

Office of the Assistant Chief of Staff, CORDS

MACCORDS-CH

24 June 1968

Mr. Stuart L. Hannon, Vice President
Copley International Corporation
330 Madison Avenue
New York, New York 10017

Dear Stuart,

Regrets for having delayed so long in attempting to answer your very complex letter of May 16. I take it the operating clauses are those which request a statement and evaluation of "systems, services, managerial elements, etc., that Vietnam might best utilize at this point from American private enterprise." I tend to believe that private enterprise is not directly in the business of trying to "do good." If there is some economic activity which is sufficiently profit-making to both sides as to be viable here, American private enterprise should by all means seek out and develop these opportunities. What would help Vietnam would not be surveys, or surveys of surveys already done, but legitimate private investment which is economically viable. I take it this would occur primarily after the cessation of hostilities, although some enterprising and courageous people might wish to get in on the ground floor sooner.

If the thrust of your question is rather what managerial or consulting activities need to be carried out, presumably financed by the US aid program or by the military here, then I am less helpful. Basically I believe that one of the best things we can do for Vietnam and the Vietnamese is to leave them alone. The number of surveys or consulting opinions already rendered on all aspects of the US civilian and military effort would fill a small library and I am not aware that they materially affect the way business is conducted by either the civilians or the military. Nothing will work in Vietnam unless it is simple and clear, and perhaps our greatest single disservice has been to make complex what was initially a much simpler political and military struggle. I think there are far too many irrelevant activities going on here, and, as stated, the only activities of US private enterprise that I would regard as highly relevant would be legitimate investment in viable economic activities not connected with the US aid program or the artificial situation created by this war.

I was most interested to hear of your personal activities, including trips to Asia and elsewhere. I would much enjoy getting together with

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you and exchanging experiences when next in New York. With best personal regards, and regrets that I have not been of more help to you.

Yours very sincerely,

OGDEN WILLIAMS
Chief, Chieu Hoi Division