000

1:00 P.M. Leonard Goldbaum
'71 \$850
Rating \$2,000

2:00 P.M. Arthur Kaplan
'71 \$1,000
Rating \$2,000

6:00 P.M. Dinner meeting at the home
of '72 chairman, Norman
Siegal
'71 \$1,000
Rating \$2,000
5 potentials at meeting
'71 \$5,000
Rating \$15,000

HMWenzel:aw

cc: IB
MP
PBC
SL

HAR

MAJOR WELLESLEY ARON

UTICA, N.Y.

RESULTS

1/7/72

10:00 A.M. D. Leffert
'71 \$700
Rating \$2,500

11:00 A.M. Hal Hyams
'71 \$1,000
Rating \$3,000

12:00 P.M. Ed Horowitz
'71 \$1,500
Rating \$3,500

2:00 P.M. Don Klein
'71 \$300
Rating \$2,500

3:00 P.M. Dr. Arthur Kaplan
'71 \$1,000
Rating \$10,000

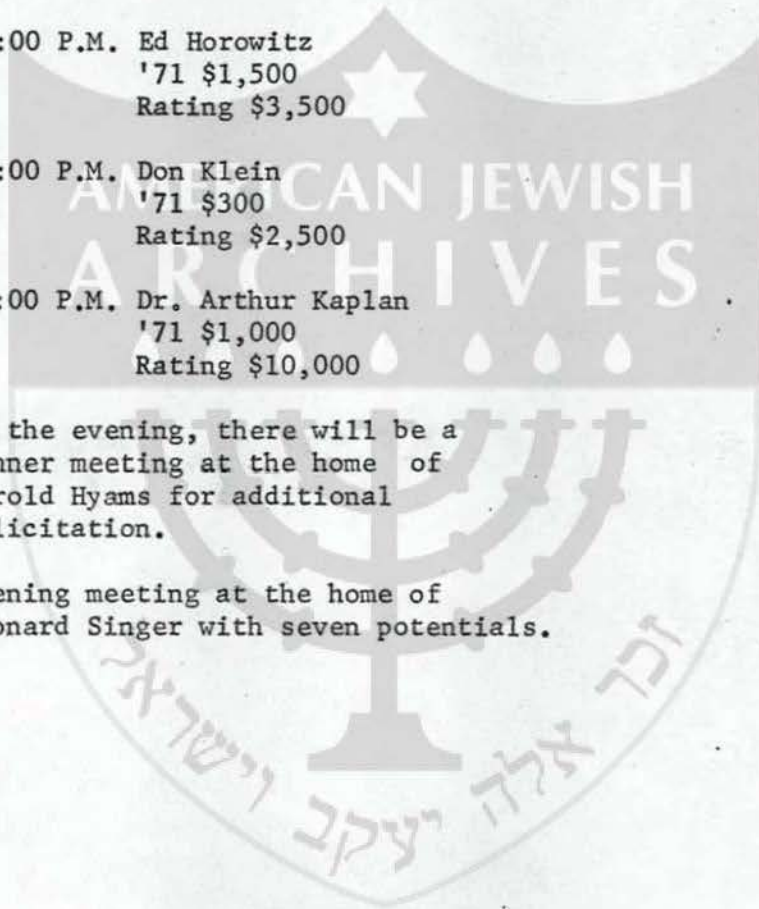
In the evening, there will be a dinner meeting at the home of Harold Hyams for additional solicitation.

1/9/72

Evening meeting at the home of Leonard Singer with seven potentials.

HMWenzel:aw

cc: IB
MP
PBC
SL



1/6/72

12:00 p.m. Lunch - Sanders met with Campaign Cabinet (nine members present)

Frederick Danz
'71 \$6,000

Asked for \$50,000 -- will discuss it with family. It is believed that his minimum gift will be at least \$25,000.

Lou Levinthal
'71 \$2,500

He was asked for \$25,000. Increase to \$7,500. Also agreed to host a parlor meeting.

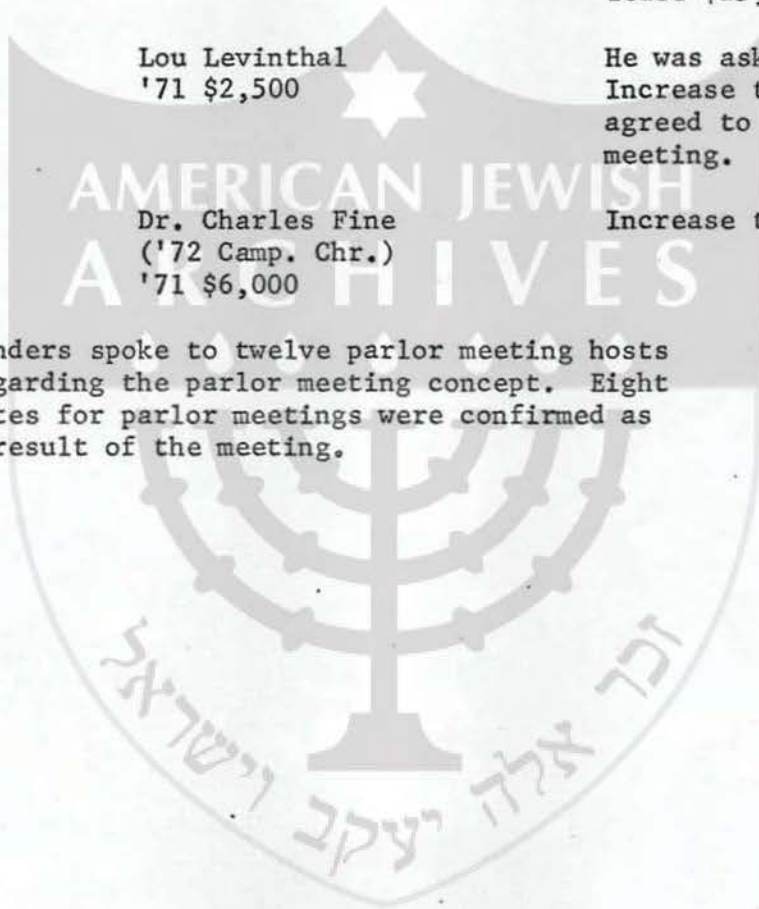
Dr. Charles Fine
('72 Camp. Chr.)
'71 \$6,000

Increase to \$12,000.

Sanders spoke to twelve parlor meeting hosts regarding the parlor meeting concept. Eight dates for parlor meetings were confirmed as a result of the meeting.

HMWenzel:aw

cc: IB
MP
PBC
SL



1/11/72

(Casper, Wyo.)
Fred Goodstein
'71 \$200,000

7:00 p.m. Dinner - Lou Witkin
One million dollar
prospect

9:30 p.m. Gathering at residence of
Jerry Goldstein for potential
large contributors.

1/12/72

9:00 a.m. The Schwayders
'71 \$400,000

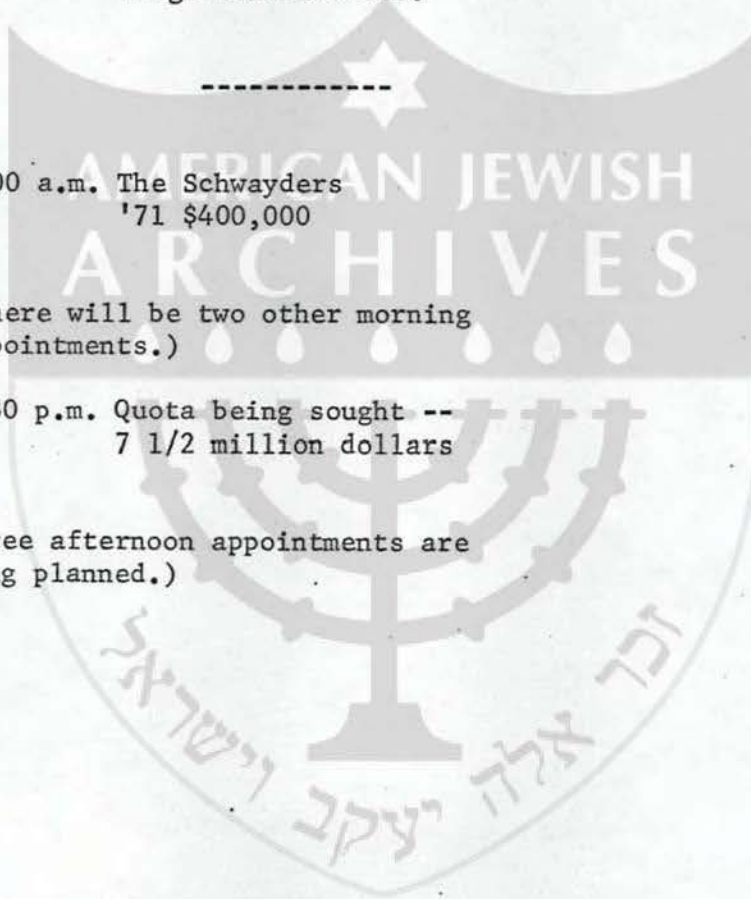
(There will be two other morning
appointments.)

12:30 p.m. Quota being sought --
7 1/2 million dollars

(Three afternoon appointments are
being planned.)

HMWenzel:aw

cc: IB
MP
PBC
SL



13 January 1972

Mr. Irving Bernstein

Herbert A. Friedman

Solicitation of Ted Channock, Los Angeles - 12 January 1972

I spoke with Mr. Channock for about a half hour on the telephone in a very friendly conversation. He was only in Israel for a few days, most of which were spent in various meetings of the Hebrew University. So we did not see each other in person but at least had a long good talk on the telephone.

Mr. Peppercorn's cable said "please impress upon him importance of continuing support of UJA. Will be solicited locally upon return." I indicated to him that the \$100,000 gift in 1971 had been a matter of great strength to the community, had given inspiration to the chairman, and that I hoped he realized that the problems of 1972 would require even greater support.

He indicated he understood this and started a discussion about the Russian immigration. We went into that at great length and he said he realized its historic importance.

He apologized for not being able to see me but indicated how busy he had been here, dropping names one after the other. He had seen Senator Tunney at Harman's house for lunch; had been invited to Eban's house; and had gone over to President Shazar's house to visit with him. It was clear to me from this that he enjoyed the V.I.P. treatment and intimated that he was involved with something very big with the University. It sounds logical that they must be wooing him heavily.

He said he was returning here early in March for the Board of Governors meetings of the Hebrew University, and was coming a few weeks in advance of the meeting to stay at the Sharon Hotel for a rest.

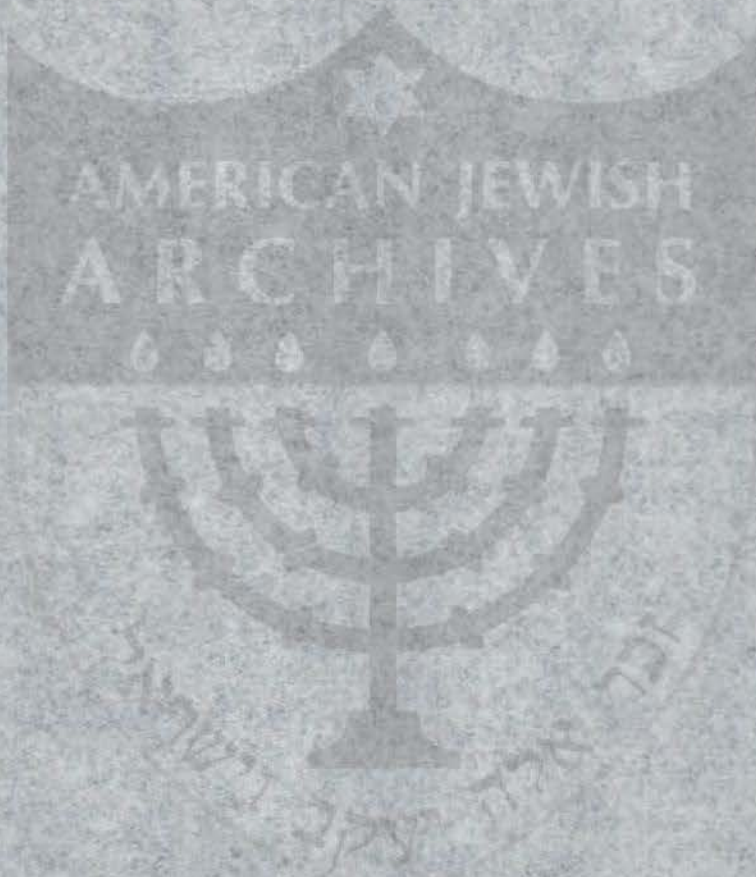
I asked him to call Chester Firestein upon his return to Los Angeles this week and give Chester my personal regards and discuss with him his 1972 participation in the campaign. In other words, I did not actually solicit him for a specific amount of money, but tried to prepare the groundwork according to the instructions I received.

TO: Mr. Irving Bernstein (continued)

13 January 1972

I would sum it up by saying that he is very committed to Israel, since he spoke of having visited here in the company of Chaim Weizmann and Felix Warburg many many decades ago; that his major field of interest here is the University; and that we should continue to develop a relationship with him which could lead to ever greater contributions. We might also think of him as a prospect for the Israel Education Fund.

HAF:SS



January 17th, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation Reports - Miscellaneous.

Dr. and Mrs. Jack Buchman, Stanford.

Dr. and Mrs. Jack Buchman were spoken to at the Hilton Hotel by Ed Rubin, in a most gentle way, as requested. A mere suggestion of \$5000 was given, as indicated by you. The conversation was most friendly and concerned Dr. Buchman's deep involvement with the Haifa University.

Mr. and Mrs. Harold Friedman, Chicago

The Friedman family was at a private telephone number, where a number of messages were left with no positive reply.

Mr. Lester Hamburg, Pittsburgh.

Rabbi Friedman had a number of telephone conversations with Mr. Hamburg, without being able to make personal contact.

NHS:ang



BUCKEYE REALTY AND MANAGEMENT CORPORATION

THE BUCKEYE BUILDING

8500 WILSHIRE BOULEVARD • OL 2-1411 OL 5-7510 • BEVERLY HILLS, CALIFORNIA

January 19, 1972

Dr. Aryeh Neshar
51 West 51st Street
New York, N. Y. 10019

Dear Aryeh:

Mrs. Maud Guthman called me yesterday and told me of the lovely note she received from you. It was a good move.

I am looking forward to the job that I know you are going to do on the West Coast starting on the 31st of January. I will be out of the country for that week but everything will be very well organized to utilize your abilities to the maximum.

The other night we had a parlor meeting at my home and among those present was Irvine Robbins. Irv said that his \$50,000.00 commitment last year was a one time shot and that he was going to double what he had done in 1970 and made a commitment of \$20,000.00 (actually he had committed \$12,000.00 in 1970), however, he is planning to go to London and Israel around March 10 and should either join a mission or if you are in Israel you can handle him very nicely for a little bit. Give it some thought and when you have a chance give him a ring. His telephone number is 213-849-6231. I had suggested to him the possibility of joining one of the mini missions to Israel but you may have some other thoughts on that.

See you soon.

Cordially,

Bram Goldsmith

BG:bm

Soviet.

January 26th, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. Morton Elisha Rockland County

I met with Mr. Morton Elish on Sunday and in the course of an extensive conversation I was perplexed by the biographical data that National UJA mailed me. I began by listening to his story about how he became active in UJA after the Six Day War. He is a builder of high priced garden apartments who has not done well for the last couple of years. As our conversation proceeded I realized that \$25,000 was much too high. I asked him instead for \$10,000. He laughed at this because each year he has been asked for \$10,000. He explained that during the Six Day War he went to the local bank and, on the strength of his signature, he borrowed \$10,000 and gave it to UJA; in 1968 and 1969 he made gifts of under \$300 because he was still paying off the loan of 1967.

I shifted ground and asked for \$5,000. He thought this rather high but added that he will increase over his last gift. I raised the question of his wife's gift, since the information mailed me indicated that Mrs. Elish had an independent income. Mort Elish told me that all their monies were combined and there was no independent income that his wife could draw on. I still pressed for a combined commitment of \$5,000 to be made while in Israel. Elish said that Rockland County has a firm understanding that February, March and April are reserved for fund-raising for Israel Bonds. This was Abe Meltzer's request and he, as vice-chairman, did not want to break the agreement. He therefore thought himself unable to commit to any figure while this is still in force.

On Wednesday I drove Mr. Elish personally to an Absorption Center outside Jerusalem. I wanted to involve him personally in the story of Russian Jewry. He was very moved and I again asked him for a \$5,000 commitment now. This time he did not argue that the amount was too high but he would not commit until May lest he break a County-wide agreement. I was at a loss since I did not know of the Spring Valley arrangement. If there is an agreement which we honor, he may be correct. I do not feel that he was making an excuse since he seemed quite concerned that communal discipline be maintained.

...../2

Mr. Irving Bernstein

January 26th, 1972

- 2 -

I feel that there could have been a combined gift of approximately ⁵⁰⁰⁰ if Elish had not felt so constrained. If UJA wants to re-establish the question of a contractual understanding with Israel Bonds in Rockland County, Elish may be a good man to start with on his return to the United States next week.

As things stand now, I will speak to him before he leaves Israel to ask again for an understanding between us that his gift will be minimally \$5,000 even if it is not announced until later in the year.

MHS: ang



MEMORANDUM

Date February 1, 1972

To Mr. Matthew H. Simon

From Martin Peppercorn

Subject MR. MORTON ELLISH
ROCKLAND COUNTY, N.Y.

I have read your memorandum pertaining to Morton Elish, of Rockland County, with great interest. It is true that by agreement with Bonds, the UJA does not actively campaign in Rockland County until March. However, this does not preclude our securing individual big gifts.

Secondly, Mr. Elish certainly seems to be taking you down the garden path in reference to his ability to give. A great source of the Elish wealth comes from the union of two of the old-line families of Rockland County -- the Oolies and the Ellishes; the bulk of land in the area was owned by these families. Mrs. Elish is the recipient of an income from a trust fund which provides her with substantial monies, as it does with her sister and brother.

There really isn't much sense in my continuing this but, believe me, the capacity to give exists.

Warm regards.



MP:sh
cc: IB
DK
PBC
HER
HMW
ELLER
WAXBERG
GH
GEORGE COHEN

602-265-4143

[Handwritten scribbles]

February 1, 1972

Mr. Harry Rosenzweig
35 First Avenue
Phoenix, Arizona

Dear Harry:

This is just a word of thank you for the privilege of having met you. It is very seldom that I meet a man like you, so deeply involved in American sociological and political life and at the same time so genuinely interested in Jewish survival.

I am waiting for your itinerary to Israel, so that I may extend to you some of our courtesy in helping you to get a better understanding of our life and struggle. I will call you next week, when I hope you will have an adequate answer.

In the meantime, give my best regards to your wife. Again, thank you for your time and attention.

Sincerely, your,

Dr. Aryeh Kasher

AK/bn

cc: I. Bernstein
B. Goldsmith
L. Strelitz
S. Silverman
D. Sacks

*Arr. Mon. March 6 to
~~the~~ Thurs. Mar. 16*

res for them

Don 17/3-21/3
K.O. 22/3-25/3.
O.C. 26/3-28/3.

Date: Feb. 3, 1972

United Jewish Appeal

Solicitations Information

Arrival: March 17th departing March 29th.

Name: M/M Herbert Heyman, Chicago

Biography: 16,500 in 1971. Member of Chicago Federation Board of Directors. Associate Chairman of major gifts division. Long time worker very committed. In real estate. Rated at 25,000.

Itinerary:

AMERICAN JEWISH
ARCHIVES

was in Israel in 1969

~~stayed~~

Contact:

26 March -

Sunday
about noon
or 27 March in Dan Council

Report:

זכר אלה יעקב וישראל

Follow up:

Israel Education Fund

MEMORANDUM

TO: ELIEZER SHAVIT

DATE: FEBRUARY 3, 1972

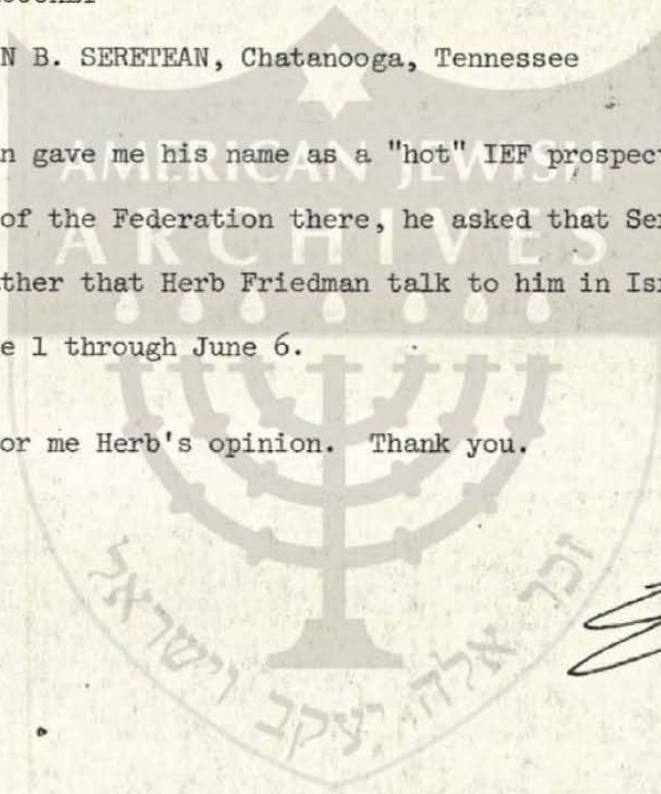
FROM: EHUD MOUCHLY

SUBJECT: MARTIN B. SERETEAN, Chatanooga, Tennessee

Herb Friedman gave me his name as a "hot" IEF prospect. When checking with Ray Kaplan, of the Federation there, he asked that Sereteian not be approached here, but rather that Herb Friedman talk to him in Israel when Sereteian will be there -- June 1 through June 6.

Please get for me Herb's opinion. Thank you.

EM/jlf



MEMORANDUM

Date February 10, 1972

To Mr. Martin Peppercorn

From Eugene Pollock

Subject OPERATION FLORIDA

In follow up to my memorandum of January 26, 1972, the following are the results of the visit of February 8th and 9th.

Tuesday, February 8th

A team consisting of Leonard Strelitz and Aryeh Nesher, accompanied by FR Leon Rossen, flew to Winterhaven where a solicitation of Philip Berkowitz resulted in a gift of \$375,000 (which includes a previous commitment of \$25,000 which itself was an increase from \$2,500).

This was followed by a solicitation visit with Charles Rutenberg in Clearwater (brother Arthur was not present). They were asked for \$1,000,000. It was felt that their gift could be closed at a lesser figure above the \$250,000 range but in view of the possibility of a million dollar gift, it was decided to keep it open.

At a dinner meeting that night in St. Petersburg at the home of Julius Green, Chairman, he increased his gift to \$35,000 from \$22,500.

Wednesday, February 9th

Leonard Strelitz had to leave the team to return home and Ambassador Yaakov Avnon graciously agreed to participate in the solicitation of the Tallahassee prospects.

The following are the results:

	<u>1971</u>	<u>1972</u>
Al Block	1,250	35,000
Barry Ottinger	250	35,000

FR Leon Rossen is reporting in detail on the above in a separate memo.

Regards.

EP:md

cc: IB, PBC, GH, PW, L. Rossen

Dic. but not read

Riklis
Tisch
Weiler
Levitt
Petrie
Repsen
Pomperny

Rogow
Lipson
Gutman
Orinsky
Levitz

Finstein
Wanberg
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[Handwritten scribbles]

TO: THE RECORD

FROM: DR. ARYEH NESHIER

SUBJECT: MR. CHARLES RUTENBERG
 U.S. HOMES CORPORATION
 1437 South Belcher Road
 Clearwater, Florida 33516
 Phone: ~~305~~ -813 - 531-0441

DATE: February 10, 1972

Leonard Strelitz and myself solicited the above on Wednesday, February 9th. We discussed the possibility of \$1,000,000. Mr. Strelitz has to find out from some lawyers problems related to trust funds that were brought up by Mr. Rutenberg. However, he did not commit himself until he visits Israel and has seen for himself.

He accepted an invitation to go to Israel from Tuesday, March 21st to Saturday, March 25th. Nava Eres to make all travel arrangements and send bill to him for tickets, as well as hotel arrangements and information ~~fax~~ to Vinitzky for adequate guides and meetings with Israeli leaders such as:

- Minister Yigal Allon
- Minister Shimon Peres
- General Rud
- General Yarriv
- Pinchas Sapir

There is not need for meetings with all of them, just ~~max~~ 3 or 4. It is also important for him to meet with Minister Sharef to discuss housing problems.

AN/bh

cc: I. Bernstein
 L. Strelitz

SOm reports

February 13th, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. and Mrs. Charles Weitzman and Br. and Mrs. Sidney Slavin, Utica.

On Sunday morning, February 13th, I met with the two couples from Utica who are traveling together. They have been visiting UJA projects and have had the occasion to meet with Russian immigrants.

We spoke openly about the need for both families to make an increase to the Utica campaign as an indication of the importance of what they had seen. We agreed that slides, films and conversations would not be as meaningful as a strong increase.

Both families agreed but said that they would not make their increases in Israel but would prefer to wait until they return to Utica. UJA rated both Weitzman and Slavin for slight increases. It is my feelings on the basis of our conversation, that the Weitzman rating should be raised to about \$18,000 and Slavin should be asked for one or two thousand above the rating. I do not know their hesitancy in not announcing in Israel. It simply may have been the presence of the wives of the second couple in the room together. However, there was the firm commitment for an increase.

MHS:ang

cc: HAF
MP

February 14th, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. Herman Schoenfarber, New York

I met with Mr. Schoenfarber on Friday, February 11th at the Hilton Hotel in Tel Aviv. Interestingly enough, he was in the middle of a solicitation for the New York City UJA Campaign when I arrived. He told me that before he leaves Israel he will have spoken to a number of men in his Division who were also attending the Fashion Week activities sponsored by the Israel Fashion Industry.

I asked Mr. Schoenfarber directly for his own gift of \$25,000. He contributed \$10,000 in 1971. He told me that the rating was too high since his firm suffered losses at the end of 1971 due to the imposition of tariff and price controls. I asked him to commit in Israel before he leaves. Schoenfarber explained that he had been out of the United States since the latter part of 1971 and that his gift was made together with his partner. He fully understands the needs and will insist on an increase when he returns to the United States.

If \$25,000 is too high I believe that the minimum gift should be at least double. I was assured that he will speak to Tenzer within the next immediate period.

It may be well for Michel's office to welcome Schoenfarber back to New York and ask him the results of any closings he may have made during Fashion Week in Tel Aviv. This may be the appropriate time to clinch a double.

MHS:amg
cc: HAF
MP

February 14th, 1972

Mr. Irving Bernstein

Matthew H. Simon

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MHS:ang
cc: HAF
MP

February 14, 1972

Mr. Charles Rutenberg
U.S. Home Corporation
1437 S. Belcher Road
Clearwater, Florida 33516

Dear Mr. Rutenberg:

On behalf of Dr. Aryeh Neshet, we wish to thank you for having accepted an invitation to be the guest of the Government of Israel for three days: namely, Wednesday, March 22; Thursday, March 23; Friday, March 24.

I would like to reiterate certain points regarding my phone conversation with your secretary, Jean Hair on February 10, 1972. We are making the following arrangements which, for the sake of order, I will number: (1) You will leave for Israel from New York Tuesday, March 21, 1972 after 6:00 P.M. (2) Arrangements will be made for you to be met at the airport upon arrival in Tel Aviv. (3) Hotel reservations from March 22, through March 24, 1972 are in the process of being confirmed. (4) You will depart Israel Saturday, March 25, 1972. All of the above will be confirmed to you at a later date.

Please do not hesitate to call us if you have any other questions. Dr. Neshet looks forward to seeing you in Israel.

Cordially,

THIS COPY FOR PERSON ADDRESSING

(Mrs.) Nava Eres
Assistant to Dr. Neshet

NE/me

February 15th, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. Louis Myers, Akron

On Monday morning, February 14th, I met with Mr. Louis Myers for coffee. Although Mr. Lester Adelson of St. Louis was accompanying Mr. and Mrs. Myers in Israel, he was not with him at breakfast.

Knowing that the campaign in Akron began last month, I asked Mr. Myers how the campaign was going and what his own commitment was. He told me that he had pledged \$25,000 prior to his leaving for Israel.

I steered the conversation toward a discussion of what makes for a "breakthrough" campaign and Mr. Myers suggested that Akron has not had any "breakthrough" gifts. I suggested to him that a gift of \$100,000 from him could be just that. We talked of this for a few minutes and Mr. Myers indicated that he and his brothers were unable to reach that level, and for the present time his gift would have to remain at \$25,000.

My suspicion is that some time during the campaign Myers may move a little bit but it will be in honor of some person or occasion. Six figures is not really available.

MHS:ang

cc: RAF
MP

February 15th, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. Samuel Glick, Worcester

On Monday, February 14th, I met with Mr. Samuel Glick at the Intercontinental Hotel. Mr. Glick was more interested in the Bar Mitzvah of his grandson, to be held next year in Israel, and the possible arrangements of that affair, thannin my conversation relating to the UJA. I spent about half an hour outlining for him the possible ideas for his grandson and he was most grateful.

I suggested to Mr. Glick that he visit an Absorption Center to meet recent arrivals from Lithuania from whence his family came. It is my impression that he has placed himself in the hands of his son, who is directing his itinerary.

I was finally able to ask him for the rated figure of \$15,000. Mr. Glick told me that his gift is given together with three others and he must consult with them. I wanted a guarantee of an increase worthy of his trip to Israel and his understanding of the needs. He committed to this and I suspect the Glick gift will end up at approximately \$15,000 as Worcester suggested.

MHS:amg

הסוכנות היהודית לארץ ישראל
THE EXECUTIVE OF THE JEWISH AGENCY

ISRAEL EDUCATION FUND
Tel Aviv, 17 Kaplan Street
P.O.B. 7053 — Tel. 253104, 258211
Cables : JEVAGENCY, TEL-AVIV

קרן החינוך לישראל
תל-אביב, רח' קפלן 17
ת.ד. 7053 — טל. 258211, 253104

Ref. No. 7969/72

February 17, 1972

To: Mr Herbert A. Friedman
From: Eliezer Shavit
Subject: Mr Martin B. Seretean, Chatanooga, Tennessee

The attached memo from Ehud Mouchly is self explanatory.

For your action please.



cc: Mr Ehud Mouchly

*File
Indiv.*

TO: DON KLEIN
FROM: DR. ARYEH NESHIER *AN*
SUBJECT: IRWIN ROBBINS
BASKIN-ROBBINS ICE CREAM
LOS ANGELES, CALIF.

DATE: February 17, 1972

Mr. Robbins was solicited by me last year and I invited him to come to Israel, which he has now accepted. He just called me and gave me the following information:

He will arrive in Israel on March 12th (will let you know the exact flight so that he may be received at the airport). He will get to Israel with his wife Irma, sister Mrs. Burton Baskin (widow of Burton Baskin, his partner) and a daughter of 18.

They will leave Israel on March 25th.

Mr. Robbins and his wife would like to spend two days in Jerusalem; and one day in Tel Aviv. They would like to visit Massada, Golan Heights; the Cosmetics factory (tank production), air bases and Sharn El Sheik and Bilat.

Mr. Robbins is very much interested to see the processing procedure for Soviet Jews and what happens to them until their final integration.

Since the daughter and Mrs. Baskin are interested in the Arts, they may want to break up and let Mr. Robbins visit military installations while they visit art and archeology.

I will be grateful to you if you would arrange the following:

- 1 - Hotel arrangements for March 12th to the 24th. They will leave on the 25th. If possible at the Hilton.
- 2 - An itinerary based on the abovementioned requests.
- 3 - Some appointments with Yigal Allon, Gen. Hod, or Yaariv, Min. Peled or Peres.
- 4 - Kindly get them one of our better guides and traveling facilities for which, of course, they will pay.

Since I will be in Israel during the same period, I will be with them on some of these trips. Kindly inform me as soon as possible about the itinerary, so that I can transfer it to them.

I thank you in advance for your efforts.

February 20th, 1972

Rabbi Herbert Friedman

Matthew H. Simon

Miscellaneous Report

On Monday, February 14th, I went to Beer Sheva, to the Central Hospital of the Negev, to visit Bernard Zinn, the American College student who lost his hand near Massada. A letter was sent to Zinn's rabbi, Bernard Lipnick, and also to Lave Rabinowitz, the St. Louis Federation director. I will stay in contact.

From late Monday through mid-Wednesday I accompanied Operation Israel No. 11. On Tuesday morning I accompanied Mayor and Mrs. George Sabanjian of Waukigan, Dr. and Mrs. Simonian and Mr. and Mrs. Bert Diamond (their hosts) in the Old City of Jerusalem. We walked the Via Dolorosa, toured the Church of the Holy Sepulchre, with emphasis on the Armenian Chapels, and had a private visit with His Beatitude, the Armenian Patriarch. The morning and Yad Vashem in the afternoon were deeply moving to the Armenians.

On Thursday, February 17th, I accompanied 24 students of the Jewish Theological Seminary on their second UJA Study Day. We visited Hebron and the new housing development at Kiryat Arba, new Russian immigrants at Beer Sheva and the former defence perimeter running from Kiryat Gat through Netiv Halamed He and Nevo Betar. These visits were played in the perspective of land development as an aspect of growth and security.

The one major solicitation I was unable to get to because of my absence during these days was Manuel Kaufman of ~~Atlanta~~ ^{AKRON}. While at the Hilton I tried reaching him without success.

On Sunday, February 20th, I am accompanying 90 students from the Hebrew Union College on their first UJA Study Day.

cc: IB

February 20th, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. and Mrs. Leonard Forman, Baltimore

I met with Mr. and Mrs. Forman at the King David Hotel on Friday, February 18th. We discussed Mr. Forman's activity in the Baltimore campaign and the different ways of reaching unaffiliated people, in Baltimore.

Mr. Forman gave \$4,000 in 1971 and has already repeated that gift in 1972. Since he is rated at \$6,000 I asked for an increase to that amount. Our conversation turned to the subject of increasing the 1972 gift rather than waiting until 1973, which was the Formans' intention. Since the amount of the increase was to be small I wanted to establish a commitment to an increase now rather than negotiate whether it would be \$5,000 or \$6,000. The Formans began by being satisfied that there would be an increase next year. By the end of our conversation there was a commitment by the Forman family to reconsider their 1972 gift and give an increase upon their return. Mr. Forman told me that he had "heard what I had said" and will respond affirmatively.

MHS:ang
cc: HAF
MP

2/24/72

Nava

MEMORANDUM

Date February 22, 1972

To Mr. Martin Peppercorn

From Ruth Cohen

Subject MR. AND MRS. SAM RUBINSTEIN - SEATTLE, WASHINGTON
OUR VISITOR'S LIST OF DECEMBER 6, 1971

Chick
Librey
→

David Sacks called our office this morning and gave us the following information with reference to Mr. Sam Rubinstein:

He is connected with a firm called - Whitney Fedalgo (seafood). The firm did a business totalling 19,000,000 in 1971. Mr. Rubinstein's individual worth in the company is 6,000,000. In addition, he draws a salary of 60,000 per annum.

Mr. Rubinstein is involved with the American Jewish Committee. He visited Israel several years ago under their auspices and was not impressed, at that time, with what he had been shown.



RC:HL

CC: P. Waxberg

February 22nd, 1972

Mr, Irving Bernstein

Matthew H. Simon

United Jewish Appeal, Miscellaneous Reports

Mr. and Mrs. L. Roffman of Richmond

They spoke to me on the telephone but said that they had no free time to see me.

Mr. Rutenberg of Pittsburgh; Mr. and Mrs. David Feinstein and Mrs. Harry Greenberg of Atlantic City

These people have no available telephone. We sent them messages by telegram asking whether UJA can be of help and my desire to meet with them.

Mr. and Mrs. Joseph Shain, Haverhill, Mass.

Solicited with the Operation Israel Mission.

Mr. and Mrs. Manuel H. Kaufman, Akron Ohio

Tried to reach them in person at the Hilton Hotel and I also left messages for them. Irving Morry of Rochester was in Israel for the birth of his grand-daughter and together we spoke about solicitations. Irving spoke to Lou Myers of Akron about his own gift and about soliciting Kaufman. It was the feeling that the control of Kaufman's gift is in the hands of Jerome Kaufman not Manuel. Our three way conversation made it very clear that although we missed the Kaufmans in Israel there will be an active follow-up in Akron.

Mr. and Mrs. Harry Maron, Los Angeles

They did not reply to messages or to personal contact at the Hilton Hotel.

Mr. and Mrs. Jerry Stemmerman, Elmira, New York

They could not be located at the Accadia at the time indicated on their itinerary.

Mr. Arthur Rosichan, Miami

I spent part of Friday with Arthur Rosichan, the Federation Director of Miami, discussing methods of housing in Israel, its economic development and problems of immigration.

February 23rd, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. and Mrs. Morris Shugerman.

I met with the Shugerman family on Tuesday, February 22nd, for breakfast. The first hour was basically devoted to their son's choice of a college in Israel. I offered to make myself available to the young man as advisor and I suggested a number of young American professors that he could call for advice.

In 1972 Mr. Shugerman has already pledged \$6,500 and Mrs. Shugerman gave \$1,000. At the request of the rating I asked for an additional \$1,000. The Shugerman family readily accepted and we then spoke in terms of Mr. Shugerman going to \$10,000 immediately upon his return from Israel. Mr. Shugerman feels that \$10,000 is within the realm of possibility and he will make the final decision when he returns to Pittsburgh.

All in all it was a very long session that began in the hotel and continued in the UJA office - but successful.

MHS:ang

24 February 1972

Mr. Irving Bernstein

Herbert A. Friedman

Solicitation of Mr. and Mrs. Albert Myers, Springfield, Ill.
Tuesday, 22 February 1972

I solicited Mr. and Mrs. Myers together in the King David Hotel on above date. We had tea together, and during part of the conversation, Mr. Dultzin stopped by the table and joined us. Since I was pitching hard, he understood and refrained from interrupting -- simply sitting there.

I asked the Myers for the rated amount (\$5,000 personal and \$40,000 family) and told them that the community was waiting for their return and their decision on their gift before starting the local campaign.

He said they would give very careful thought to these figures and would discuss it with the other members of the family. I have the feeling that we will get considerably more money, although perhaps not the rated amount. We were together an hour and a half, during which they asked me questions and were very interested. It was not a perfunctory conversation at all, but a full presentation in depth.

They expressed over and over again deep gratitude for such a briefing.

HAF:SS

February 24th, 1972

Mr. Irving Bernstein

Matthew. H. Simon

Solicitation of Mr. and Mrs. Mace Levin, Erie

On Wednesday, February 23rd, I met with Mr. and Mrs. Mace Levin at the Diplomat Hotel in Jerusalem. Accompanying them was their youngest son, Adam. I am old friends of the Levin family and, without knowing that Mace's name would be on the solicitation list, I had made arrangements to meet with the Levins through correspondence.

The Levins were overwhelmed by Israel and are already considering their next trip. I took them for a ride to Bethlehem to see the new housing projects of Jerusalem and the holy places along the way.

I asked Mace for the rated figure of \$3,000. Mace and Clare had not been thinking of an increase for the 1972 campaign due to major medical educational responsibilities they carry for a son in a boarding school for special education. By the end of our conversation they had committed to an increase, which will be determined after their return to the United States when Mace and Clare will have had a chance to discuss this new increase together. Their 14 year old son, Adam, immediately doubled his gift from \$25.00 to \$50.00. I asked Adam to remind his parents of his decision as soon as they return to Erie.

MHS:ang
cc: HAF
MP

TO: HAF
FROM: Aryeh Neshet

February 25, 1972

MR. HARRY ROSENZWEIG
PHOENIX, ARIZONA

DATA:

Was solicited by me on January 28, 1972. He is the State Chairman of the Republican party and a very close friend of Barry Goldwater. He pleads poverty on the basis that all his money is tied up in a large building project in the town of Phoenix. (He could not be researched on the basis of being public but was referred to us by the community).

I tried to press him for at least \$35,000 but he did not give me any answer but said that he would like to see things in Israel and then make up his mind. He is a very tough customer; needs covet; has a great deal of influence in his town and his gift would be more important for the symbolism of it than for the money value.

Should be treated with care; has great vanity; likes to throw around important names and therefore meet important leaders might influence him.

GOOD LUCK!

ENCLOSURES:

Itinerary during stay from March 6 to March 16

Letter to him February 1, 1972

SPECIAL NOTE:

In this case we don't pay for his stay in Israel; we only arrange to take him around and visit with important people.

February 25th, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. and Mrs. Milton Perel, Richmond, Va.

I met with Mr. and Mrs. Perel at the King David Hotel on February 24th. They had been in Jerusalem and Israel for two days and they were fairly overwhelmed by all they had seen. For the few brief times they were free during their itinerary they asked me to arrange some trips. After reading the trips booked by their travel agent, it was very apparent that they were scheduled to see every Christian shrine in the Holy Land with only passing glances at the Jewish sites. Through Mr. Vinitzky's office we were able to arrange some supplementary visits for their itinerary, including a trip to an Absorption Center and a Joint-Malben old age home.

I discussed the campaign with the Perel family. Our conversation emphasized committing to an increase in 1972. It is my impression that the Perels were emotionally committed to "holding the line" or a token increase. I am convinced there is now a change in their feeling.

The Perels will be visiting an Absorption Center on the last day of their stay in Israel. Our conversation emphasized Russian immigration and costs that are involved in their absorption. This will therefore be their final impression. Now with a commitment to increase and a positive last day, I am certain that Mr. Perel may be spoken to immediately upon his return to Richmond.

MHS:amf

February 25th, 1972

Mr. Irving Bernstein

Matthew H. Simon

Miscellaneous Reports

Mr. and Mrs. Enoch Silverstein, Chicago

They spent only one day in Jerusalem and did not respond to any messages left for them in Tel Aviv.

Mr. and Mrs. David Feinstein and Mrs. Harry Greenberg, Atlantic City

They explained to me on the telephone that they were in Israel visiting children and they could not make time available for me.

Mr. Harold Ruttenger, Pittsburgh

I met once with Mr. Ruttenger and we are arranging an additional meeting with Rabbi Friedman.

A number of members of Operation Israel No. 11 gave me a tree certificate for walking them through the reconstructed Jewish quarter in the Old City of Jerusalem. I will watch it grow and visit it regularly.

MHS:ang

February 25th, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. and Mrs. Milton Rock, Scranton

I met with Mr. and Mrs. Rock on Thursday night, February 24th, in their room at the King David Hotel. Israel was a great emotional experience for them and many different organizations were calling them to arrange private trips. Bonds will take them to visit Ben Gurion, Hadassa has made special arrangements beside the one day service being given them by UJA.

Following the request of Scranton, I did not press Mr. Rock but spent an hour outlining the nature of the 1972 needs and our responsibilities. I suggested to the Rocks that only with a "breakthrough" increase upon their return will the meaning of their trip to Israel and their understanding of Israel's needs be made apparent to friends in the Scranton Jewish community. They accepted this proposition and committed themselves to make an increase that will be meaningful.

Mrs. Rock said that she had already doubled her Youth Aliyah pledge to Hadassa. This should be the model for other gifts to the Scranton Federation.

Our meeting was most successful and in keeping with Scranton's request.

MHS:amg

TO: HAF
FROM: Aryeh Neshar

February 25, 1972

MR. CHARLES RUTENBERG
U.S. HOMES CORPORATION
CLEARWATER, FLORIDA

DATA: Solicited by Dr. Neshar and Leonard Strelitz on February 8, 1972
In conversations with him he did not deny that his personal worth is
**\$7,810,000. However, he mentioned that he split most of his money
for trust funds in the name of his children. We do not believe this
story and it doesn't make sense that he did not leave anything for
himself.

The man is a committed Jew and deeply interested in Jewish education
in the U.S. He reacted best to the argument of Soviet Jews and there-
fore great stress should be placed on this. He is interested in meeting
Israeli leaders.

His importance goes beyond his own capacity to give \$1,000,000 since he
has around him a group of men of considerable worth. He needs warmth
and "a soft touch". It is therefore recommended that the solicitation
should be made after a good relationship has been established with him.
The man is pleasant, tends to talk a lot and thus prevent the giving
of a straight answer but if requested to stick to the point, he gets
the hint.

GOOD LUCK!

ENCLOSURES: Itinerary during stay from March 22 to March 25

Memo February 10, 1972 (To Record)

Letter to him February 14, 1972

Copy his financial write-up

(**Current price now gives him personal worth of \$9,000,000)

SPECIAL NOTE: He comes under the framework of being a guest of the Prime
Minister's Office and we are paying for his three-day stay in
Israel.

His brother, Arthur, should also come up for discussion since he
is a potential for solicitation.

2 March 1972

Mr. Irving Bernstein

Herbert A. Friedman

Solicitation of Mr. Sidney Colen, St. Petersburg, Fla.
1 March 1972

I spoke with him several times on the telephone and finally, on the above date, we met for several hours in the afternoon.

He attributes to himself a deep and philosophical nature, as a result of which, he makes long and penetrating analyses of all questions about Israel. He describes himself as a life-long Zionist, yet he questions whether Israel is only a State of Jews, instead of being a place for Jews. He doubts the righteousness of refusing entrance to Lansky and Lipsy.

Every time I tried to pull him away from these abstract questions, in which he was always very argumentative and defensive, and tried to bring him to the practical realities of today's problems, he said he "was helping Israel in his own way." When I told him that his \$3,000 gift was not very adequate, he said he felt very bad and sorry that the UJA used such tactics as to spy on a man." I explained that we were simply trying to do our duty in an efficient way. He hinted that he bought large quantities of Bonds and made large private investments in Israel, but refused to divulge details.

When I referred to the effort to see him in Florida, he said he would never grant an appointment to any UJA group of solicitors.

He is hostile, carries many grievances, and my recommendation is that he simply be left alone. He is completely self-righteous in his philosophizing and is not amenable to any argumentation. I really believe that any additional investment of time in him is not worth it.

We parted on friendly terms, and I told him that I thought he would feel very badly in the future, when he realized that during all the years of his philosophizing and not supporting, Israel would be going through severe pains. He said that he would continue to support Israel in his own way and promised not to diminish his help.

HAF:SS

Date; March 5th

United Jewish Appeal

VISITOR'S TO ISRAEL INFORMATION

Arrival: March 14th departing March 21st

Name: Mr. Leon Ell, Miami

Biography: 10,000 in 1971. Old on the verge of senility but still soliciting in Miami campaign. Has large real estate holdings. and dealings. rated at 35,000

Itinerary:

14+20 Inver. (?)

Contact:

Shapiro was told:

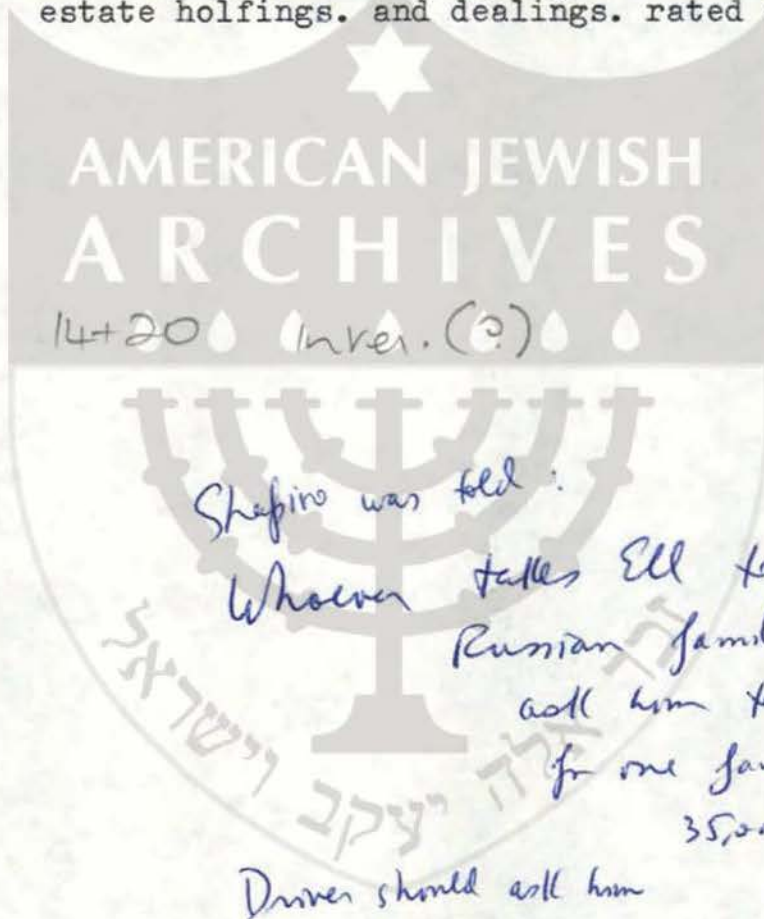
Report:

Whoever talks Ell to see Russian family, should ask him to pay bill

Follow up:

for one family absorption - 35,000

Driver should ask him



*File-BB ddr
L.A. - [unclear]*

March 8, 1971

Mr. Irvin Robbins
Beskin-Robbins
1201 S. Victory Blvd.
Burbank, Calif. 91508

Dear Friend Robbins:

It has been good talking to you. For the sake of order I wish to summarize the three matters discussed.

- (1) You have committed yourself to participating in our emergency effort for a total of \$50,000 for 1971. I wish to thank you for it.
- (2) You have kindly agreed to visit Israel for a short exploratory trip, the date to be decided by you at a later time.
- (3) Following our conversation about your active participation in our effort, you have agreed:
 - (a) to try and organize a small meeting in your home with people for whom your effort could serve as an example;
 - (b) to also try to arrange for the two of us some personal solicitations.

Again, it has been a real pleasure and privilege to have made your acquaintance and I hope that our relationship will benefit the Jewish efforts of survival.

I have informed Mr. David Sacks about our conversation and he will be in touch with you.

Hoping to see you soon, I wish you a Happy Purim.

Cordially yours,

Aryeh Beskin

AM:sd

cc: Chester Firestein

bcc: Ralph Zimmerman Al Gilens

*my
deal*

FOLLOWING SOLICITATIONS FOR YOUR APPOINTMENTS:

FIRST HARRY ROSENZWEIG PHOENIX ARIZONA ARRIVING MARCH SIX TO MARCH SIXTEEN STOP SOLICITED HIM FOR 35,000 WOULD NOT COMMIT UNTIL AFTER VISIT TO ISRAEL STOP VERY TOUGH NEEDS COVERT INFLUENTIAL IN HIS TOWN STOP SYMBOLISM OF GIFT GREATER VALUE THAN MONEY STOP STATE CHAIRMAN REPUBLICAN PARTY VERY CLOSE FRIEND BARRY GOLDWATER PLEADS POVERTY BASIS MONEY TIED UP LARGE LOCAL BUILDING PROJECT STOP GREAT VANITY TREAT WITH CARE IMPORTANT MEET TOP LEADERS TO INFLUENCE HIM STOP PAYS HIS OWN WAY NOT GUEST.

SECOND IRVIN ROBBINS BASKIN ROBBINS ICE CREAM CALIFORNIA ARRIVING MARCH TWELVE TO MARCH TWENTYFIVE IN 1971 WENT FROM 12,000 TO 50,000 MY SOLICITATION NOW INDICATING WILL CUT BACK TO 12,000 BUT ACCEPTED VISIT ISRAEL KNOWLEDGE HE WILL BE SOLICITED STOP SEMIRETIRED ARRIVING WITH MRS BASKIN WIDOW HIS LATE PARTNER SHE WEALTHY ON OWN SHOULD BE SOLICITED INTERESTED AIRFORCE ALSO MILITARY AND INDUSTRIAL ESTABLISHMENTS (DOMESTIC PLANT) SOLICIT FOR NEEDED FOR INCREASED MILITARY EXPENDITURES AND SOVIET IMMIGRATION STOP PAYS HIS OWN WAY NOT GUEST.

THIRD CHARLES RUTENBERG FLORIDA ARRIVING MARCH TWENTYTWO TO MARCH TWENTYFIVE HILTON POSSIBLY WITH BROTHER ARTHUR STOP PERSONALLY WORTH 9 MILLION DOLLARS WHEN SOLICITED GAVE EXCUSE MONEY IN TRUST FOR CHILDREN STOP MOST INTERESTED IN SOVIET JEWS ALSO MEET ISRAELI LEADERS FIRST ESTABLISH GOOD RELATIONSHIP ON WARM APPROACH THEN SOLICIT FOR ONE MILLION STOP GUEST OF GOVERNMENT THREE DAYS STOP SENDING ADDITION DETAILS GOOD LUCK NESHER

* DEFINITELY, ACCORDING TO SUBSEQUENT CABLE

FRIEDMAN

Date; March 5th

United Jewish Appeal

VISITOR'S TO ISRAEL INFORMATION

Arrival: Mr. Sidney Saul Silverstein, Chicago

Meyer Silverstein Co.
3810 No. Cicero Ave.
545-0677

Name: March 10th departing March 13th

Biography: 13,100 in 1971. Very active in Northwest suburbs division of Chicago campaign. Extremely concerned with Russian immigration problems. 13,000 1971 gift went to Israel Education Fund With brother owns wholesale tobacco firm. Also has been to Israel many times. Rated 25,000

AMERICAN JEWISH
ARCHIVES

Itinerary:

King David

Contact:

Haf to meet with them Sunday, March 12th at 9.00 a.m.
King David Hotel

Report:

Follow up:

HAF saw him 12 March
Report dictated

TO: HAF
FROM: AN
SUBJECT:

DATE: 3/7/72

Attached you will find copy of tentative itinerary which we were forced to send to the Rutenbergs' at their request, as well as covering letter to them. You will note that no definite commitment was made.

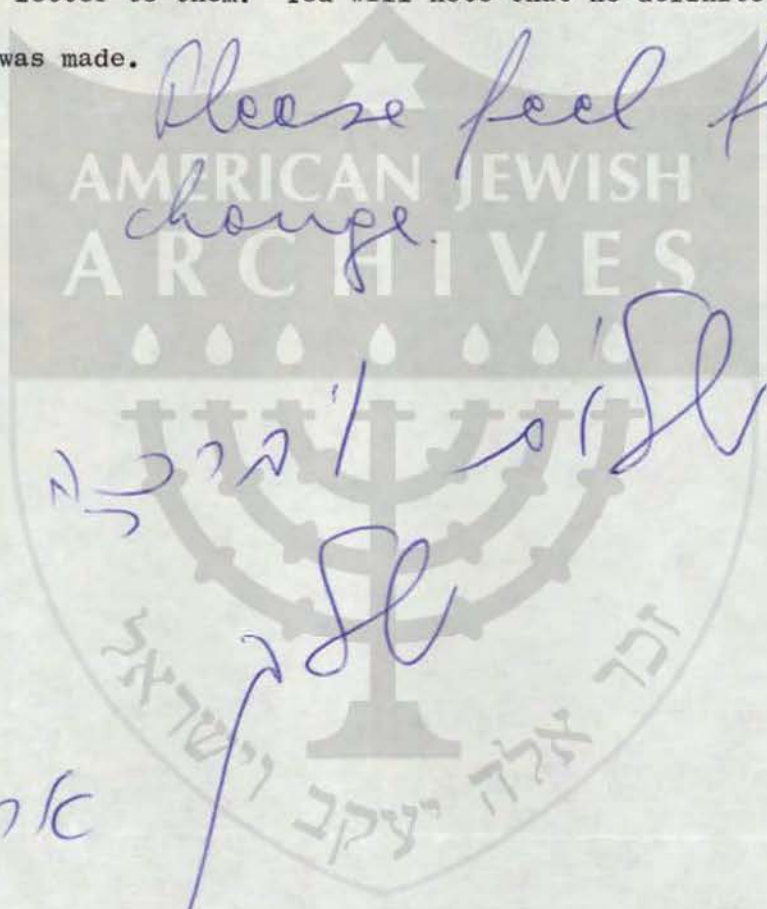
REGARDS.

Please feel free to change

*שלום רב
שלום רב*

AN:sd
Enc.

אנ'ה



ITINERARY

CHARLES AND ARTHUR RUTENBERG

MARCH 23 - 25, 1972

WEDNESDAY, MARCH 22:

ARRIVE LOD AIRPORT TEL AVIV 5:10PM -
HILTON HOTEL

EVENING:

MEETING WITH GOVERNMENT OR MILITARY OFFICIAL

THURSDAY, MARCH 23:

AM: LOD AIRPORT - ARRIVAL SOVIET JEWS
VISIT COSMETIC FACTORY (ARMAMENT PRODUCTION)
VISIT AIRFORCE BASE SOUTH, EVENTUALLY MEET
COMMANDING GENERAL OF AIRFORCE

EVENING:

DINNER WITH MEMBER OF GOVERNMENT, POSSIBLY
MR. SHAREF, MINISTER OF HOUSING

FRIDAY, MARCH 24:

JERUSALEM

OLD CITY
BETHLEHEM
WESTERN WALL
MT. HERZL
YAD VASHEM (MONUMENT TO HOLOCAUST)

EVENING:

POSSIBLE MEETINGS WITH MR. SAPIR, MINISTER OF FINANCE,
OR MR. PINCHAS, AND YIGAL ALLON, DEPUTY PRIME MINISTER

SATURDAY, MARCH 25:

HAIFA

ABSORPTION CENTER FOR SOVIET JEWS
VISIT CHERBOURG BOATS
VISIT PRISON IN ACCO
CESAEREA

March 7, 1972

Mr. Arthur Rutenberg
Chairman of the Board
Omega Properties
2905 West Bay Drive
Belleair Bluffs, Fla. 33540

Dear Mr. Rutenberg:

Following the arrangements made with my office for your forthcoming trip to Israel, I am pleased to send you, attached to this, a tentative itinerary. Please note that this is less than a tentative schedule because it all depends upon the availability of important Government and military members. This schedule may have to be re-arranged in order to fit their time and is therefore more of an idea than a fixed itinerary.

Everything is being prepared for your visit and we are sure it will be a memorable occasion for you. Please don't hesitate to let us know if you have any other questions.

Cordially,

Aryeh Neshor

AN:sd
Enc.

7 March 1972

Mr. Irving Bernstein

Herbert A. Friedman

Solicitation of Mr. and Mrs. Adrian Commins, Lynn, Mass - 7 March 1972

Mr. and Mrs. Commins visited my office and we had a very enjoyable and friendly conversation for almost one hour.

I asked him for the rated figure of \$65,000 and he said he simply was not able to stretch to that amount. He said that all his life he had striven to give more and more, and to match the standards set at our annual December fundraising dinner.

This past December was the first he missed, because he could not achieve the \$50,000 minimum level required. He could only repeat the same \$40,000 as last year. He tried very hard to see if he could reach the \$50,000 but could not, and, therefore, did not attend the dinner. This made him feel badly but he had no choice.

His wife said that even though they could not stretch to \$65,000, nevertheless, I should not feel that the visit was altogether wasted. Perhaps they might be able to give some amount more than the \$40,000. He said that he would try very hard to stretch to \$50,000 for 1973.

My impression of these people is that they are quite sincere and not attempting to evade any responsibility. I truly believe them about having reached a financial limit.

HAF:SS
CC: MP

9 March 1972

Mr. Irving Bernstein

Herbert A. Friedman

Solicitation of Mike Robinowitz, Tulsa, Okla. - 9 March 1972

I saw Mr. and Mrs. Mike Robinowitz of Tulsa, together with his brother, Mr. and Mrs. Sol Robinowitz on above date. We had a very friendly conversation in the office.

In spite of being a knowledgeable campaigner, having served as chairman of both UJA and Bonds, as well as having been past president of the Federation, he repeated how stimulating a visit to Israel can be and how much more you can learn.

He has been all around the Golan Heights and the northern part of the country during the recent Lebanese border difficulties. He has also been in an absorption center and has spoken to Russian immigrants. He really does understand the current problems.

Your record showed that he had given \$4,000 in 1971, has already committed for \$10,000 in 1972 and you rated him at \$25,000. He explained that he would try to give the \$25,000, although it might only be \$20,000, but the amount will be based upon the value of some lettered stock which he has deposited with the Tulsa Federation Foundation. He thinks that there is enough value to maintain a gift of about \$20,000 to \$25,000 a year for three years - i.e., 1972, 1973 and 1974.

His attitude was excellent and he said that he would talk to some of the leading people upon his return about the idea of increasing the commitments that have already been made for 1972.

Your information to me about his brother, Sol, indicated that he was of much more moderate means and you rated him at \$5,000. I asked him for that but did not get any reaction, so I cannot honestly say what will happen.

HAF:SS

13 March 1972

Mr. Irving Bernstein

Herbert A. Friedman

Solicitation of Sidney Saul Silverstein, Chicago, 12 March 1972

I saw the above mentioned gentleman in my office for about one hour.

I asked him for the rated figure of \$25,000, and he said he would have difficulty retaining his present standard of \$13,000. He had jumped from \$5,000 to \$13,000 because of an unexpected windfall, but this was no indication of continuous growth in his business.

He recited a long history of antagonism with the Jewish United Fund of Chicago because of his dissatisfaction with the share of the funds allocated to Israel. He thinks 32% of the regular campaign is grossly inadequate. He knows he has a reputation of being a stormy petrel in the campaign hierarchy, and, therefore, will never be permitted to contribute all the energy he has and all the love for Israel.

He says he has offered his services to Sol Weiner but so far he has not been mobilized into the campaign.

I would appreciate your bringing this to the attention of Ray Epstein, who should take a few minutes to meet this man. His address is 3810 No Cicero Avenue, telephone number 545-0677.

My own opinion is that this is a zealous, perhaps over-zealous type, but one who could be harnessed very effectively. I also believe that if he makes more money, we will get more.

HAF:SS

14 March 1972

Mr. Irving Bernstein

Herbert A. Friedman

Solicitation of Mr. & Mrs. Robert Rosner, Chicago - 13 March 1972

I spent about three hours with Mr. and Mrs. Rosner over lunch. They are a very interesting couple, rather different from the ordinary run of big givers. They're rather shy, and came on an ordinary commercial tour. They knew no-one and got along well with everyone.

They were intensely interested in everything I told them and they were terribly grateful. They said that they had gotten more information from me in those three hours than in the two weeks they were here. They're quite intelligent and absorb information quickly.

When I asked him for the rated figure of \$50,000, and suggested that perhaps he had to talk to his partner, Jack Hoffman back home, he replied that he had to speak to himself first, which was a very honest answer.

He then began to express many doubts and reservations about how far an American Jew should commit himself to Israel; about whether there was a theocracy here, which he obviously would not like; whether the Russian immigrants were not proving too difficult to absorb; and many many other questions. I answered everything slowly and carefully, and obviously to their great satisfaction. They kept repeating over and over again how much enlightenment they were receiving.

I think we have a good chance to get the money. It seems to me the follow-up should be a simple telephone call from Marty Peppercorn when they return to Chicago (which will be by about the 25th of March), asking whether he has had a chance to think over the request which Friedman made of him in Tel Aviv. In other words, no high pressure is required, but simply a reminder that an answer is due.

HAF:SS

UJAPPEAL62911

MARCH 17

FRIEDMAN
UNITED JEWISH APPEAL
JERUSALEM ISRAEL

ROBERT LEVY AND WIFE CISSY SON OF LEON LEVY MEMBER PALEY FAMILY
PHILA STOP FAMILY GIFT FOR 1971 AND 1972 DOLLARS TWELVETHOUSAND
FIVEHUNDRED ALTHO RATED AT HALFMILLION STOP WILL BE IN ISRAEL
FROM MARCH TWENTYTHIRD THRU APRIL SECOND AT HILTON STOP SHOULD BE
SOLICITED BY YOU STOP ROBERT SHOULD BE TREATED AS INDIVIDUAL AND
HIS RATING IS MINIMUM ONEHUNDRED THOUSAND STOP HE IS AVID SPORTS
FAN AND A FLYING AND MILITARY BUFF

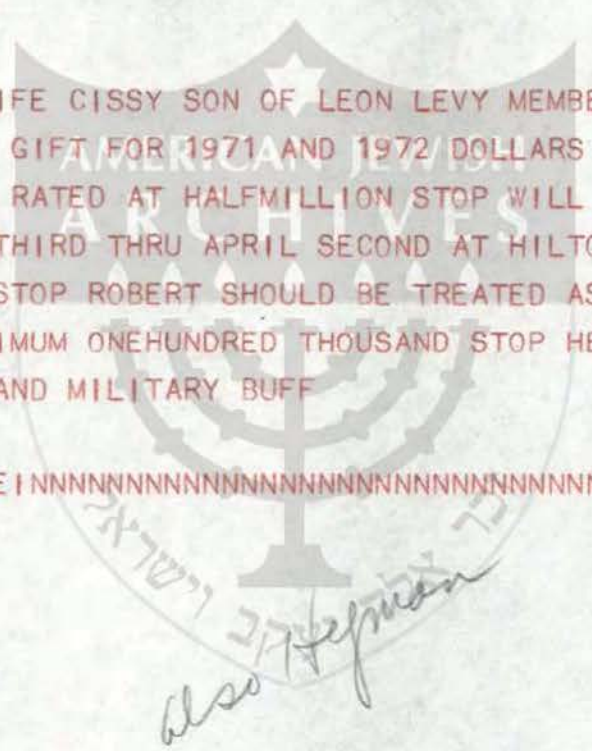
REGARDS - BERNSTEINNNM

⊕

2381 UJA IL

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March 22nd, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. and Mrs. C. Lichtig of Cleveland

On March 22nd, I met with Mr. and Mrs. Lichtig and their three children. It is their first trip to Israel and they have obviously been deeply moved by what they have seen. In 1971 Mr. Lichtig gave \$1,800. After a long conversation reviewing immigration and social welfare problems of Israel, which the Lichtigs were interested in discussing, I asked them to double their gift for 1972.

Both Mr. and Mrs. Lichtig thought that doubling was beyond their capabilities but they want to do more than they have done previously. They committed to a meaningful increase over \$1,800 after Mr. Lichtig speaks to his brother in Cleveland.

Mr. Lichtig and I spoke about his returning to Israel on a mission later in 1972. He explained that a brother in Cleveland and another in Los Angeles both need to see Israel as he had done to become committed to the work of the USA. He both thought a mission this fall would enable the three brothers to see Israel together in the most dramatic way. I trust Cleveland will place the Lichtig family on their Operation Israel prospects list for 1972 - 73.

MHS:amg
cc: HAF
XP

הסוכנות היהודית לארץ ישראל
THE EXECUTIVE OF THE JEWISH AGENCY

ISRAEL EDUCATION FUND
Tel Aviv, 17 Kaplan Street
P.O.B. 7053 - Tel. 253104, 258211
Cables : JEVAGENCY, TEL-AVIV

קרן החינוך לישראל
תל-אביב, רח' קפלן 17
ת.ד. 7053 - טל. 253104, 258211

Ref. No. 8469/72

March 24, 1972

To: Mr Herbert A. Friedman

From: Eliezer Shavit

I received the following telex from Don Klein :

"MOUCHLY ADVISES SOL STEINBERG ARRIVING ISRAEL WITH WIFE
AND THREE TOP POTENTIAL PROSPECTS MAY 19 - 30 STOP
TENTATIVE SCHEDULE MAY 19 - 21 TELAVIV MAY 22 - 26
JERUSALEM MAY 27 - 28 HAIFA MAY 29 TELAVIV STOP
SHOULD HAVE TOP VIP TREATMENT AND SOLICITED WHILE THERE
STOP RUTH COHEN AND VINITSKY IN CHARGE RESERVATIONS STOP
PLEASE ADVISE SHMUELI HAF AND LET ME HAVE TENTATIVE VISIT
SCHEDULE BY RETURN TELEX "

I will be in touch with you to arrange a meeting
with them.



March 28th, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. and Mrs. Gerald Cohen and Mr. and Mrs. Don Olsen.

I spent the morning of March 27th with the Cohen and Olsen families. UJA indicated that Olsen should be given special treatment and I took both families on an extended tour of Jerusalem, indicating former borders, the Christian sights in the old City and the reconstructed Jewish quarter. Both couples expressed great gratitude and Olsen was especially grateful for a new understanding of Israel's role in Jerusalem, which he will share with Governor Evans and other leaders of the Republican Party when he returns to Washington.

Gerald Cohen was rated at \$3,500 and I spoke to him about his gift. After lengthy discussion, during which he explained that he was deeply committed to his synagogue, he said that he and his wife had made a maximum gift in 1972 of 2,000, and at this point that must remain his final figure.

UJA is planning too, a visit to an Absorption Center for Cohen and Olsen. I trust this will make a difference to their feelings, despite the fact that at this point Mr. Cohen does not think that it is possible.

Miscellaneous Reports

Cancellations: Hershel and Marvin Blumberg of Washington; Mr. and Mrs. William Kohn of Rockland County; Dr. Irving Schnee, Paterson; Mr. Jack Sobel, Atlantic City.

Not locateable

Mr. Irving Paradise, Mr. Joseph Shain, Mr. Harold Buff, Mr. Marvin Klitsner.

Left country before dates given us by UJA

Larry Schooler, Elmira; Harry Lubin Elmira.

31 March 1972

Mr. Martin Peppercorn

Herbert A. Friedman

Solicitation of Mr. Herbert Heyman, Chicago - Tuesday, 28 March.

I saw Mr. and Mrs. Heyman at my house in Caesarea on above date. We had a rather short but most friendly conversation. I asked him for the rated figure of \$25,000. He said that he had stretched himself in 1971 to go to \$20,000, and he wasn't sure that he could stretch himself further.

But, then he raised another point -- namely, the general condition of the Chicago campaign. He felt that even if he pushed himself to give \$25,000, it would not do much good by way of influencing others. Naturally, I tried to disabuse him of that point. I urged him to call Milton Ratner to see if they could not generate more enthusiasm in the campaign, thus giving him a feeling that his own increase might then be worthwhile. He said he would call Ratner and give a great deal of thought to the requested increase.

HAF:SS
CC: IB

April 3rd, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. Theo Sall, Philadelphia, Pa.

I met this morning with Mr. Theo Sall who had been given special attention at the request of Don Harwitz. Prior to meeting me he had spoken with Sapir, Kultzin, Almozi and others. These meetings were by way of informing himself on the 1972 needs of Israel, in preparation for continuing his embassy appeal where he is the Chairman and speaker.

I asked him if his questions had been answered. He said that he had 5% of the information he needed; when I asked what the missing 5% was, he replied that he thought he still had questions on the housing problem. After breakfast I drove him through Matamon and other similar areas and pointed out first through fourth generation housing and the problems relating to its development. He seemed pleased and satisfied.

He gave \$12,000 in 1971 and there was no rating for 1972. I asked for a gift commensurate with his new understanding and responsibilities. After hearing about his commitments to the Technion, Israel bonds, etc. Sall promised me a pledge for 1972 of \$15,000. My suspicion is that at some point during the campaign he could be pushed a little more.

MHS:ang

April 12th, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. and Mrs. Arnold Saffer and Mrs. and Mr. Jerome Marsh, Essex County

On Wednesday, April 12th I met with the Saffer and Marsh families at the King David Hotel. As indicated in the telex message Jerome Marsh is not active in the campaign and tends to be flippant about solicitations and Federation. Saffer, on the other hand, is overly serious and becomes pietistic about the giving levels of others and their ethical responsibilities. My task was therefore to indicate the seriousness of needs to Marsh and the human factor of campaigning to Saffer.

The ratings for both men were double the 1971 gift and I asked for this amount. In both cases it seemed to be about what they have considered to be within the realms of possibility.

After an hour long conversation during which time Russian immigration was emphasized, there was acknowledgement that gifts must be increased and I again asked for twice the amount of last year's gift.

It is my feeling that I have opened in their minds the possibilities which they have not considered before. They acknowledged this when I departed. They are only at the beginning of their touring and have still to visit an Absorption Center, Massada, etc. The thought of a significant increase will have to percolate for a while. Their commitment is to increase. I have doubts that it will be on the levels asked for, but their feelings and understandings have been opened up.

TO: EHUD MOUCHLY

FROM: MICHAEL YUDIN

SUBJECT: W. B. ~~ESHER~~ Herman - Toronto, Canada

DATE: APRIL 18, 1972

CONFIDENTIAL

As you know, I am presently working on the travel arrangements for the above mentioned. He will be traveling to Israel as part of a group of eight (8). The group consists of the following:

M/M Sol Steinberg
 M/M L. D. Cohen
 M/M W. B. Herman
 M/M Murray Herman

Sol Steinberg, an Israel Education Fund donor, plans to have W. B. Herman solicit for an IEF project. After speaking with the Federation Director in Toronto, Mr. Ben Schneider, I believe this would be a mistake of major proportions. As much as I would like to see the IEF realize the gift, I am convinced that it would be at the cost of the United Jewish Appeal. W. B. Herman is reputed to be the second or third wealthiest man in Canada. His gift to the UJA is a token one of \$10,000.00. In 1971, he was solicited by Yigal Allon and as a result gave \$35,000.00. He is rated by the Federation Director at a minimum of \$25,000.00. More importantly however, is the ripple effect that kind of gift would have. If Mr. W. B. Herman can be convinced of the needs of the UJA, and thereby become a worker, he could turn the Toronto community on its ear. He is the most powerful man in the city of Toronto. As such, the clout he carries is immeasurable.

It is essential that he be turned into a "believer." Sol Steinberg does not agree, and as a result we will have to go around him, quietly. The Hermans will be arriving in Israel onboard EL-AL Flight # 2 on May 18th. They have requested a 2-bedroom suite at the Tel-Aviv Hilton. When I receive final confirmation regarding their other hotel reservations, I will forward it to you.

Please treat this memo confidentially.

MY:tr

Yudin

April 18th

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. and Mrs. Joe Spector, Syracuse

On Monday, April 17th, I met with Mr. and Mrs. Joe Spector for two hours at the King David Hotel. The conversation revolved around Mrs. Spector's activity in the Women's Division, with Mr. Spector merely commenting on his interest in assisting Israel and his concern for Russian Jewry.

It was decided at breakfast, for example, that the Spectors would send a telegram to the opening the Women's Luncheon from overseas, indicating that Mrs. Spector would increase her pledge because of what she is seeing here in Israel.

Spector reviewed his own business problems and it seemed out of line to ask him to go to the rated \$50,000. As Russian Jewry was uppermost in our minds, I asked Mr. Spector to adopt a year's absorption bill for a Russian family, for \$35,000. He thought this was an excellent idea and told me it sounded to him like "something he ought to do."

His gift is a shared gift and we agreed that he will speak with his family when he returns to Syracuse, about their providing for one Russian family. It has his agreement and encouragement.

MHS:ang

ISRAEL EDUCATION FUND

CONFIDENTIAL

April 19, 1972

Rabbi Herbert A. Friedman
c/o Jewish Agency
POB #92
Jerusalem, Israel

Dear Herb:

The enclosed memo from my assistant is self-explanatory.

Herman is a tough cookie and I'm sure you'll love tackling him for his regular gift.

Please understand that you haven't heard from us on this and treat it confidentially. If Steinberg hears about this the IEF will be in trouble. Shavit has the full itinerary of this group.

Good luck, friend!

Warmest regards,

Ehud
Ehud Mouchly

EM:kaz

Enclosure

P.S. Naturally we would simply adore getting a school from this group.

President
*Philip Zinman

Executive Directors
Ehud Mouchly
Eliezer Shavit (Israel)

Honorary Chairmen
Charles J. Bensley
*Joseph Meyerhoff

Advisory Board
*Leonard D. Bell
*Henry C. Bernstein
*Jerome I. Braun
Rabbi Isadore Breslau
*Shepard Broad
Louis Broido
Dr. Detley W. Bronk
Aaron Chlewich
Emanuel Ebin
*Dr. Sidney M. Edelstein
Clarence W. Efromson,
Robert A. Efromson
Mrs. Rosaline Feinstein
Jacob Feldman
*Irwin S. Field
Israel D. Fink
Max M. Fisher
*Larry M. Frank
Saul Freedman
*Herbert A. Friedman
*Herbert J. Garon
Edward Ginsberg
Jack A. Goldfarb
Horace W. Goldsmith
Dr. Harold B. Gores
Mrs. Caroline Greenfield
Oscar Gruss
Samuel L. Haber
Gottlieb Hammer
Samuel Hausman
Leroy E. Hoffberger
Dr. Robert M. Hutchins
Leslie Jacobs
Albert Jaffe
Dr. William Jansen
Mrs. Mimi Janson
Ludwig M. Jesselson
*Joseph H. Kanter
Max R. Kargman
*Max H. Karl
Jerome Klorfein
Samuel Leidesdorf
Morris L. Levinson
Richard S. Levitt
Isadore Lipshutz
Joseph Mazer
William Mazer
Samuel M. Melton
Marco Mitrani
*C. M. Newman
*James H. Nobil
Albert Parker
Sidney R. Rabb
*Theodore R. Racoosin
Mrs. Louis J. Reizenstein
*Morris Rodman
Henry Rose
Leonard Rosen
William Rosenwald
Leo Rosner
Sam Rothberg
Aaron H. Rubin
Morris H. Saltzman
Lawrence Schacht
*Bernard Schaenen
*Mrs. Bernard Schaenen
Mrs. Emma Schaver
Joseph D. Shane
*Abraham Shiffman
*Mrs. Burt J. Siris
Dr. Henry Sonneborn III
*Sol Steinberg
Dr. Dewey D. Stone
*Joseph H. Strelitz
Leonard R. Strelitz
Bernard Striar
Benjamin H. Swig
Mrs. Philip A. Vogelmann
Edward M. M. Warburg
Jack D. Weiler
Robert I. Wishnick
Malcolm Woldenberg
Morris B. Zale

*Executive Committee

26 April 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. and Mrs. Roy Cooper, San Francisco

On April 27, I met with Mr. and Mrs. Roy Cooper at the Hilton Hotel. We had a lengthy conversation during which we reviewed problems of Eastern European immigration and absorption. The day before UJA had taken them to visit a Malben home and an Absorption Center. The conversation was therefore appropriate to the occasion.

I asked Mr. and Mrs. Cooper about the cut in their gift in 1972, from \$3,000 to \$1,000.

Mr. Cooper explained that last year and the first months of this year motion picture theaters were not doing well. The \$1,000 for 1972 was actually monies earned last year.

I emphasized the needs of 1972 and Cooper volunteered that with the movies that are recently coming out, the theater business should pick up and improve as 1972 progresses. I asked him as a minimum to restore his gift when he returns to San Francisco and also to consider increasing beyond that to the rated \$5,000. It is my feeling that he volunteered the information about the improving conditions of business because he felt guilty about the cut and he wanted to indicate that things had been bad but now the money could be restored.

As a self made man I think it would be wise to wait a few weeks after Mr. Cooper's return and then remind him of his commitment to restore his gift. He will then have had the opportunity to review progress in his industry first hand.

MHS:amg

cc: Mr. Martin Peppercorn.

Simon

April 26, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. and Mrs. Ben Saks, Gary Indiana

I met with Mr. and Mrs. Saks and Mr. Saks' brother at the King David Hotel, for breakfast. We had a long and delightful conversation, during which we reviewed conditions in Israel and Mrs. Saks' role as the president of a Federation in America, and her activity in Hadassah. Everyone was duly patted on the back and complimented and I asked Mr. Saks and his wife to go to their respective ratings of \$4,000 and \$1,000.

Mrs. Saks explained that she had doubled her gift last year in an all out effort to inspire others, and she could only make a token increase this year. I asked her on the basis of her being in Israel, if she and her husband could make a sacrificial increase. She told me "not to worry about the Saks family."

I assume her comment meant that she was not prepared to move at this time, but perhaps at some later point.

SM

April 26, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Dr. and Mrs. Bernard Penner, Los Angeles

I have known Bernie and Beverley Penner for many years and I was personally involved in their family life. Only last year their house was burnt to the ground in the disastrous San Fernando Valley Fire. My wife and I at that time offered to take his children in New York until they were able to relocate.

Dr. Penner's rating at \$7,500 I felt was out of line this year. He is deeply committed to Israel and had volunteered to come here as a surgeon in 1967. I asked him for \$2,000 for the 1972 campaign and renewed effort in soliciting physicians of the San Fernando Valley area. He immediately agreed to the latter but thought that \$2,000 was more than he could afford this year.

I told him that in good conscience he really could not give less than \$1,500 and he told me that he would consider that amount. I suspect for the next period of time that his finances are a bit confused but I am certain that the figure of \$1,500 is under consideration.

Al Gilens ought to speak to him about helping the campaign and his gift.

Jan

26 April 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. and Mrs. Joshua Kheel, Los Angeles

I met with Mr. and Mrs. Kheel at the St. George hotel where they were staying. A good part of our conversation was taken up with their unhappiness with the hotel and we were able to effect a transfer to the Intercontinental Hotel, which improved the conversation.

Mr. and Mrs. Kheel had a gift of \$3,300 in 1971 and were rated at \$5,000. When I began to speak about the Los Angeles campaign, Mrs. Kheel mentioned that her husband went to a parlor meeting immediately before their leaving for Israel and had made a commitment for 1972 which "knocked her over." It was the rated \$5,000.

Our last few moments together were by way of thanks and assurance that the funds were needed now for the purposes the Kheels would be made aware of as they toured Israel.

30 April 1972

Mr. Irving Bernstein

Herbert A. Friedman

Solicitation of Sidney Silverstein, Teaneck, Abe Ginsburg, Englewood, Martin Siegel, Englewood - Tuesday 25 April and Saturday 29 April

I had many contacts with this group by phone, and two meetings in person. Pursuant to Mr. Peppercorn's recommendations, I discussed the strategy with Sidney Silverstein in many, many phone conversations -- practically every single day that the group was in the country.

I had one meeting with them at my house in Caesarea for about two hours on 25 April, and again spent the evening at dinner with them for several hours on 29 April. Rapport was excellent; very good relationship developed; advice given by me on paintings which they wished to purchase; in other words, a really excellent social experience.

Following the dinner, I asked the three men to meet with me separately while the wives went upstairs to do the packing. Silverstein was not ~~more~~ interested in pushing hard to achieve any commitments. He much preferred the soft touch. I asked each one of them for \$100,000 for 1972, without prejudicing the future.

Silverstein gave no reaction whatsoever. As friendly and complimentary as he was, nevertheless, he refused even to rise to the bait, but moved away from the subject of his own gift by saying that he was sure the other men would use their influence to raise more money when they got home.

Ginsburg said that he had already pledged \$25,000 for 1972, but when he got home he would increase that. I spoke to him again about the example of leadership giving, and said that if he would not go to the \$100,000 in 1972, he should certainly do so in 1973. He explained that he wanted to give constantly more money to the UJA, but he also wanted to give money to other causes in Israel. He indicated that this is what his brother, Martin, had also told Norman Seiden. (I saw Norman Seiden, who was here to receive an award from the Ministry of Commerce and he told me that Martin Ginsburg was much touched by his visit a couple of months ago and was thinking of a package of one million over the next five years -- \$100,000 per year to the UJA and the other half million to universities.) I have no idea what numbers Abe Ginsburg has in mind but he wants to use the same theory of distribution.

30 April 1972

Mr. Irving Bernstein

Herbert A. Friedman

Silverstein, Ginsburg, Siegel (continued)

As for Siegel, he said that he was really brand new to this whole thing, that he had given \$5,000 and that he would certainly think of giving more when he got back. Again Silverstein commented that if Siegel and Ginsburg would use their influence to call in their friends who didn't give anything, they would be doing something worth as much as increasing their own gifts, although he felt they should do that too.

In summary, all I can say is the group received quite royal treatment and really had a deep emotional experience. It was the first time visit for both Ginsburg and Siegel and I think they were really touched. How fast they can be pushed into six-figure giving, I am simply not certain.

HAF:SS

30 April 1972

Mr. Irving Bernstein

Herbert A. Friedman

Report on visit of Mr. Philip Feltman - Hartford, 24 April 1972

I had a long, excellent conversation in the office, with no solicitation, because Feltman had made a very big increase in his 1972 gift. I simply wanted to keep good channels of communication open with him, thank him for his support in 1972, and urge him to think ahead affirmatively towards 1973.

We discussed all the major problems of Israel's needs and at the conclusion he said quite simply that as long as he was in the financial position to do so, he would continue to increase his support.

The visit made him feel important, and I discussed the Hartford situation with him as though he were one of the real leaders and insiders. I could tell that this made him feel very good. His feeling of commitment is quite strong and I think we have a long range supporter.

HAF:SS

30 April 1972

Mr. Irving Bernstein

Herbert A. Friedman

Report on Solicitation of Mr. and Mrs. Francis Fine, Lansing
30 April 1972

The Fines came to my office and spent about an hour, accompanied by Dr. and Mrs. Irving Nedelman, who are traveling with them. The doctor is going to be the chairman of the Fall 1972 campaign. He took extensive notes while I was talking.

At the appropriate moment in the conversation, I asked Fine if he would give \$50,000 in the Fall 1972 campaign. He didn't demur, but said simply that he felt it would depend upon what condition Israel was in at that time, especially with regard to the military situation and Russian immigration.©

At the end of the interview, the doctor jokingly said that I had just solicited the first gift of his forthcoming campaign. The mood all around was excellent, and I think we will clearly get some sort of an increase.

HAF:SS

587m

May 2nd, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. and Mrs. Myer Laff, Los Angeles

I met with Mr. and Mrs. Laff at the King David Hotel on May Day. We discussed the UJA campaign and the priorities of donors in Israel. Mr. Laff is especially interested in the housing and Russian immigration problems confronting Israel and we reviewed these items.

Laff is extremely Israel oriented and confirms what Al Gilens wrote, that once some family problems are resolved, he plans to see that his estate is left for the benefit of United Jewish Appeal.

Laff is co-chairman of the Westward campaign and spoke of going from \$400 a few years ago to \$2,500 in 1972. He considers ~~this~~ a good gift.

I suggested to him that if he wanted his trip to have any meaning he had to develop a new understanding of the needs of Israel. I then asked for an increase over the 1972 figure of \$2,500. Laff thought this was a reasonable request and the final figure we talked of was \$3,000, to be given to the United Jewish Welfare Fund. He would see to this as soon as he returns to the United States from Scandinavia.

507m
May 2nd, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. and Mrs. Arthur Fradkin, San Fernando Valley
Division of the United Jewish Welfare Fund of Greater Los Angeles

I left a message at the King David Hotel for Mr. Ben Friedkin of Youngstown, Ohio. It landed in the box of Mr. Arthur Fradkin, a former congregant of mine, who was delighted to say "hello" and wondered how I knew he was in Israel.

Fradkin is a specialist in water pollution with the Dow Chemical Company and is active in synagogue affairs in his community.

We spoke about the Hula Valley projects and problems relating to nitrite levels in the Sea of Galilee. I arranged for an Israeli contact to meet with Fradkin and show him the projects being developed in Israel for water pollution control.

Last year Fradkin gave \$25.00 to the San Fernando Valley campaign. He volunteered an increase to \$100 and I asked him if he thought this was a good gift. Not knowing his present income but knowing the engineers in Los Angeles have had their special problems, I thanked him and told him I would relay the message, to the UJWF.

May 3rd, 1972

Mr. Irving Bernstein

Matthew H. Simon

Solicitation of Mr. and Mrs. I. George Fischbein, Minneapolis

On May 3rd I met with Mr. and Mrs. Fischbein at the Intercontinental Hotel in Jerusalem. It was their next to last day of touring in Israel and they were rather tired from the travelling, but they were thrilled with what they had seen. We discussed problems of social welfare and immigration and the schools integration and reform programs in Jerusalem.

I was to ask Mr. Fischbein that the firm gift go to \$25,000 from \$12,000. He mentioned, as was my information, that the key to the gift was his brother, but that he was committed to the gift being increased and would speak to his brother about it.

Mr. Fischbein suggested that his brother must visit Israel since it has been many years since he first saw the country. He will suggest a trip and perhaps the Minneapolis Federation can urge the brother to join a Mission or community trip to Israel.

Mr. and Mrs. Fischbein were very positive and I believe they will be of some help in the gift's being increased. @

MHS:amg
cc; HAF
MP
File.

May 3rd 1972

Mr. Irving Bernstein

Mathew H. Simon

Solicitation of Rabbi and Mrs. Israel Kazis, Boston

I was asked in a letter from Rabbi Howard Kummer to solicit the gifts of Rabbis Israel Kazis and Zev Nelson. Rabbi Nelson had already left Israel by the time I received the letter but I was able to meet with the Kazis family,

I drove them through the poverty areas of Jerusalem and we toured three neighborhoods of social welfare problems and poor housing. They were grateful for the time I spent with them.

Rabbi Kazis' gift last year was \$800 Regular and \$500 to the Israel Emergency Fund. He will increase in 1972 to \$800 Regular and \$600 Israel Emergency Fund. Mrs. Kazis will make a gift of \$300 to the Women's Division.

MHS:AMG

Copy to; HAF
MP
Rabbi Earl Jordan.

FRIEDMAN
UNITED JEWISH APPEAL
JERUSALEM ISRAEL

MAY 3

MANDELL PARTNER IN FOOD FAIR STOP HIS PRINCIPAL INCOME FROM SKYLINE
HOMES STOP LEONARD GOLDFINE ESTIMATES HIS WEALTH AS OVER ONEMILLION
STOP MANDELL MADE GIFTS TO DOYLESTOWN FARM SCHOOL OF ONEHALF MILLION
DOLLARS OR BETTER STOP HIS MAIN INTERESTS ARE EDUCATION AND MEDICINE
ALTHOUGH HE NEVER WENT PAST THIRD GRADE STOP

GOLDFINE AND NESHER SOLICITED HIM FOR A MILLION DOLLARS STOP MANDELL
REPLIED HE WAS COMMITTED IN HIS CHARITABLE GIVING FOR NEXT TWO
YEARS STOP NESHER AND GOLDFINE DROPPED THE MILLION TO ONEHALF
MILLION STOP

MANDELL ASKED HOW MANY YEARS HE WOULD HAVE TO PAY STOP NESHER
SAID IT COULD BE PAID IN TWO YEARS STOP MANDELL BACKED OFF AND
SAID HE WOULD LET THEM KNOW STOP GOLDFINE FEELS THAT ASSOCIATES
AT FOOD FAIR DISCOURAGED HIM ON ANY GIFT OF THIS DIMENSION STOP
GOLDFINE FEELS MANDELL IS RIPE FOR YOUR SOLICITATION AND THAT HE
SHOULD BE ASKED FOR A MILLION DOLLARS WHICH MIGHT BE EASIER TO
SECURE FOR ISRAEL EDUCATION FUND IF HE NOT WILLING TO GIVE TO
ANNUAL CAMPAIGN STOP MANDELL IS A HYPOCHONDRIAC AND IS TRAVELLING
WITH HIS OWN DOCTORS INCLUDING HIS SON WHO IS A DOCTOR

REGARDS

BERNSTEIN

#

2381 UJA IL

.....

=

*K.O.
room 618*

Date; 3/14

United Jewish Appeal

VISITOR'S TO ISRAEL INFORMATION

MR AND MRS BURTON WILNER LEWISTON MAINE ARRIVING MAY 3 DEPARTING
MAY 7 7,500 IN 1971. 9,000 IN 1972 GIFT MADE THRU CHARLES P
WILNER FOUNDATION WITH THREE OTHER BROTHERS. NO PERSONAL GIFTS
INVOLVED HIS BROTHER RICHARD WILL BE WITH HIM IN ISRAEL ABE
IS CHAIRMAN OF LOCAL HOSPITAL DRIVE WHICH MAY HOLD DOWN GIVING.
SUGGEST GENTLE SOLICITATION FOR 2,500 PERSONAL GIFT FROM EACH
SAM MANDELL FOOD FAIR KING DAVID AS OF MAY FIVE FOR ONE WEEK
25,000 LAST YEAR RATED ONE MILLION.

REGARDS
BERNSTEIN

Itinerary:

Contact: HLT 3-5 KOS-7

Report:

Follow up:

AMERICAN JEWISH
ARCHIVES



HAF 10 nite.
men only
United Jewish Appeal

Date;

VISITOR'S TO ISRAEL INFORMATION

~~18/11/71~~

405

MR AND MRS SAMUEL FINGER NEW BEDFORD ARRIVING APRIL 28 DEPARTING
MAY 12. 9,600 IN 1961. GIFT, WHICH HE CONTROLS REPRESENTS
FOUR FAMILIES. SOLICITOR IN TOP LEVEL OF NEW BEDFORD CAMPAIGN.
OWNS FIBER LEATHER MANUFACTURING CORPORATION,. MAKERS OF
LEATHER GOODS RATED 25,000\$



Itinerary:

HILTON 28/4 - 3/5.
Diplomat 3/5 - 11

Contact:

Report:

Follow up:

message
Dip. 5/5.
mess
Dip 7/5.

10 May 1972

Mr. Irving Bernstein

Herbert A. Friedman

Report on Solicitation of Mr. Abe Wiener - New Orleans - 9 May 1972

After many attempts to make contact, and after leaving many messages in various hotels, it finally proved to be impossible to get to see the above-named party, but I did have a long telephone conversation with him on the eve of his departure from Israel several days earlier than his original schedule.

It seems that the reason for his jumping around from one hotel to another is his dissatisfaction. He was first at the Diplomat, which he described as being simply horrible. He finally got out of that and went to the Intercontinental, which he described as being only slightly better, with terrible food. He got out of that and went to the Dan in Tel Aviv, where he described the bell boy as being disgruntled with a \$2.00 tip, and he himself being disgruntled with having to pay 50c for coffee.

He said that he was leaving with a bad taste, several days earlier than he intended, because he could no longer stay here, and he hoped Rome would be better.

He repeated several times that he had nothing against Israel, but simply thought that the tourist industry in all its aspects was simply unprepared to handle people with minimal courtesies.

Being a Southerner, he maintained a veneer of politeness throughout the conversation, but it was obvious that he was completely turned off. Since he was leaving early the next morning, and I could not see him, there was no sense in trying to solicit him over the phone, after such an experience.

I think a remedial job must be done back in New Orleans. Garon should be given the assignment, knowing in advance that he must be prepared to listen to a long tale of grievance, before he can even start to try to neutralize.

D

United Jewish Appeal

Date;

Dan
643

VISITOR'S TO ISRAEL INFORMATION

ABE WIENER NEW ORLEANS ARRIVING MAY 2 DEPARTING MAY 14 4,200
 IN 1971 WILL BE ACCOMPANIED BY THREE SONS. 1971 GIFT
 REPRESENTS TOTAL FOR ENTIRE FAMILY NOT ACTIVE. OLDEST SON, SIDNEY
 IS VICE PRESIDENT OF JEWISH COMMUNITY CENTER ALL THREE SONS ACTIVE
 IN YOUNG LEADERSHIP.
 ORIENTATION IS HEAVILY LOCAL WITH LITTLE CONCERN FOR ISRAEL
 FAMILY OWNS WIENER CORPORATION, WHICH OWNS SHOE STORES AND MEN'S
 SHOPS WENT PUBLIC SEVERAL MONTHS AGO WITH ASSET OF 5,000,000
 STOCK HAS RISEN SHARPLY RECENTLY FAMILY HAS BEEN DODGING LOCAL
 SOLICITATION. SUGGEST HAF ATTEMPTS TO SOLICIT ENTIRE GROUP SINCE
 NOBODY KNOWS WHO CONTROLS GIVING RATED 50.000 STOP

Itinerary:

DC 2-5 Dep 5-10 Dan 10-14

Contact:

HAF on 10th

Report:

left mess
5/5

Follow up:

7/5

1) Displeased with hotels,
 service, prices -
 leaving with bad taste -
 not getting out of trip what
 they hoped
 leaving early
 Not vs. Scheel - but don't think
 country knows how to handle tourists.

Andy spoke with
 Abe Weiner. They checked
 out morning of 10th
 and will be in Dan, Tel Aviv.
 Can HAF call them there
 in late afternoon.

10 May 1972

Mr. Irving Bernstein

Herbert A. Friedman

Solicitation of Mr. Samuel Finger and Mr. Fischer Abramson -
New Bedford, Mass. - 10 May 1972

The above-named gentlemen and their wives came to my office on above date and spent about an hour and a half. They are all quite elderly. It looked like a total of about 300 years between the 4 of them. Perhaps I am being a bit unfair to the ladies. They sat very stolidly, displaying no emotion.

They had been taken into a group interview with Sapir, arranged by Israel Bonds. They said they had not understood one word he said.

They had also been taken in by Bonds to an interview with Moshe Kohl. This also left them rather cold.

I don't want to give the wrong impression. They obviously do care about Israel, and described themselves as life-long supporters. Perhaps it is simply that they are very taciturn.

Our discussion had a very dramatic interruption. Rafi Bar-Am, who had been involved in the whole Sabena highjack episode yesterday, came into the room and they listened to his first-hand account, while the event is still huge front page news. Again, they listened attentively but displayed no emotion or any visible reaction.

I asked them point blank for the rated figures of \$50,000 for Abramson and \$25,000 for Finger. Neither gave any reaction whatsoever. It was simply impossible to know what they were thinking.

My only suggestion is that they be seen, and asked what they have decided to do, using the pretext that a report must be sent to me in Jerusalem.

HAF:SS

12 May 1972

Mr. Irving Bernstein

Herbert A. Friedman

Report on Solicitation of Sam Mandell - Philadelphia - 11 May 1972

I spent about an hour and a half yesterday morning with Mr. Mandell on the back terrace of the King David Hotel. Also present was his good friend, Dr. Maurice Sage of 200 Central Park South, New York City, which was a tremendous coincidence, because I have known Dr. Sage as a neighbor for many years. This fact obviously made the whole interview so much easier and smoother.

According to the instructions I received in the telex, I made my pitch for a million dollars for the Israel Education Fund. This was obviously the correct advice, as it turned out. I explained very carefully the whole procedure of the I. E. F., the needs it fulfilled in the country and exploited heavily the example of Mandell's fellow townsman, Mrs. Rosaline Feinstein.

He explained to me that this was his first trip to Israel, and that he had been pushed to come by Dr. Sage. He said that spiritually and emotionally he had always felt close to Israel, since the first meeting of the A.J.A. which he attended in Philadelphia in 1942. He had felt himself to be a loyal supporter of Israel during all these years, even though he had never managed to get here, which was the case with so many other people.

Now that he was here, he was looking around to try to understand as much as possible of the major needs of the country and then he would make his mind up about what big thing he wanted to undertake. Sage, who belongs to Mizrachi, had taken him to see Chief Rabbi Unterman, who immediately started to throw a pitch at him about "doing something on the spot," as a mitzvah for his first trip. He replied to the Rabbi, firmly and politely, that he did not want to make any snap decisions.

I took rather a soft approach with him, in the following manner: I said that I would be satisfied wherever he would put his million dollars in Israel. I said that I would prefer, of course, for him to give it to the Emergency Fund (I had previously explained at length about defence problems and Russian immigration); or, if not that, then the Israel Education Fund for schools; on the other hand, if he wanted to give a million dollars to a university or a hospital, I could not really say that he was wasting his money. He seemed pleased at this broad approach. He said he would make a decision shortly after returning home.

TO: Mr. Irving Bernstein

-2-

12 May 1972

Sage said, in front of Mandell, that he was delighted with the whole interview, that Mandell was going to do something big, that my words had fallen on fertile soil.

I asked Mandell if he would accept a brochure from the I.E.F. (which I had in hand but it was my only copy) which would show him the schools needed and the amounts they cost. He said he would be happy to have the material and would study it carefully.

I think he should be followed up rather quickly. By coincidence, Neshar is here, so I will go over the whole interview with Neshar, show him the particular brochure which I had shown Mandell, and ask Neshar to organize the follow-up quickly with Mouchly upon his return.

AMERICAN JEWISH
ARCHIVES

HAF:SS



Date;

United Jewish Appeal

VISITOR'S TO ISRAEL INFORMATION

MR AND MRS FISCHER ABRAMSON NEW BEDFORD ARRIVING APRIL 28 DEPARTING
MAY 12 7,600 IN 1971. PAST CO-CHAIRMAN OF
NEW BEDFORD CAMPAIGN LAWYER A MULTI-MILLIONAIRE, OWNS OVER
1,000,000 OF STOCK IN LOCAL BANK. MOST PROMINENT CITIZEN OF NEW
BEDFORD. RATED 50,000 MINIMUM. STOP

Itinerary:

Contact:

Report:

Follow up:



12 May 1972

Mr. Irving Bernstein

Herbert A. Friedman

Report on Solicitation of Lou Stein - Philadelphia - 11 May 1972

I saw Lou Stein at Teddy Kollek's house, at an informal dinner party. I called Teddy earlier in the day and indicated to him that Stein was intending to cut from \$100,000 to \$50,000, having offered Zinman an explanation that he was giving Kollek \$60,000 for a day-care center.

Teddy responded immediately that this was a gift over a 4 year period and that he had a written exchange of letters with Stein that it was to be over and above his UJA gift and Bond purchase. Teddy went further and said that he was quite willing and prepared to exonerate Stein from the commitment, and that I had full permission to discuss the matter with Stein at his house that evening, and that he, Teddy, was prepared to join in the conversation and tell Stein to keep his money.

I felt that was unnecessary, and had a long discussion with Stein alone out on the balcony. His position was that the \$100,000 of last year represented an unusually high level for him, and was based upon the fact that it was his 65th birthday year, and he had wanted to do something special: therefore, he had given \$100,000 to the UJA, had bought \$100,000 worth of Bonds, and had given an additional \$50,000 to other Israeli causes; thus making a quarter million dollar disbursement in honor of his birthday.

He explained that this year he wanted to give no less to Israel, but intended to redistribute it in a different pattern. He said that the commitment to Teddy had nothing whatsoever to do with reducing his UJA gift. He said further that he had not offered that as a reason to Phil Zinman for the reduction. He volunteered the information to Phil only in response to Phil's solicitation for an IEF gift. He explained that he was making a capital fund gift to Israel in his own way. He felt that it was not fair of Phil to have replied that the commitment to Teddy was responsible for the reduction. Furthermore, he added that he has not really made up his mind definitely and finally about his 1972 gift, and had told that to Phil. In their conversation they had left it open for finalization when he returned home. He said that he wants to see Phil and get it all straightened out.

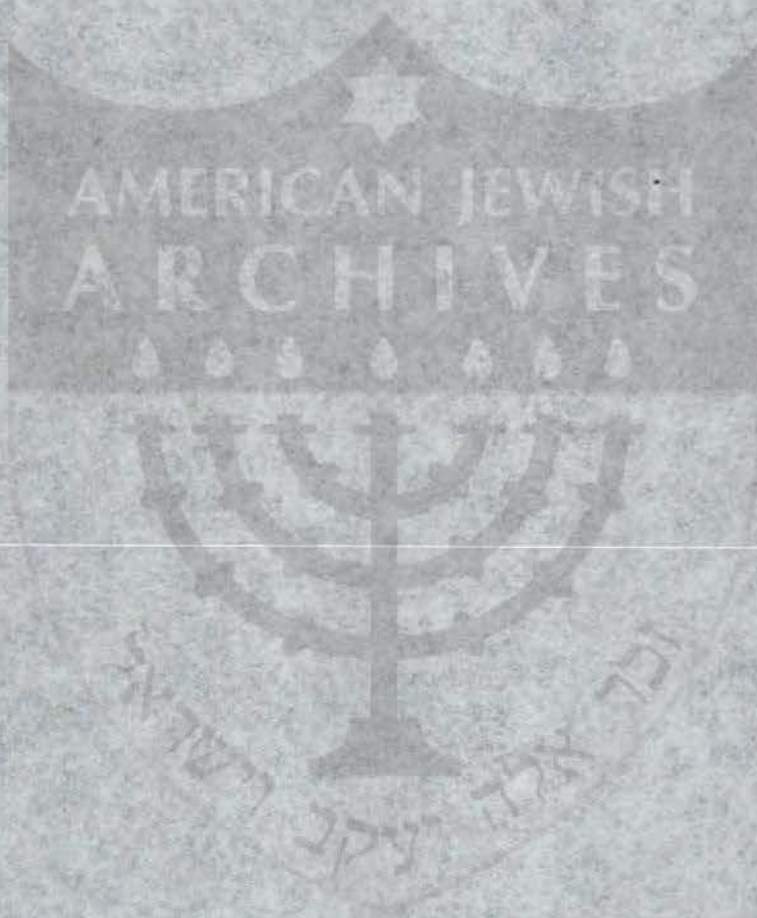
TO: Mr. Irving Bernstein

-2-

12 May 1972

My own feeling is that we probably cannot get \$100,000 for 1972, but that we can get more than \$50,000. I think Zinman must call him again, in order to close.

HAF:SS



14 May 1972

Mr. Irving Bernstein

Herbert A. Friedman

Report on Solicitation of Paul Siegel - Hartford, Conn. - 14 May 1972

I saw the above-named individual in the King David Hotel for about an hour this morning. He is a very charming and affable man, knowledgeable about this country. His son has been here five times.

When I spoke to him about increasing his gift for 1972^w as per the attached letter from Mr. Bernstein, he said with a smile that he had sold out his business three years ago and was retired, therefore, he did not think he could do any more than what he has done.

In the course of our long, friendly conversation, he divulged the fact that his wife had had a very bad reaction to a visit in an absorption center in Haifa last week. First of all, the director of the center had not been very cooperative. Secondly, the Russian immigrant, whom the director brought out for a conversation was not very friendly or cooperative and had many negative things to say. Mr. Siegel said, with a rueful smile, that he wished they had never visited the center or seen the Russian. This was his wife's first visit and he was hoping that she would get a better impression.

She joined us at the end, and I spoke to her about going down to Lydda to see a plane arrive and she said she was not interested. She had seen enough of Russian immigrants. I do not think her reaction will affect him adversely, yet, there is always that danger.

He, I think, understands all the problems here quite thoroughly. And, in general he seems very satisfied with their trip. But, somehow, I seem to sense trouble in the future. I hope I'm wrong.

HAF:SS

May 18
FIND
OUT
SCHEDULE -
IF IN
JERUSALEM
FRIDAY
MAKE APPT.
FOR ME.

MR. AND MRS HYMAN LITTMAN NEW BRUNSWICK ARRIVING MAY 20 DEPARTING
JUNE 5 4500 IN 1971 NOT ACTIVE IN CAMPAIGN STOP OWNS CHAIN
JEWELRY STORES AND REAL ESTATE STOP ADMITS CAN AFFORD LARGE
GIFT BUT PSYCHOLOGICALLY NOT GEARED STOP HAS BEEN SOLICITED BY
TOP NEW BRUNSWICK LEADERSHIP BUT THEY ASK YOU TO SOLICIT HARD
RATED 50,000.

Helfon
file
June 5
Rm 1407

Report on solicitation of Hyman Littman - New Brunswick 1971

I saw Mr. Littman at the Hyman Center in New Brunswick on May 18. He was very kind and cooperative. He was very active in the jewelry store and real estate business. He was very active in the community and was very active in the Hyman Center. He was very active in the community and was very active in the Hyman Center. He was very active in the community and was very active in the Hyman Center.

He stated he was not sure if he was a member of the Hyman Center. He stated he was not sure if he was a member of the Hyman Center. He stated he was not sure if he was a member of the Hyman Center.

He was quite surprised when I asked him for the rated figure of \$50,000. I really did not expect him to be rated to \$50,000. He said that he gave \$4,500 last year and had almost \$10,000 left. He said that he would give \$5,000 this year. He said that he would give \$5,000 this year. He said that he would give \$5,000 this year.

I think we have a chance here for a good increase.

25 May 1972

Mr. Irving Bernstein

Herbert A. Friedman

Report on Solicitation of Hyman Littman - New Brunswick - 24 May 1972

I saw Mr. Littman at the Diamond Center in Ramat Gan where he was doing business on behalf of his jewelry stores. He was very kind and gracious. When I made the appointment with him over the telephone he asked me who I was and what I wanted to see him about. When I told him very straightforwardly he did not demur, and made very complicated arrangements for me to be admitted to the Diamond Center, where they are very security conscious, and several guards and secretaries must be alerted that one is coming. He made all those arrangements. I narrate this in order to indicate that he was friendly and willing to talk.

He started to ask me about the current problem in the universities, the black panther problem, the condition of the aircraft industry, and many other questions which indicated a knowledge of the country. He also said he had many relatives here.

He was quite surprised when I asked him for the rated figure of \$50,000. I really did solicit him hard, as I was requested to do. He said that he gave \$4,500 last year and had already told this year's chairman he would give \$5,000 when he returned from this trip. I told him point-blank that that was simply inadequate. He said that \$50,000 would have to be a capital fund gift. I replied that I believed he had the capital from which to give it. He raised the question of next year. I replied that if he gave \$50,000 this year out of capital, it would probably be replaced by the increased value of his holdings and next year we might ask him for \$75,000. On the other hand, if his business got badly hurt he could go back to the \$5,000 level. He said amour propre (and he used those very words) would not permit him to cut so drastically. I told him we needed money now and we would worry about next year later. The upshot of the whole conversation was his closing sentence: "I am a serious individual. I listened to what you said. You planted a seed." He will return to New Brunswick in mid July and will talk to his local chairman when he returns.

I think we have a chance here for a good increase.

HAF:SS