

DEPARTMENT OF STATE  
REFERENCE SLIP

DATE

Aug. 22, '67

TO:	Name or Title	Orgn. Symbol	Room No.	Bldg.	Initials	Date
1.	Vince Puritano	AID	2736	NS		
2.						
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4.						
5.						

Approval	Initial for Clearance	Per Conversation
As Requested	Necessary Action	Prepare Reply
Comment	Note and Forward	See Me
For Your Information	Note and Return	Signature

REMARKS OR ADDITIONAL ROUTING

Dear Vince:

Just received the attached from Tommy Hsu. He hopes to come to Hawaii and VTC to lecture. I think he would be great and have asked O'Donnell to get him in. Better not tell Van Haeften though or he would probably cool it.

Second part of letter marked in red, is very interesting and you might want to show it to Jim Grant knowing his interest in the subject.

Tiger.....

Bert



**AUG 24 1967**

FROM: (Name and Org. Symbol)	ROOM NO. & BLDG.	PHONE NO.

團 術 技 業 農 南 越 駐 國 民 華 中  
PHÁI-ĐOÀN KỸ-THUẬT NÔNG-NGHIỆP TRUNG-HOÀ DÂN-QUỐC TẠI VIỆT-NAM  
CHINESE AGRICULTURAL TECHNICAL MISSION TO VIETNAM  
43 Le Qui Don, Saigon, Vietnam

Cable Address : CAM, Saigon  
Telephone : 25422, 20509, 22181

August 15, 1967

Dear Bert,

Have not heard from you for some time and am wondering whats cooking. The papers I have drafted seems to be interested even to myself. If you cannot get me over for a month but if you can have the papers edited I would like to send them over to you to have a look see. Talking on the papers alone requires 6-10 hours and I have not really finished with it yet. These kind of paper can be added from time to time whenever a new idea or a new experience pops up.

Should I be able to come, what I really would dream about is to get a chance to see how the American farmers grow vegetables the commercial way. Also I would like to bring <sup>back</sup> some discarded animal-drawn farming equipment which you do not use any more but will be so important for the Vietnamese farms in coping with the present serious shortage of laborers due to war. In Dalat for instance, the acreage has been increasing due to the migration of refugees from the surrounding provinces and districts. But many of the local vegetable growers are decreasing their acreage because they cannot hire farm-hands to help their work. Some new farm-hand looking for jobs cannot find work because as they are new nobody dared to hire them for fear they may be VC. The farmers on the plain face the same trouble. The only way to help solve food production during war time is to help get labor saving farm equipment to also cut cost of production. If you can do something about it it will do VN a great deal of good. I have pleaded this to many Americans including farm machinery advisors but they do not think the way I do. Sorry about that.

Best regards to Jean and please write again.

As ever,

Tommy

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August 8, 1967

Dear Bert,

Last Friday IVS has invited me to give an one and a half hours talk to a group of newly arrived men and women and I have used the materials I have prepared and it worked out fine. According to Jim Moore, their team leader they were so interested in my talk that they have discussing it the whole day and during dinner. He said that if I were to use <sup>the</sup> same stuff on Monday that is yesterday to a group newly arrived agricultural advisor, 18 in all it will be a real cinch. I was given only half an hour to talk that group and made an excellent impression. They all regret that I could not give them all what I got. A few of them told me that they learned more in this half hour than the seven weeks orientation in America. They asked me to memograph my papers and they all wish to have a copy. I told them that it is only my rough sketch and it needs re-editing and polishing. One of them said that my talk should be included in their training in America and I quickly grabbed the opportunity by saying that why do they not request so. I gave them your address, so maybe if they are really serious about it and not through courtesy you may receive a letter or two after my letter.

After this two experiences I begin to have some confidence that I really got some good stuff to sell. I am still working on my papers and probably be doing so for the next few years. Sorry I did not make extra copies otherwise I shall be very glad to send you for reference. But if you really want to read it and promise to send it back I can send to you via air pouch the same way you sent the color slides. What I wish is to get some one to edit it. It will be easy probably in your training class where you may have all sorts of technicians.

In addition to what I sent you I have added "some of the mistakes we did" and "A few stories on successful agricultural program"

Best regards to Jean and please write to

EIGHT YEARS FIELD EXPERIENCE ON AGRICULTURAL EXTENSION IN VN

**PREFACE**

**RURAL PROBLEMS ..... OLD AND NEW**

**A. Fundamental Rural Problems**

1. Land rent
2. Irrigation fee
3. Interest
4. Yield
5. Price of farm products
6. Sell green
7. Poultry and livestock disease
8. Leisure seasons
9. No uniform weights and measures
10. Salt water infiltration

**B. The Farmers Wishes**

**C. New Problems Derived From War**

1. Shortage of technicians
2. Shortage of farm hands
3. Transportation difficulties
4. Resettlement villages
5. Herbicide
6. Rural credit
7. Poor security
8. High cost of production
9. Shortage of insectides, chemical fertilizers, water pumps
10. Decreasing farm acreage

**BASIC INFORMATION**

Pattern of Work

Memoir of Success in Taiwan

Education is Repetition

## HOW TO SURVIVE

### a, Travelling on the Highway

- 1, Important tips
- 2, Make friends along the highway
- 3, Do not be a hero
- 4, Do not stay out too late
- 5, Be sensitive to warnings
- 6, Do not leave the highway too far

### b, On Local Food and Drinks

### c, How To Keep Away From Trouble

- 1, Do not encourage theft
- 2 Demonstrations and processions
- 3, Embassy orders
- 4, Do not take unnecessary risks
- 5, Military weapons

## SOME USEFUL TIPS

East vs West

Common Troubles

Do not confine yourself to your own people

Respect the prestige of the local officials

Political tricks

VC strategy

Farmers views on present disturbance

Reasons for the rapid growth of cities and towns

## Existing

### EXISTING PROBLEMS

No foundation

Conventional practice vs practical requirement

Primitive tools

Government job

HOW TO WIN FRIENDS AND INFLUENCE AGRICULTURAL PROBLEMS PROGRAMS

Dealing With Top Level Officials

Dealing With Your Counterpart In The Province

Oriental psychology

Friendship above all

Face business

Inferior complex

Have consideration for your counterpart

Build him up

Work in the field with him

Never loose temper

Language

Courtesy in the office

Always keep your words

Invitations

Attitude

Conversation

Be patient

Counterpart's farm

Dealing With Your Farmers

Courtesy with farmers

Always keep your promise

One way traffic

Be sympathetic

How Do You Get A Farmer Do What You Want Him To Do

Picking you farmer

Work together

Do not promise him on the yield

How you should dress

Calling on farmers

Farmers invitation for tea or meals

Farmers day

Preparation for demonstration project

Extension project

**WAYS TO IMPROVE OUR WORK**

**Electrification of village**  
**Setting up agricultural program**  
**Conducting agricultural program**  
**Cost of production**  
**Adjustment to changing environment**  
**Tips on field technics**  
**Failures in regional trial plantings**  
**Work approach**  
**Seeing is believing**  
**Projects to suit the farmers**  
**Ways to benefit farmers**  
**Market psychology**

**PROSPECT OF FUTURE ..... AGRICULTURAL POSSIBILITIES & FEASIBILITIES**

**Paddy rice**  
**Secondary crops**  
    **Beans**  
    **Corn**  
    **Sweet potato**  
    **Soybeans**  
**Vegetables**  
**Glimpse of prosperity**  
**Planning for practical and well prepared agricultural extension program**  
**Land program**  
**Encouragement for private property**