

**7% Plan****Nixon Campaign  
Set Quota for  
'72 Contributors****Los Angeles**

President Nixon's campaign fund raisers applied a "quota" system to prospective donors last year — 1 per cent of a wealthy man's net worth or executive contributions totaling 1 per cent of a company's gross annual sales — it was disclosed last week.

But it was "flexible" and sometimes proved to be unreasonable, according to top officials in the California Finance Committee to Re-Elect the President.

Henry Salvatori, wealthy oilman and Nixon fund raiser, said the 1 per cent quota system was commonly used in the 1972 campaign, "although it usually worked out that more money would be raised from the head of a smaller company, a man who owned or built his own firm and could make decisions on his own, than from a high-salaried executive of a giant corporation.

"I guess they figured if you were worth so much (in net worth), you could afford to give so much," he said. In his own case, he contributed \$110,000 to Mr. Nixon's campaign.

**QUOTA**

Thomas Bauer, executive director of the California Finance Committee to Re-Elect the President, said that the 1 per cent quota system was in operation, but that it sometimes proved unrealistic.

And in the case of corporations, the 1 per cent quota was applied to a total of individual contributions of the corporate executives, Bauer said.

"A number of big companies have corporate contribution programs under which their senior executives pool their individual contributions and give it in

lump sums," he said.

The goal apparently was to make the lump sum of the individual contributions equal 1 per cent of the firm's annual gross sales.

**EFFORT**

Bauer said the California fund-raising efforts were "totally separate" from those conducted out of Washington by Maurice Stans, finance director for the Committee to Re-elect the President, and Herbert Kalmbach, President Nixon's personal attorney and one of his top campaign money raisers.

Funds raised in California were sent to the Washington office and money was returned here for the Nixon campaign in California.

"I don't know of a single instance of a substantial cash contribution being offered here," Bauer said. "If we got a check that looked like it might be corporate money, say, a check written on the 'John Smith Co.', we made every effort to find out if indeed it was corporate money.

"If it was, we wrote a letter returning the check and asking that the contribution be made in personal funds."

Bauer said the complete file of such letters has been made available to government auditors who have been at work here for weeks.

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