

October 4

TELEPHONE
(415) 386-0300


3786 CLAY STREET
SAN FRANCISCO, CALIFORNIA 94118

THE FAY IMPROVEMENT COMPANY
FINANCIAL CONSULTING AND BUSINESS VENTURES
P.O. BOX 2831
SAN FRANCISCO, CALIFORNIA 94126-2831

EF-100 Cap

PAUL B. FAY, JR.
PRESIDENT

Fay Conference
Tuesday, 4 October 1988
1925 F Street Club
(202) 331-1925

9:30 a.m.	George Perry, Economist, Brookings Institute
10:45 a.m.	Lawrence Summers, Economist for Dukakis, Harvard University
Luncheon Speaker	David Ruder, Chairman of the Securities & Exchange Commission
 2:00 p.m.	Senator Robert Dole, Minority Leader of the Senate
	The Capitol, Room EF-100, 1st Floor
2:30 p.m.	Tennis, Chevy Chase Club (White Tennis Clothing)
	Corcoran Gallery - Roy Lichtenstein, Drawings
	Holly Wright, Photographs
7:30 p.m.	Seated Dinner with
	Representative Dick Cheney
	Representative Tony Coelho, Majority Whip of the House
	Representative Fernand St. Germain, Chairman House Banking Committee
	Representative Joseph P. Kennedy II
	Deputy Director Joseph Wright, Jr., O.M.B.

Evans-Novak Political Forum
Wednesday, 5 October 1988
Madison Hotel
15th & M Streets, N.W.
(202) 862-1600

8:30 a.m. to 4:00 p.m. (Listed not in exact order)

Secretary of Defense Frank Carlucci
Vice Chairman Federal Reserve Board Manuel H. Johnson
National Chairman of the Bush presidential campaign, James A. Baker III
National Manager of the Dukakis presidential campaign, Susan Estrich
Pollster for the Bush campaign, Robert Teeter
Democratic pollster, Peter Hart



Admiral Limousine Service

1104 PRINCESS STREET • ALEXANDRIA, VIRGINIA 22314

Accounting Department (703) 548-4382

September 28, 1988

Mr. Paul Fay
FAY IMPROVEMENT COMPANY
3766 Clay Street
San Francisco, California 94118

Dear Mr. Fay;

As per our conversation, the vehicles to be used on
your October 04 service are listed below.

L-1881....1988 LIMOUSINE/CADILLAC
L-1882....1988 LIMOUSINE/CADILLAC
L-2014....1988 LIMOUSINE/CADILLAC
L-2013....1988 LIMOUSINE/CADILLAC
L-1817....1987 LIMOUSINE/CADILLAC
L-1814....1987 LIMOUSINE/CADILLAC

If you have any questions please feel free to
contact me at your convenience at our (24) hour
service number #1-202-554-1000.

Sincerely,

A handwritten signature in dark ink, appearing to read "George A. Coupe".

George A. Coupe
ADMIRAL LIMOUSINE SERVICE

GAC/tcs

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PAUL B. FAY, JR.
PRESIDENT

Financial Community Executives

Robert Goodchild
John Hurford
Paul Chenault
Wayne H. Shaner
Richard Barker
James MacKinnon
James Kermes
John Durham
Linda Taylor
Frederick Seavings, Jr.
Richard Vivona
Aubrey Hayes
Susan Ollila
Nathaniel Coolidge
Charles Dyer
Dennis Blume
James Duca
E. Bulkeley Griswold
William McKenna
Robert Arnold
Kennard "Pete" Woodworth
Daniel S. Ahearn
Sharon Kilmer
David Tourangeau
Tamyra Thomas
Paul B. Fay, Jr.

Bankers Trust Company
B.E.A. Associates
C-S Capital Advisors, Inc.
Capital Guardian Trust Company
Capital Guardian Trust Company
Capital Holding Company
C & S Investment Advisors, Inc.
Delaware Investment Advisors
Fidelity Management & Research
First Pennsylvania Bank
First Wachovia Investment Mgmt.
General Electric Pension Trust
W. R. Grace & Company
John Hancock Insurance Company
Hawthorne Associates
Lincoln National Corporation
M & I Bank
Marketcorp Venture Associates
Provident Capital Management Co.
Provident National Bank
State Street Research
Thorndike, Doran, Paine & Lewis
Transamerica Investment Svcs.
UNUM
Wells Fargo Bank, N.A.
The Fay Improvement Company

October 4, 1988

TO: SENATOR DOLE
FROM: DAVID TAYLOR
SUBJECT: Talking Points for Paul Fay Group

I spoke with Paul Fay this morning about your 2:00 p.m. event with Paul Fay's group. You are scheduled for an informal 10 minute talk before a group of 20-25 representatives from the financial services sector. Mr. Fay asked that you mention the bills -- affecting the banking, securities and insurance industries -- which will likely pass this Congress.

He also asked that you provide your insight into the Presidential race. I would suggest that you focus most of your comments on the Presidential race.

Mr. Fay asked that you remain for questions and answers.

Talking Points:

I. Repeal of Glass-Steagall:

- o Final passage of a comprehensive banking bill is unlikely this year. The bill appears to have stalled in the House because of the large differences between the House Banking Committee's version of the bill and the version reported out of the Energy and Commerce Committee.
- o Senator Proxmire has not given up yet. He is doing everything in his power to get a bill passed before he retires.
- o Proxmire is circulating a new proposal which would add a watered down version of the so-called "consumer protection" provisions in the St Germain bill to the Proxmire bill that passed the Senate in March. There are so many objections to these consumer protection provisions that I don't think this new package would even pass the Senate.
- o There no longer appears to be a constituency for even the Senate-passed version of the bill. Almost every group affected by this legislation would prefer no bill to either of the Banking bills that are floating around the Hill.

II. The Savings and Loan Industry

- o The thrift industry has been covered in every major newspaper in the country over the past few weeks. In Washington, we have seen a lot of partisan finger-pointing.

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- o We will not have time to deal with the thrift industry's problems in 1988. What we can do is appoint a National Commission to study the problems in the thrift and banking industries, and I think we will.
- o In my view, the thrift industry's problems should be a top agenda item for the next Congress and the next President.

III. Technical Corrections bill

- o Congress should pass a Technical Corrections this year, but it will be difficult to do anything more than a stripped down bill. I hope that we can at least pass the true technical corrections and the diesel fuel tax exemption for farmers and others.

IV. Dole Suggestions

- o In my view, what we ought to do is pack up our bags, go home, and get a Republican majority elected in the Senate. So that President Bush will have a friendly place to go in the 101st Congress.

Speak

*October 4
Tues*

September 27, 1988

Jayce

TO: Senator Dole
FROM: Betty
RE: Speech to Paul Fay's group October 4

Paul Fay's Conference on October 4 (Tuesday) is at the F Street Club from 9:30 until 1:45. Paul said they could come to the Hill at 2:00 for 20-30 minutes -- and he would love to do that if you can speak to the group of approx. 28-30 at that time.

If you agree to do, Kay has reserved EF-100 Capitol for this time so you could address the group.

Do you want to do?? Yes No

(See attached copy of schedule for Conference)

*Just say
a couple
of things*

Hon - \$2,000

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Speak

THE FAY IMPROVEMENT COMPANY
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Tuesday, Inc.
F St. Club

PAUL B. FAY, JR.
PRESIDENT

29 April 1988

Senator Robert Dole
141 Senate Hart Office Building
Washington, D.C. 20510

Attention: Betty Meyer

Dear Bob:

*Maybe... if fence.
What are you asking?
are they near hell
at any point?*

On Tuesday, 21 June 1988 about 30 plus executives from the financial community (a list enclosed) who manage about a half a trillion dollars are going to gather at the 1925 F Street Club for a seated dinner starting at 7:30 p.m. The purpose of the dinner is to give them the opportunity to hear and ask questions of the people who run our country. We would be flattered and complimented if you could join us on this occasion and speak for ten minutes or so before questions on the legislative agenda till 1989.

If dinner is not convenient we would try and work out with you any other time that day which would better suit your schedule.

Because we appreciate the demands on your time we are pleased to pay a \$2000.00 honorarium if you can join us.

My close and dear friends out here in San Francisco are giving me full credit for your falling short for the nomination by being your Master of Ceremonies at the Mark Hopkins Hotel last November.

Hoping to hear from you in the affirmative.

Best regards,

*6/2 Paul has spoken for June date --
asked if Sen would do Tues eve,
Oct. 4*

Red
Paul B. Fay, Jr.

PBF/sn

Enclosure

*5-12 Interim letter
5/31 Advised Sen. would do June date*

The Fay Improvement Company Client List

Robert Heisterberg ALLIANCE CAPITAL MANAGEMENT CORPORATION
1345 Avenue of the Americas, New York, NY 10005

Pete Wells ALLSTATE INSURANCE COMPANY
Allstate Plaza E6, Northbrook, IL 60062

H. Kent Atkins BANKERS TRUST COMPANY
280 Park Avenue, New York, NY 10017

John Hurford B.E.A. ASSOCIATES
153 East 53rd Street, New York, NY 10022

Richard Barker CAPITAL GUARDIAN TRUST COMPANY
P. O. Box 7650, San Francisco, CA 94120-7650

Joseph Higdon CAPITAL GUARDIAN TRUST COMPANY
1230 31st Street, N.W., Washington, D.C. 20007

Neil Kelleher CIGNA
5115, Hartford, CT 06152

James Kermes C & S INVESTMENT ADVISORS, INC.
P. O. Box 4114, Atlanta, GA 30302

Donald Carver CENTRE SQUARE INVESTMENT GROUP, INC.
Suite 1919 - 1700 Market Street, Philadelphia, PA 19103-3919

Robert Wade CITIBANK
153 East 53rd Street, New York, NY 10022

John Anderson CONSTITUTIONAL CAPITAL MANAGEMENT
One Constitution Plaza, Hartford, CT 06115

Rudolph Abel CONNECTICUT NATIONAL BANK
777 Main Street, Hartford, CT 06115

Paul Chenault C-S CAPITAL ADVISORS, INC.
8150 Corporate Park Drive, Cincinnati, OH 45242

John H. Durham DELAWARE INVESTMENT ADVISORS, INC.
10 Penn Center Plaza, Philadelphia, PA 19103

C. Bruce Johnstone FIDELITY MANAGEMENT & RESEARCH COMPANY
82 Devonshire Street, Boston, MA 02109

Kennard "Pete" Woodworth STATE STREET RESEARCH
One Financial Center, Boston, MA 02111

David V. Dootson SEARS INVESTMENT MANAGEMENT COMPANY
Xerox Centre, 55 West Monroe Street, Chicago, IL 60603

Daniel S. Ahearn THORNDIKE, DORAN, PAINE & LEWIS
28 State Street, Boston, MA 02109

James Conn TRANSAMERICA INVESTMENT SERVICES
600 Montgomery Street, San Francisco, CA 94111

Gary Rolle TRANSAMERICA INVESTMENT SERVICES
1150 South Olive Street, Los Angeles, CA 90015

David Tourangeau UNUM
2211 Congress Street, Portland, ME 04122

William F. Aldinger, III WELLS FARGO BANK, N. A.
420 Montgomery Street, San Francisco, CA 94163

Court Anderson FIRST PENNSYLVANIA BANK
Centre Square, West; P. O. Box 7558, Philadelphia, PA 19101-7558

Dean Patenaude FIRST WACHOVIA INVESTMENT MANAGEMENT
Two Peach Street, N.W., Atlanta, GA 30383

Dale Frey GENERAL ELECTRIC PENSION TRUST CORPORATION
P. O. Box 7900, Stamford, CT 06904

Susan Ollila W. R. GRACE & COMPANY
Grace Plaza, 1114 Avenue of the Americas, New York, NY 10035

Nathaniel Coolidge JOHN HANCOCK INSURANCE COMPANY
John Hancock Tower, Clarendon Street, Boston, MA 02117

Charles Dyer HAWTHORNE ASSOCIATES
30 Rows Wharf, Suite 710, Boston, MA 02110

Wesley Wadman IDS INTERNATIONAL, INC.
14 Lovat Lane, London EC3R8DT, England

Duff Kennedy KENNEDY ASSOCIATES, INC.
2400 Financial Building, Seattle, WA 98161

Robert Crispin LINCOLN NATIONAL CORPORATION
1300 South Clinton Street, Fort Wayne, IN 46801

E. Bulkeley Griswold MARKETCORP VENTURE ASSOCIATES
285 Riverside Avenue, Westport, CT 06880

Michael J. Revane M & I BANK
770 North Water Street, Milwaukee, WI 53202

Charles Coqueron MELLON BANK
Three Girard Plaza, Philadelphia, PA 19101

William McKenna PROVIDENT CAPITAL MANAGEMENT COMPANY
30 South 17th Street, Philadelphia, PA 19103

Robert Arnold PROVIDENT NATIONAL BANK
17th & Chestnut Streets, Philadelphia, PA 19101

Claude Rosenberg ROSENBERG CAPITAL MANAGEMENT
Four Embarcadero Center, Suite 2900, San Francisco, CA 94111

John Weber STATE HOUSE CAPITAL MANAGEMENT
140 Garden Street, Hartford, CT 06154