

NATIONAL COMMERCIAL FINANCE ASSOCIATION



225 WEST 34TH STREET, NEW YORK, N.Y. 10001 (212) 594-3490

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and Secretary
Leonard Machlis

OK
D.C. - Dirksen Bldg

Joyce
Senator, any interest? If yes no
Setty

February 5, 1988

The Honorable Robert Dole
United States Senate
Room 141 Hart Senate Building
Washington, DC 20510

Dear Senator Dole:

The National Commercial Finance Association is the trade association for the asset-based financial services industry. NCF A includes among its 230 members the asset-based lending arms of banks, as well as independent finance companies and factoring organizations. In 1987, our members provided over sixty billion dollars in loans to small and medium-sized companies.

On May 10, 1988, NCF A will be sponsoring its fifth annual Washington Conference. Our program, entitled, "Washington Focus: Making a Difference", will serve to demonstrate the importance of informing Congressional leaders of the needs and concerns of the industry while learning first-hand the inner workings of Congress.

In the evening we will conclude our full day of events with a Congressional Reception for approximately 125-150 people in Room 562 Dirksen Senate Building beginning at 6 p.m. In attendance will be presidents, senior vice presidents and other high level officers of our member companies. Because of your position as Minority Leader of the Senate and your interest in commercial finance, I am inviting you to "stop by" sometime between 6 - 7 p.m. to offer 2-3 minutes of comments on your role in the Senate. We would be pleased to extend to you a \$2000 honorarium for your time.

I appreciate your consideration of this request. Our Government Relations Director, Linda Eisnaugle, will be in contact with your office in the near future to discuss this more fully.

Sincerely,

Leonard Machlis
Executive Director

Linda Eisnaugle
2/2/594-3490

2-22 Copy to Molly
2-20 Interim letter

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no prepared speech

May 9, 1988

TO: SENATOR DOLE
FROM: RICH BELAS
DAVID TAYLOR
SUBJECT: Comments to National Commercial Finance Association

You are scheduled to drop by a reception of the National Commercial Finance Association in 562 Dirksen tomorrow evening between 6 and 7 p.m. for a 2-3 minute talk.

The NCFA is the trade association for the asset-based financial services industry. According to the Government Relations Director, Linda Eisnagle, the members do not have a legislative agenda nor are they expecting remarks on specific legislation.

They are interested in an informal discussion of your role in the Senate leadership, and a behind the scenes glimpse of Congress and the presidential race.