

INSTITUTO CENTROAMERICANO DE ADMINISTRACION DE EMPRESAS
(INCAE)

EDIFICIO BANCO CENTRAL DE NICARAGUA 13o. PISO
TEL. 72441 - EXT. 290 - MANAGUA, D. N., NICARAGUA

INCAE-540-CLW/LN
June 27, 1968

Dr. Francisco Lainez
Barrio Bolonia

Dear Dr. Lainez:

I was out of the country at the time you left the bank and now I learn that you are somewhere in the States on a trip you had planned for some time.

I want you to know how much I personally have valued your counsel and friendly help during the time that I had the responsibility of getting INCAE started. I only regret that your naturally busy schedule and my personal travel prohibited us from getting to know each other and our respective families much more intimately. Your capabilities and your drive and your general sensible approaches to business problems plus your friendly decisions all led me to hope that we could have the chance to get together more frequently.

Let me also speak on behalf of INCAE. With a strong person of your disposition to help such a newly born institution one can overcome a lot of obstacles and frustrations. Thank you very much for your ample and critically timely support.

My best wishes go with you personally and with your family. I know our paths will cross again and I look forward to that time.

Cordially,

INSTITUTO CENTROAMERICANO DE ADMINISTRACION DE EMPRESAS



Clark L. Wilson

Rector