

anderson oil company

May 23, 1974

Ms. Laura Gilpin
409 Camino del Monte Sol
Santa Fe, New Mexico 87501

Dear Laura:

The larger corporations in America have become an increasingly significant source of support to a variety of scientific and research institutions. It is my hope and that of the Executive Committee that certain corporate donors may be interested in eventually supporting the programs of the School of American Research. The Advanced Seminars, which have been most successful in recent years and gained an international reputation for the School, might be an area of special support-interest to them.

I am writing you and other members of the School's Board for assistance and advice in pursuing this fund-raising effort. It would be most helpful if you could send me:

1. the name of a company or companies which the School might eventually approach;
2. the name of an individual in each company whom you know and whom we might use as a contact;
3. any insights you might have on how best to approach the company.

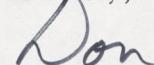
We hope to raise \$300,000 for the endowment fund from corporate gifts. The income from this would roughly cover the cost of the advanced seminar programs. I believe the seminars will have the widest appeal of any of the School's programs we could ask corporations to support because of the broad range of discussion and the national and international selection of participants.

We intend to have a very select list and make a serious effort with each corporation and need all the information you can supply.

Somewhere out in the corporate world there are management people with interests in archaeology and anthropology. They would be especially nice to know about.

I do hope you will be able to help us in this venture which we feel will be most important for the future success of the School's work.

Sincerely,


Donald B. Anderson

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