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Tennessee State List

28 FEB 1992 1

Mailing Label	FAMILIAR NAME	SPOUSE FIRST NAME	TITLE	Phone Number	D	CONTACT. DATE	Contact Info	CATEGORIES
Crystal and Eric Morris Music Group Inc. 401 North Pawnee Drive Springfield, TN 37172	Crystal and E					11/19/91	VP wrote hand written note after Tennessee trip 11/19/91.	ENTERTAIN
Mr. Andy Adams P.O. Box 1398 Murfreesboro, TN 38133	Andy					12/06/91	VP wrote follow-up note for Nashville B/Q '92 event, 11/19/91.	POLITICAL PERSONAL
Mr. A.D. Alissandratos City Council 393 Twelve Oaks Memphis, TN			City Councilman			06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL GOP ST LEG INTERGOVTL ST LEGS
Mr. Andy Alissandratos 393 Twelve Oaks Ave., Memphis, TN 38117	Andy					03/11/91	Attended reception on March 11, 1991	POLITICAL
Mr. Duane Allen Oak Ridge Boys 329 Rockland Road Hendersonville, TN 37075	Duane	Norah Lee		(615) 824-2980 H (615) 824-5748 H (615) 824-4924 O				PERSONAL PHONE DINNER ENTERTAIN
Mrs. R.C. Allen 202 Green Glade Memphis, TN 38120				(901) 683-6918		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL
Chancellor D.J. Allisandratos 694 Center Drive Memphis, TN 38112	Tene		Chancellor	(901) 323-2976		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL
Representative Townsend Anders 1116 North Heritage Dr. Maryville, TN 37801								CJR

Tennessee State List

28 FEB 1992 2

Mailing Label	FAMILIAR NAME	SPOUSE FIRST NAME	TITLE	Phone Number	D	CONTACT DATE	Contact Info	CATEGORIES
Mr. Richard Arras Perkins Family Restaurants, In 6075 Poplar Avenue Suite 800 Memphis, TN 38119	Richard		President and CO	(901) 766-6400	O	03/12/91	Dropped by meeting of Food Industry CEO's -Roosevelt Room -Informal remarks	BUS/ECON CEO PERSONAL DINNER
The Honorable Victor Ashe City of Knoxville 400 Main Avenue Knoxville, TN 37901	Victor		Mayor	(615) 521-2046 (615) 521-2085	O F	01/24/92	Attended Republican Mayors Coffee in OEOB Office. VP sent handwritten note on 1/25/92.	POLITICAL MAYORS
Mr. Richard Ashman Holiday Inn/PAC c/o Holiday Inns, Inc. 3742 Lamar Memphis, TN 38118	Richard		Vice President G	(901) 756-0248 (901) 362-4204	H O	06/25/91	VP met with members of the newly formed RNC Chairman's Advisory Board on the occasion of their first meeting in DC in the EOB office	POLITICAL RNC BUS/ECON
The Honorable Howard Baker, JR Baker, Worthington, Crossley, Stansberry and Woolf Post Office Box 8 Huntsville, TN 37756	Howard	Joy	Former Senator	(615) 663-2255 (615) 663-2211 (202) 508-3400 (202) 508-3402 (202) 338-8839	O H D D D	06/13/91 10/07/91 02/04/92 03/26/91	President's Dinner Luncheon Vice President's residence invited to attend Mears/Penske dinner at the residence but regretted VP wrote follow up note for B/Q'92 event in Nashville on 11/19/91. Baker was an event VIP. The 1991 President's Dinner Strategy Session I /Hay-Adams Hotel.	PERSONAL PHONE DINNER BUS/ECON POLITICAL
Mr. James Barksdale Federal Express 2005 Corporate Avenue Memphis, TN 38132	James		Executive Vice P	(901) 395-3366	O	06/26/91	Played in the Vice President's foursome at the St. Jude's Classic -Pitts suggested to keep in contact	PERSONAL PHONE BUS/ECON GOLF
Mr. Sam Bartholomew 424 Church Street, Suite 2800 Nashville, TN 37219	Sam			(615) 259-1450		12/06/91	VP wrote follow-up note for Nashville B/Q event, 11/19/91.	POLITICAL PERSONAL

Tennessee State List

28 FEB 1992 3

Mailing Label	FAMILIAR NAME / SPOUSE NAME	FIRST TITLE	Phone Number	D	CONTACT. DATE	Contact Info	CATEGORIES
Mr. Tom Beasley 102 Woodmont Blvd., Suite 206 Nashville, TN 37205	Tom				12/06/91	VP wrote follow-up note for Nashville B/Q event, 11/19/91.	POLITICAL PERSONAL
Mr. and Mrs. John Beck 1853 New Riverdale Road Germantown, TN 38138	John and Nanc		(901) 755-5280 (901) 765-4654	H N	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL
Representative Harley Bittle 2947 W. Gallaher Ferry Rd. Knoxville, TN 37932							CJR
Dr. Frank Boehm 202 Burlington Place Nashville, TN 37215	Frank				12/06/91	VP wrote follow-up note for Nashville B/Q event, 11/19/91.	POLITICAL PERSONAL
Mr. Mitchell Boyd 1727 Elm Hill Pike Nashville, TN 37210			(615) 361-5201				POLITICAL PERSONAL
Dr. Victor Braren 1301 Chickering Road Nashville, TN 37215	Vic				12/06/91	VP wrote follow-up note for Nashville B/Q event, 11/19/91.	POLITICAL PERSONAL
Mr. Edward Bryant Western District 245 Walnut Street Jackson, TN 38301	Edward	US Attorney Gene	(901) 544-4231	H	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	FED JUDIC
Senator Tommy Burks Route 2 Monterey, TN 38574							CJR
Mr. Doug Buttrey					06/13/91	President's Dinner Luncheon	

Tennessee State List

28 FEB 1992 4

Mailing Label	FAMILIAR NAME	SPOUSE NAME	TITLE	Phone Number	D	CONTACT. DATE	Contact Info	CATEGORIES
2005 Corporate Avenue Memphis, TN 38132							Vice President's residence	
Representative Dan Byrd P.O. Box 34876 Bartlett, TN 38134								CJR
Mr. Bruce Campbell NBC Bank 590 South Belvedere Boulevard Memphis, TN 38104	Bruce		Chairman of the	(901) 523-3434	O	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	BUS/ECON BANK/FIN POLITICAL PERSONAL DINNER
Mr. Bill Cecil Media Services, Inc. 1729 Oak Hill Road Germantown, TN 38138	Bill	Phyllis	President and CE	(901) 754-0557		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	BUS/ECON CEO POLITICAL PERSONAL DINNER
The Honorable John Chiles, JR. 922 Westview Ave. Nashville, TN 37205	John		State Representa	(615) 741-3771 (615) 665-0693	O H	11/19/91	VP sent follow-up note for TN House Republican fundraiser.	POLITICAL PERSONAL INTERGOVTL
Mr. William Cloar 1656 Westlake Avenue Dyersburg, TN 38024	William		Statesman	(901) 286-3428		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL GOP ST LEG INTERGOVTL ST LEGS
Mr. Jerry Cobb Shelby County Republican Party 7320 Crestridge Memphis, TN 38119	Jerry	Edna	Vice Chairman	(901) 755-7724		06/26/91 01/14/92	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h) -Sat at head table with VP VP addressed B/Q '92 National Finance Meeting at JW Marriott.	INTERGOVTL POLITICAL GOP CHAIRS PERSONAL

Tennessee State List

28 FEB 1992 5

Mailing Label	FAMILIAR NAME / SPOUSE NAME	FIRST TITLE	Phone Number	D CONTACT. DATE	Contact Info	CATEGORIES
The Honorable John Colton 201 Poplar Memphis, TN 38103	Judge Colton	Judge		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	
The Memphic Commerical Appeal Memphis, TN						POL
Mr. Tom Cone The Tower 611 Commerce Street Nashville, TN 37203	Tom			06/13/91	President's Dinner Luncheon Vice President's residence	
Mr. William Michael Conley 823 Westborough Drive Knoxville, TN 37943		State Representa	(615) 693-5202	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	INTERGOVTL ST LEGS POLITICAL GOP ST LEG
Mr. Lewis Conner, JR 222 Third Avenue N. PO Box 198062 Nashville, TN 37219	Lew		(615) 252-2383	02/04/92 01/14/92	Conner was Co-Chair for B/Q '92 event in Nashville on 11/19/91. Vp wrote follow up note for event on 11/19/91. VP addressed B/Q '92 National Finance Meeting at JW Marriott.	POLITICAL PERSONAL
Mrs. Carol Cook P.O. Box 388 Springfield, TN 37172	Carol			12/06/91	VP wrote follow-up note for Nashville B/Q event, 11/19/91.	POLITICAL PERSONAL
Representative David Copeland Ooltewah Industrial Dr. P.O. Box 787 Ooltewah, TN 37363						CJR
Mayor Herman Cox 420 Peterson Lake Road Collierville, TN 38017	Mayor Cox	Mayor	(901) 853-2178	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543	INTERGOVTL MAYORS POLITICAL

Mailing Label	FAMILIAR NAME	SPOUSE FIRST NAME	TITLE	Phone Number	D CONTACT DATE	Contact Info	CATEGORIES
						(fax) 756-8321 (h)	
Mr. Alan Crone Shelby County Republican 1746 Carr Avenue Memphis, TN 39109	Alan		Steering Committ	(901) 725-5819	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL
Mr. Harold Crye Memphis Board of Realtors 2187 West Cumbernauld Circle Germantown, TN 38138	Harold		President	(901) 754-4431	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	LOCAL EXEC POLITICAL
Ms. Sherry Cummings Sherry Cummings & Associates 530 Church Street, #404 Nashville, TN 37219				(615) 244-8660 O			BUS/ECON
Mr. Gus Denton NBC Bank 112 Pidgeon Memphis, TN 38117	Bus		Executive Vice P		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	BUS/ECON BANK/FIN POLITICAL LOCAL EXEC
Mrs. Sandy Dickey 2003 Corporate Avenue, 1st Flo Memphis, TN 38132	Sandy				12/06/91	VP wrote note for Memphis B/Q '92 event on 11/19/91.	POLITICAL PERSONAL
Mr. Jerry Dinardo Vanderbilt University McGugin Center 2601 Jess Neely Dr. Nashville, TN 37212	Jerry		Head Football Co	(615) 322-3565 O (615) 269-3538 H	11/21/91	VP wrote follow-up note for Nashville trip, 11/19/91.	PERSONAL ATHL/SPORT
Mr. George Dobbins Shelby County Republican Party 3681 Shady Hollow Lane Memphis, TN 38116	George		Treasurer	(901) 345-6617 H (901) 521-0353 W	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL

Tennessee State List

28 FEB 1992 7

Mailing Label	FAMILIAR NAME	SPOUSE FIRST NAME	TITLE	Phone Number	D CONTACT DATE	Contact Info	CATEGORIES
Ms. Carolyn Dobson 1280 East Massey Road Memphis, TN 38120	Carolyn			(901) 685-5893	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL
Mr. Louis Doneldson 134 East Cherry Memphis, TN 38117	Louis		Statesman	(901) 683-3011	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL
Ms. Angelina Douglas Shelby County Republican Party 3754 Winderwood Circle North Memphis, TN 38128	Angelina		Recording Secret	(901) 382-4309	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL
Mr. Thomas Douglas Shelby County Republican Party 3754 Winderwood Circle North Memphis, TN 38128	Thomas		Steering Committ	(901) 382-4309	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL
Honorable Guilford Dudley Landmark Center, 22nd Floor Franklin, TN 37219	Guilford				12/06/91	VP wrote follow-up note for Nashville B/Q event, 11/19/91.	POLITICAL PERSONAL
Senator Leonard Dunavant 4625 Cedar Rose Dr. Millington, TN 38053							CJR
Dr. Maxie Dunnam Memphis, TN	Dr. Dunnam		Minister		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h) -Sat at head table with VP	POLITICAL
Ms. Barbara Edwards	Barbara		Judge Colton's F		06/26/91	Tennessee GOP/Republican Party of Shelby County	POLITICAL

Tennessee State List

28 FEB 1992 8

Mailing Label	FAMILIAR NAME / SPOUSE NAME	FIRST TITLE	Phone Number	D CONTACT. DATE	Contact Info	CATEGORIES
201 Poplar Memphis, TN 38103					Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	
Mr. Dan Evins Cracker Barrel Old Country Sto Post Office Box 787 Hartman Drive Lebanon, TN 37088	Dan	President		03/12/91	Dropped by meeting of Food Industry CEO's -Roosevelt Room -Informal remarks	BUS/ECON CEO
Mr. DeWitt Ezell, Jr. Tennessee District, South Cent Nashville, TN		President				CJR
Mr. James Farrell Community Bank of Germantown 2014 Kirbywills Circle Memphis, TN 38119	Jake	President and CO	(901) 682-3622	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL BUS/ECON BANK/FIN
Mayor Bobby Flaherty 2392 Elmore Park Road Bartlett, TN 38117	Mayor Flahert	Mayor	(901) 388-2321	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL INTERGOVTL MAYORS
Ms. Jane Forbes 127 Swingville Drive Franklin, TN 37064	Jane			12/06/91	VP wrote follow-up note for Nashville B/Q event, 11/19/91.	POLITICAL PERSONAL
Dr. William Ford Weatherford Chair of Finance Middle Tennessee State Univers Box 27 Murfreeboro, TN 37132	William	Professor and Ch				BUS/ECON
Mr. and Mrs. James Fri Tennessee Republican Party	James and Ell	Trust Member	(901) 682-4036	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact:	POLITICAL

Tennessee State List

28 FEB 1992 9

Mailing Label	FAMILIAR NAME	SPOUSE FIRST NAME	TITLE	Phone Number	D	CONTACT. DATE	Contact Info	CATEGORIES
465 Cherry Road Memphis, TN 38117							Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	
Mr. Larry Gatlin 7003 Chadwick Drive Suite 360 Brentwood, TN 37027	Larry		Singer	(615) 377-1200	O			PERSONAL
Ms. Crystal Gayle 50 Music Square East Nashville, TN 37203				(615) 327-2651	O			POLITICAL PERSONAL
Mr. Bobbi Gillis 2957 Mallard Lane Germantown, TN 38138	Bobbi		Tennessee State	(901) 755-3531		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL
Mr. Lee Greenwood c/o Jerry Bentley Lee Greenwood, Inc. 1311 Elm Hill Pike Nashville, TN 37210	Lee		Singer/Songwrite	(615) 242-2166	W	11/15/91	VP wrote follow-up note for trip to Washington, Conrssnl Medal of Honor Dinner, 11/9/91.	ENTERTAIN
Rabbi Rafael Grossman Baron Hirsch Synagogue 400 South Yates Road Memphis, TN 38120	Rabbi Grossma		Senior Rabbi	(901) 683-7485	W	06/26/91	VP visited the St. Jude's Children's Hospital and attended the Danny Thomas Memorial dedication and then participated in the St. Jude's/ Federal Express Golf tournement. Sent personal note: "A wonderful event. Please stay in touch."	RELIGION JEWS
Representative Doug Gunnels Route 1, Box 403 Greenback, TN 37742								CJR

Tennessee State List

28 FEB 1992 10

Mailing Label	FAMILIAR NAME	SPOUSE NAME	FIRST TITLE	Phone Number	D CONTACT. DATE	Contact Info	CATEGORIES
Mayor Richard Hackett , TN	Richard		Mayor		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h) -Sat at head table with VP	INTERGOVTL MAYORS
Mr. Aubrey Harwell Neal & Harwell 150 4th Ave. North Suite 200 Nashville, TN 37219			Senior Partner				CJR
Mr. James Haslam II Piltot Oil Corporation 7401 Kingston Pike Knoxville, TN 37919	James		President		03/26/91	The 1991 President's Dinner Strategy Session I/Hay-Adams Hotel	BUS/ECON
Representative Tommy Haun 101 McCormick Greenville, TN 37743							CJR
Mr. Edward Hayley 8254 Wilkinsville Road Millington, TN 38053	Edward		Tennesse State R	(901) 872-3770	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL GOP ST LEG INTERGOVTL ST LEGS
Mr. Larry Haynes P.O. Box 3195 Murfreesboro, TN 37133	Larry			(615) 893-0434	12/06/91	VP wrote follow-up note for Nashville B/Q event, 11/19/91.	POLITICAL PERSONAL
Senator Douglas Henry, Jr. 408 Wilsonia Dr. Nashville, TN 37205							CJR
The Honorable James Holcomb 1151 White Top Road	James		State Representa	(615) 989-4545			POLITICAL PERSONAL

Tennessee State List

28 FEB 1992 11

Mailing Label	FAMILIAR NAME SPOUSE FIRST NAME	TITLE	Phone Number	D	CONTACT. DATE	Contact Info	CATEGORIES
Bluff City, TN 37618							INTERGOVTL ST LEGS GOP ST LEG
Mr. Samuel Hollis Federal Compress & Warehouse C 5955 Fairwood Lane Memphis, TN 38120	Samuel	President & CEO	(901) 682-5142 (901) 524-4033	H O	06/26/91 12/12/91 11/19/91	Attended TN GOP/Republican Party of Shelby County Fundraising Luncheon @ The Racquet Club Unable to attend dinner in honor of Prime Minister Mitsotakis. VP wrote follow up note to Hollis for Memphis B/Q '92 event.	POLITICAL RES/GUESTS CEO BUS/ECON PERSONAL
Mr. Thomas Hopper Tennessee GOP 2817 West End Avenue Nashville, TN 37203		Chairman	(615) 321-4521	(			POLITICAL COMM MEM
Mayor W.H. Howick 9576 Elm Point Lakeland, TN 38002	Mayor Howick	Mayor	(901) 388-5750		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL INTERGOVTL MAYORS
Dr. Karen Hughes University of Tennessee , TN	Dr. Hughes	Plant Tissue Cul			04/13/89	Luncheon in honor of Princess Chulabhorn	ACADEMICS RES/GUESTS COMM MEM
IMPACT Memphis, TN							POL
The Honorable Keith Jordan 307 War Memorial Blvd. Nashville, TN 37219	Keith	State Senator	(615) 741-2495				POLITICAL PERSONAL INTERGOVTL ST LEGS GOP ST LEG
Jim Kennedy, MR. Office of the Governor		Chief of Staff	(615) 741-2001	O			POLITICAL PERSONAL

Tennessee State List

28 FEB 1992 12

Mailing Label	FAMILIAR NAME	SPOUSE FIRST NAME	TITLE	Phone Number	D CONTACT. DATE	Contact Info	CATEGORIES
State of Tennessee State Capitol Nashville, TN 37243							INTERGOVTL
Mr. Larry Kidwell 3226 Knight Lane #265 Memphis, TN 38115	Larry		Statesman	(901) 363-9577	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL
Mr. H. Kirby, III 815 - 2nd Avenue, South Nashville, TN 37210	Brit				12/06/91	VP wrote follow-up note for Nashville B/Q event, 11/19/91.	POLITICAL PERSONAL
Mr. Walter Knestrick P.O. Box 11269 Nashville, TN 37222	Walter				12/06/91	VP wrote follow-up note for Nashville B/Q event, 11/19/91.	POLITICAL PERSONAL
S.L. Kopald 4880 Lake Drive Memphis, TN 38115			Statesman	(901) 682-5503	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL
Dr. Richard Land Christian Life Commission 901 Commerce Street, #550 Nashville, TN 37203			Executive Direct		04/19/91	Southern Baptist Convention Public Affairs committee White House Briefing	RELIGION BAPTISTS
Dr. and Mrs. Phillip Langsdon Shelby County Republican Party Memphis, TN	Phillip and C		Chairman		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h) -Sat at the VP's table	POLITICAL GOP CHAIRS
Mr. Robert Lanier Shelby County Mayor 2551 Hacks Cross Road	Robert		Administrative A	(901) 754-7834	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543	POLITICAL INTERGOVTL

Mailing Label	FAMILIAR NAME	SPOUSE FIRST NAME	TITLE	Phone Number	D	CONTACT. DATE	Contact Info	CATEGORIES
Germantown, TN 38138							(fax) 756-8321 (h)	
Ira Lipman 22 South Second Street Memphis, TN 38103						06/13/91	President's Dinner Luncheon Vice President's residence	
The Honorable G. Thomas Love Town Hall Greenville, TN 37743			Mayor					POLITICAL PERSONAL
Dr. C. Bruce Lynch 6963 Winchester Road Memphis, TN 38115	Bruce		Steering Committ	(901) 794-9401		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL INTERGOVTL
Ms. Loretta Lynn Loretta Lynn Enterprise c/o Reggie-Mac PO Box 1040 Hendersonville, TN 37075				(615) 822-1143	O			POLITICAL PERSONAL
Ms. Barbara Mandrell Mandrell Management 128 River Road Hendersonville, TN 37035				(615) 822-7200	O			POLITICAL PERSONAL
Mr. Ken Masterson Federal Express Post Office Box 727 Memphis, TN 38194	Ken		Senior Vice Pres	(901) 395-3387	O	06/26/91 06/26/91 11/19/91	VP visited the St. Jude's Children's Hospital and attended the Danny Thomas Memorial dedication and then participated in the St. Jude's/ Federal Express Golf tournement. Sent personal note: "Great Golf for others-I had a tremendous time-Hope to do it again." Played in the VP's foursome at the St. Jude's Classic in Memphis.	BUS/ECON GOLF PERSONAL

Tennessee State List

28 FEB 1992 14

Mailing Label	FAMILIAR NAME	SPOUSE FIRST NAME	TITLE	Phone Number	D CONTACT. DATE	Contact Info	CATEGORIES...
						VP wrote hand written note after Tennessee trip (11/19/91).	
Mr. Jon McCalla 2963 Robin Road Memphis, TN 38111	Jon		Statesman	(901) 324-8044	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL
Representative Steve McDaniel 273 N. Broad St. Lexington, TN 38351							CJR
Mr. Ellsworth McKee McKee Baking Company 10260 McKee Road PO Box 750 Collegedale, TN 37315	Ellsworth		President				BUS/ECON
Mr. Robert McNeilly, Jr. Nashville Area Chamber of Comm First American Center Nashville, TN 37237			Chairman of the				CJR
Senator Joe McNight 134 Pine Tree Dr. Jackson, TN 38301							CJR
The Honorable Ken Meyer 1006 Justine Lane Chatanooga, TN 37412	Ken			(615) 266-6795			POLITICAL PERSONAL INTERGOVTL ST LEGS GOP ST LEG
Mr. Allen Morgan 50 Front Street Memphis, TN	Allen			(901) 524-4100	02/04/92 11/19/91	Morgan was event organizer for B/Q '92 in Memphis on 11/19/91. VP wrote Morgan follow up note for Memphis B/Q '92	POLITICAL PERSONAL

Tennessee State List

28 FEB 1992 15

Mailing Label	FAMILIAR NAME / SPOUSE NAME	FIRST TITLE	Phone Number	D	CONTACT. DATE	Contact Info	CATEGORIES
						event. Participated in private meeting with the VP at Smith residence in Memphis.	
Mr. William Morris Shelby County Memphis, TN	William	Mayor			06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h) -Sat at head table with VP	INTERGOVTL MAYORS
Dr. Ernest Mosley Executive Committee Southern Baptist Convention 901 Commerce Street Nashville, TN 37203		Executive Vice P			04/19/91	Southern Baptist Convention Public Affairs committee White House Briefing	RELIGION BAPTISTS
Dr. Lamb Myhr The Jackson Clinic Professiona Association 616 West Forest Avenue Jackson, TN 38301	Dr. Myhr		(901) 422-0330		08/16/91	Sent the VP a letter praising his speech before the ABA on 8/13 also sent a copy of the editorial in THE COMMERCIAL APPEAL 8/15	HEALTH
Mr. Charles Neale NBC Bank 2467 Turpins Glenn Germantown, TN 38138	Charle	Vice President &			06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	BUS/ECON BANK/FIN POLITICAL LOCAL EXEC
Mr. Edward Netherland Federated Technologies Interna 511 Union St. Nashville, TN 37219		CEO					CJR
Ms. Sarah Nichols Shelby County Republican 5730 Glade View Drive Memphis, TN 38120	Sandy	Past Vice Chairm	(901) 683-9808 H (901) 365-8450 W		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL

Tennessee State List

28 FEB 1992 16

Mailing Label	FAMILIAR NAME	SPOUSE FIRST NAME	TITLE	Phone Number	D	CONTACT. DATE	Contact Info	CATEGORIES
Mr. Roy Nixon Political Affairs Committee Memphis Board of Realtors 70 Walnut Bend Cordova, TN 38018	Roy		Chairman	(901) 755-0001	H	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL
Mrs. Nancy Northcott 111 Hickory Hill Tullahoma, TN 37388				(615) 455-6242	O			PERSONAL MAIL PHONE
Dr. Thomas Northcott 111 Hickory Hill Tullahoma, TN 37388	Thomas	Nancy		(615) 455-6242 (615) 455-3385	H O	01/29/90 10/19/91	All female private luncheon at the residence Dinner at the residence for Corky and Kathy Walgreen	PERSONAL MAIL PHONE RES/GUESTS
Representative and Mrs. Richar 8460 Glen Ridge Germantown, TN 38138	Rick and Rebe		State Representa	(901) 756-0188	H	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL GOP ST LEG INTERGOVTL ST LEGS
Mr. John Ott 117 Poplar Street Franklin, TN 37064	John					11/22/91	Ott Family had photo op with VP in his EOB Office.	TERMILL
Mr. Samuel Owen, Jr. Cumberland Health Care Managem 2100 West End Ave., Suite 900 Nashville, TN 37203			CEO					CJR
Mr. David Parde 585 Arbor Hollow Circle #301 Cordova, TN 38018	David			(901) 757-2801 (901) 325-5235	H W	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	
Mr. John Parish	John					12/06/91	VP wrote follow-up note for Nashville B/Q event,	POLITICAL

Tennessee State List

28 FEB 1992 17

Mailing Label	FAMILIAR NAME	SPOUSE FIRST NAME	TITLE	Phone Number	D	CONTACT DATE	Contact Info	CATEGORIES
P.O. Box 550 Tullahoma, TN 37388						11/19/91.		PERSONAL
Mr. Bob Patterson Shelby County Republican Party 200 Jefferson #336 Memphis, TN 38103	Bob		Large Contributo			06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL PERSONAL INTERGOVTL
MR. Robert Patterson, SR. 2080 Black Oak Memphis, TN 38119								
Mr. Arnold Pearl Young and Pearl 1 Commerce Street Suite 2380 Memphis, TN	Arnold		Attorney	(901) 525-2761 (901) 767-4316	O O	06/26/91 06/28/91	Played on the practice green with the VP at the St. Jude's Classic -Pitts suggested to keep in contact VP wrote note "great golf and fun."	PERSONAL BUS/ECON PHONE GOLF
Mrs. Maida Pearson Tennessee GOP 7405 Crestridge Rd. Memphis, TN 38119			National Committ	(901) 754-7494 (901) 754-1272	O H	11/19/91 11/19/91	VP wrote follow up note for Memphis B/Q '92 event. Pearson was Co-Chair. Participated in private meeting with the VP at Smith residence in Memphis.	POLITICAL COMM MEM PERSONAL
Mr. Donald Pelts Corky's 5259 Poplar Avenue Memphis, TN 38119	Don		President			11/19/91	VP wrote hand written note after Tennessee trip 11/19/91.	PERSONAL MAIL
Mr. Arnold Perl Young & Perl One Commerce Square Suite 2380 Memphis, TN 38103	Arnold		President	(901) 525-2761	O	07/17/91 06/28/91 06/26/91	Sent the VP a letter of how he enjoyed meeting him at the St. Jude's Classic Golf Tournament on 6/26 VP wrote note: "Great Golf and fun." Pitts suggests to keep in contact. Played on practice green with VP at the St. Jude's Classic	BUS/ECON GOLF

Tennessee State List

28 FEB 1992 18

Mailing Label	FAMILIAR NAME	SPOUSE NAME	FIRST TITLE	Phone Number	D	CONTACT. DATE	Contact Info	CATEGORIES
Senator and Mrs. Curtis Person 5863 Garden Reach Cove Memphis, TN 38120	Curtis and Ma		Tennessee State	(901) 767-8659		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h) -Sat at head table with VP	POLITICAL GOP ST LEG INTERGOVTL ST LEGS
Ms. Nancy Peterson Peterson Tool Co., Inc. P.O. Box 100830 Nashville, TN 37210			CEO					CJR
Ms. Frances Phillips VIP Reception 4758 Eagle Crest Memphis, TN 38117	Frances		Harpist	(901) 683-8908		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL ENTERTAIN
Mr. Richard Plumley 705 Summit Lake Road Knoxville, TN 37922	Rich					12/06/91	VP wrote follow-up note for Nashville B/Q event, 11/19/91.	POLITICAL PERSONAL
Mr. Joseph Powell Baptist Memorial Health Care S Memphis, TN	Joe		President President	(901) 227-5121 O		11/19/91	Powell hosted a roundtable on Civil Justice Reform at Baptist Memorial East Hospital	HEALTH CJR
Mr. Dennis Roberts 695 Cedar Brake Drive Cordova, TN 38018	Dennis			(901) 757-9325 H (901) 325-4651 W		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL
The Honorable Gene Roberts 100 East 11th Street Chattanooga, TN 37402			Mayor					POLITICAL PERSONAL
Mr. Victor Robilio Shelby County Republican Party 6629 Monmouth Drive	Victor		Finance Chairman	(901) 683-3889 H		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543	POLITICAL INTERGOVTL

Tennessee State List

28 FEB 1992 19

Mailing Label	FAMILIAR NAME	SPOUSE FIRST NAME	TITLE	Phone Number	D	CONTACT DATE	Contact Info	CATEGORIES
Memphis, TN 38120							(fax) 756-8321 (h)	
The Honorable Joseph Rodgers JMR Investment Group P.O. Box 158838 Nashville, TN 37215	Joe	Helen	Chairman	(615) 383-8680 (615) 383-8600	O O	11/19/91 05/07/91	VP sent a follow-up note for the TN House Republican fundraiser. Drop by Presidents' Dinner Leadership Committee Luncheon at the Hay Adams Hotel.	PERSONAL POLITICAL BUS/ECON DINNER
Mr. Michael Rose, JR. 189 Spence Lane Nashville, TN 37210	Mike							POLITICAL PERSONAL
Mr. Jim Rout Shelby County 4382 Old Forest Road Memphis, TN 38125	Jim		Commissioner	(901) 753-5868	H	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL GOP EXEC INTERGOVTL LOCAL EXEC
Mr. John Ryder One Commerce Square - Suite 21 Memphis, TN 38103	John		Statesman	(901) 525-1711	H	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL INTERGOVTL
Mayor and Mrs. Charles Salvagg 9459 Poplar Estates Parkway Germantown, TN 38138	Mayor Salvagg		Mayor			06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	INTERGOVTL MAYORS
Mr. and Mrs. Phillip Shanks Shelby County Republican Party 828 Haymarket Memphis, TN 38120	Phillip and D		Steering Committ	(901) 683-9485		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL INTERGOVTL
Mr. and Mrs. John Shea 133 Poplar Memphis, TN 38119	John and Lynd		Statesman			06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL

Tennessee State List

28 FEB 1992 20

Mailing Label	FAMILIAR NAME	SPOUSE NAME	TITLE	Phone Number	D	CONTACT DATE	Contact Info	CATEGORIES
Ms. Martha Short VIP Event 1372 Old Mill Road Germantown, TN 38138	Martha		Co-Chairman	(901) 754-1495		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL
Dr. Joseph Simone St. Jude's Children's Hospital 332 North Lauderdale Memphis, TN 38105	Joseph		Director	(901) 522-0330	O	06/26/91	VP visited the St. Jude's Children's Hospital and attended the Danny Thomas Memorial dedication and then participated in the St. Jude's/ Federal Express Golf tournement. Sent personal note: "You do tremendous work for the hopeless. Let me know how I can help."	HEALTH
Mr. Lucas Simons 330 Commerce Street Nashville, TN 37201	Lucas					12/06/91	VP wrote follow-up note for Nashville B/Q '92 event, 11/19/91.	POLITICAL PERSONAL
Mr. Elliott Singer 2416 Hillsboro Road Nashville, TN 37212	Elliott					12/06/91	VP wrote follow-up note for Nashville B/Q event, 11/19/91.	POLITICAL PERSONAL
Mr. Frederick Smith Federal Express Corporation 2005 Corporate Avenue, 1st Flo Memphis, TN 38132	Fred	Diane	President and CE	(901) 395-3377 (901) 683-9266	O H	05/07/91 08/05/91 03/26/91 11/19/91 11/14/91 12/12/91 02/04/92 11/19/91	Drop by Presidents' Dinner Leadership Committee Luncheon at the Hay-Adams Hotel. Accompanied the VP on his week visit to South America with eight other CEO's. Attended the 1991 President's Dinner Strategy Session at Hay-Adams Hotel. The Smiths hosted Bush-Quayle '92 fundraising luncheon. Attended White House State Dinner (Argentina). Unable to attend dinner in honor of Prime Minister	PERSONAL CEO BUS/ECON DINNER RES/GUESTS POLITICAL

Mailing Label	FAMILIAR NAME	SPOUSE FIRST NAME	TITLE	Phone Number	D	CONTACT DATE	Contact Info	CATEGORIES
							Mitsotakis. Smith was Chairman on B/Q Memphis event on 11/19/92. VP wrote follow up note for Memphis event on 11/19/92. Participated in private meeting with the VP at Smith residence in Memphis.	
Representative Randall Stamps Hendersonville, TN 37075			139 Elnora Dr.					CJR
Mr. and Mrs. Bruce Taylor Shelby County Republican Party 6514 May Creek Memphis, TN 38119	Bruce and Sen		Large Contributo	(901) 682-0650		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	INTERGOVTL LOCAL EXEC POLITICAL GOP EXEC
Mr. Jon Thomas P.O. Box 2128 Brentwood, TN 37024	Jon					12/06/91	VP wrote follow-up note for Nashville B/Q event, 11/19/91.	POLITICAL PERSONAL
Mr. Fred Thompson Landmark Center, 12th Floor Nashville, TN 37219	Fred					12/06/91	VP wrote follow-up note for Nashville B/Q event, 11/19/91.	POLITICAL PERSONAL
Mr. K.O. Tubb Shelby County Republican 1575 Old Mill Road Germantown, TN 38138			Steering Committ	(901) 754-7412		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL INTERGOVTL
Mr. J. Bransford Wallace Willis Carroon Group PO Box 305026 Nashville, TN 372305026			Chairman	(615) 361-6075	O	02/04/92	Attended the CJR Briefing on 2/4/92.	CJR
Mr. William Watkins VIP Reception 1214 Poplar Estates Parkway	William	Jeanette	Event Coordinato	(901) 754-1002		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543	POLITICAL

Mailing Label	FAMILIAR NAME	SPOUSE NAME	FIRST TITLE	Phone Number	D	CONTACT DATE	Contact Info	CATEGORIES
Germantown, TN 38138							(fax) 756-8321 (h) -Sat at head table with VP	
Mr. and Mrs. Russell Weiner 80 East Parkway North Memphis, TN 38104	Russell and J		Tennessee State	(901) 278-5813		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL INTERGOVTL
Mr. Ted Welch Ted Welch Investments 109 Lynwood Terrace Nashville, TN 37205	Ted	Colleen Conw	President	(615) 244-3588 (615) 244-3587 (615) 298-1763 H	O F	05/07/91 06/13/91 03/26/91 11/19/91 11/14/91 12/12/91 02/04/92 11/19/91 01/14/92 01/14/92	Drop by Presidents' Dinner Leadership Committee Luncheon at Hay Adams. Attended President's Dinner Luncheon at the Residence. Attended the President's Dinner strategy Session at Hay Adams. Welch flew on AFII with VP from Memphis to Nashville. Welch was Chairman of the Nasville Bush-Quayle '92 fundraising dinner. VP called Welch regarding upcoming trip to Nashville. Unable to attend dinner in honor of Prime Minister Mitsotakis. Welch was Event Chair for Memphis B/Q'92 event. VP wrote follow up note to Welch. Participated in private meeting with the VP at Smith residence in Memphis. VP addressed B/Q '92 National Finance Meeting at JW Marriott.	PERSONAL BUS/ECON RES/GUESTS DINNER COMM MEM POLITICAL
Representative Karen William 63 Alicia Drive North Memphis, TN 38112	Karen		Tennessee State	(901) 327-9090		06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL GOP ST LEG INTERGOVTL ST LEGS
Mr. Edward Williams, III			County Commissio					INTERGOVTL

Tennessee State List

28 FEB 1992 23

Mailing Label	FAMILIAR NAME / SPOUSE NAME	FIRST TITLE	Phone Number	D CONTACT DATE	Contact Info	CATEGORIES
PO Box 241813 Memphis, TN 38124						PERSONAL POLITICAL
Mr. and Mrs. John Williams 7237 Poplar Pike Germantown, TN 38138	John and Thel		(901) 755-7051	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	
Ms. Kathy Williams 2005 Corporate Avenue Memphis, TN 38132	Kathy			06/13/91	President's Dinner Luncheon Vice President's residence	
Mr. David Wilson 3022 Vanderbilt Place Nashville, TN 37212	David		(615) 320-1248			POLITICAL PERSONAL
Mr. Toby Wilt TSW Investments One Commercial Place Suite 1413 Nashville, TN 37239	Toby		(615) 256-0120 O			PERSONAL
Mr. and Mrs. Dean Wingo Shelby County Republican Party 964 Fair Oaks Collierville, TN 38017	Dean and Laur	Vice Treasurer	(901) 853-8056	06/26/91	Tennessee GOP/Republican Party of Shelby County Fundraising Luncheon -The Racquet Club -Contact: Dr. Phillip Langsdon 901/755-6465 (o) 757-5543 (fax) 756-8321 (h)	POLITICAL INTERGOVTL
The Honorable Hunter Wright 225 W. Center St. Kingsport, TN 37660		Mayor				POLITICAL PERSONAL
Mr. Peter Young 511 Commerce St., Suite 2828 Nashville, TN 37203	Peter		(615) 244-6644	12/06/91	VP wrote follow-up note for Nashville B/Q event, 11/19/91.	POLITICAL PERSONAL
Ms. Shirley Zeitlin		Chairman				CJR

Tennessee State List

28 FEB 1992 24

Mailing Label	FAMILIAR NAME	SPOUSE FIRST NAME	TITLE	Phone Number	D	CONTACT. DATE	Contact Info	CATEGORIES
Shirley Zeitlin Co. 4301 Hillsboro Pike Nashville, TN 37215								

Alabama State List

28 FEB 1992 1

Mailing Label	FAMILIAR NAME / SPOUSE NAME	FIRST TITLE	Phone Number	D	CONTACT. DATE	Contact Info	CATEGORIES
Mr. Spencer Bachus Alabama GOP P.O. Box 320800 Birmingham, AL 35232		Chairman	(205) 324-1990 (205) 328-0162	((			POLITICAL COMM MEM
Mr. Houston Blount P.O. Box 7497 Birmingham, AL 35215	Houston	State Chairman	(205) 877-3053	O	01/14/92 01/14/92	VP addressed B/Q '92 National Finance Meeting at JW Marriott.	POLITICAL PERSONAL
Mr. & Mrs. Winton Blount Winton Blount III & Associates P.O. Box 5060 Montgomery, AL 36103	Winton & Caro	Chairman	(205) 834-8402 (205) 265-5600	O H			PERSONAL
Mrs. Catherine Caldwell Cabani 3812 Forest Glen Dr. Birmingham, AL 35215			(205) 871-3646				
Mr. Robert Colson City of Huntsville 115 Washington Street Huntsville, AL 35801		County Commissio					INTERGOVTL POLITICAL PERSONAL
Mr. Oliver Delchamps, Jr. Delchamps Associates Suite 203 3800 Airport Blvd. Mobile, AL 36608	Oliver	President					BUS/ECON
The Honorable and Mrs. Jeremia Route One, Box 205 Theodore, AL 36582	Jeremiah and	Former Senator			07/17/90	Dinner in honor of the 1980 Republican Senate Class at the residence	POLITICAL SENATE RES/GUESTS PERSONAL DINNER
Mr. Joe Ellis		Political Direct	(205) 324-1990	(			POLITICAL

Alabama State List

28 FEB 1992 2

Mailing Label	FAMILIAR NAME	SPOUSE NAME	FIRST TITLE	Phone Number	D	CONTACT. DATE	Contact Info	CATEGORIES
Alabama GOP 2940 Clairmont Birmingham, AL 35205								COMM MEM
The Honorable Emory Folmar Post Office Box 1111 Montgomery, AL 36101	Emory	Anita	Mayor	(205) 241-2000 (205) 262-4635 (205) 241-2266	O H F			PERSONAL MAIL POLITICAL INTERGOVTL MAYORS
Ms. Jane Gamble 741 Scenic Dr. NE Cullman, AL 35055	Jane							PERSONAL POLITICAL INTERGOVTL
Mr. Roy Gamble 744 Scenic Dr. NE Cullman, AL 35055	Roy							POLITICAL PERSONAL INTERGOVTL
The Honorable Victor Gaston State of Alabama 862 West Parkwood Drive Mobile, AL 36608	Victor		State Representa	(205) 342-2213	O			POLITICAL PERSONAL INTERGOVTL ST LEGS GOP ST LEG
The Honorable Don Hale State of Alabama 409 2nd Avenue, SW Cullman, AL 25033	Don		State Senator	(205) 739-3832	O			POLITICAL PERSONAL INTERGOVTL ST LEGS GOP ST LEG
Ms. Synthia Hardy SYNCO P.O. Box 682 Spanish Fort, AL 36527				(205) 626-8220	O	05/07/91	A meeting of the National Assoc. of Women Business Owners (NAWBO) and The National Small Business United (NSBU)-- a non-profit org. with members in 50 states. Both groups have been supportive of the	BUS/ECON WOMENS ORG

Alabama State List

28 FEB 1992 3

Mailing Label	FAMILIAR NAME	SPOUSE FIRST NAME	TITLE	Phone Number	D	CONTACT. DATE	Contact Info	CATEGORIES...
							administration's legislation.	
Mr. John Hathaway Wild Boys Land & Cattle Compan 150 West Park Loop Ste. 109 Huntsville, AL 35806	John		President	(205) 430-3400 (205) 830-8922	O H	01/14/92	VP addressed B/Q '92 National Finance Meeting at JW Marriott.	PERSONAL PHONE DINNER MAIL POLITICAL BUS/ECON
Mr. Perry Hooper Alabama GOP 3191 Thomas Avenue Montgomery, AL 36106	Perry		National Committ	(205) 834-3200 (205) 262-6007	((			POLITICAL COMM MEM
Mr. Perry Hopper Alabama GOP 3191 Thomas Avenue Montgomery, AL 36106			National Committ	(205) 834-3200 (205) 262-6007	((			POLITICAL
Mr. and Mrs. G. Thomas Hough Harbert Corporation Post Office Box 1297 Birmingham, AL 35201	Thoman and Ja			(205) 987-5560	W	10/26/91	Dinner at the residence in honor of Sam Snead	BUS/ECON
The Honorable Guy Hunt State of Alabama State House Montgomery, AL 36130		Helen	Governor	(205) 242-7100 (205) 834-3022 (205) 242-4407	O H F			GOVS POLITICAL INTERGOVTL
Mr. Donald Jackson 504 Brookwood Boulevard Birmingham, AL 35209	Donald					09/24/91	Photo Op with American Cancer Society Division Representatives	HEALTH
Mr. Terry Johnson 2609 Caldwell Mill Lane Birmingham, AL 35243	Terry					07/20/91	VP dropped by the Eagles' Dinner while in Hot Springs, VA	POLITICAL EAGLES BUS/ECON

Alabama State List

28 FEB 1992 4

Mailing Label	FAMILIAR NAME	SPOUSE FIRST NAME	TITLE	Phone Number	D	CONTACT. DATE	Contact Info	CATEGORIES
Mr. G. Sage Lyons Two North Royal Street Mobile, AL 36602				(205) 432-4481		01/14/92 01/14/92	 VP addressed B/Q '92 National Finance Meeting at JW Marriott.	POLITICAL PERSONAL
Mr. James McGovern 3005 Live Oak Road Huntsville, AL 35802	James			(205) 726-4600	O			
Mr. Jim McGovern Teledyne-Brown Engineering 300 Sparkman Drive, NW Post Office Box 070007 Huntsville, AL 35807	Jim		President	(205) 726-4600 (205) 881-2421	D H			PERSONAL MAIL BUS/ECON
Mr. William Morrish 7260 Bailey Cove Road, SE Huntsville, AL 35802	Dick	June	retired	(205) 883-5758 (205) 883-5758	O H			PERSONAL MAIL
G. Dennis Nabors, MR. Office of the Governor State of Alabama State House Montgomery, AL 36130	Dennis		Chief of Staff	(205) 242-7100	W			POLITICAL
Mr. Onelio Perdomo 105 Greenbriar Road Gadsden, AL 35901	Onelio		Physician			06/12/91	The Florida Victory Committee Reception with the Vice President -Florida Major Donors	HEALTH
Mr. John Putman 1120 Beacon Parkway East Apartment #113 Birmingham, AL 35209	John			(205) 870-8488	H			PERSONAL MAIL
Mr. Albert Lee Smith, Jr. Southern Baptist Commission	Albert Lee		Chairman			04/19/91	Southern Baptist Convention Public Affairs committee	RELIGION BAPTISTS

Alabama State List

28 FEB 1992 5

Mailing Label	FAMILIAR NAME / SPOUSE NAME	FIRST TITLE	Phone Number	D	CONTACT. DATE	Contact Info	CATEGORIES
Public Affairs Committee 4200 Stone River Circle Birmingham, AL 35213						White House Briefing	
Mr. Steve Still Sonat Inc. 1900 Fifth Avenue North Birmingham, AL 35203	Steve		(205) 325-7102 (205) 326-2034	W F			BUS/ECON CJR
Mrs. Jean Sullivan Alabama GOP 311 Cresthaven Court Selma, AL 36701	Jean	National Committ	(205) 872-1331 (205) 874-9069	((			POLITICAL COMM MEM
Mr. D. Britton Warren Alabama-Tennessee Natural Gas Company 100 East Second Street Sheffield, AL 35660		Vice President/S	(205) 383-3631 (205) 383-6123	W F			CJR BUS/ECON
The Honorbale Roger Wheeler PO Box 277 Alabaster, AL 35007	Roger	Mayor			03/11/91	Attended reception on March 11, 1991	POLITICAL PERSONAL
Mr. Donald Whittington Alabama-Tennessee Natural Gas Company 100 East Second Street Sheffield, AL 35660	Donald	Vice President,	(205) 383-3631 (205) 383-6123	W F			CJR BUS/ECON

GENERAL SHALE Products Corporation

P. O. BOX 3547 / EXECUTIVE AND GENERAL OFFICES: JOHNSON CITY, TENNESSEE 37602 / PHONE: AREA CODE 615 282-4661 FAX 615 282-8787

ARCHIE T. MOORE
VICE PRESIDENT - SALES

Business Address for Johnson, City, TN set aside

Archie Moore
GENERAL SHALE PRODUCTS CORPORATION
P. O. Box 3547
Johnson City, TN 37602

Dick Green
GENERAL SHALE PRODUCTS CORPORATION
P. O. Box 3547
Johnson City, TN 37602

Jim Powell
POWELL CONSTRUCTION COMPANY
3622 Bristol Highway
Johnson City, TN 37601

Phil Carriger
HAMILTON BANK
P. O. Box 1677
Johnson City, TN 37605

Doug Sizemore
JOHNSON CITY INSURANCE AGENCY
3201 Bristol Highway
Johnson City, TN 37601

- Nominee for Baldridge Award
- Points of light
- Education CEO of EKonAmerica 2000 board

- 12,300 employees in Kingsport
  - hired 750 new employees in 1991
    145 so far in 1992
- The Eastman Way
  - honesty, trust, teamwork, employee well-being
    creativity, flexibility, winning attitude
- Trade surplus in chemicals, $20 billion in 1991
- Revenue in 1991 = $4 billion

OFFICE OF THE VICE PRESIDENT

WASHINGTON

BRIEFING MEMORANDUM FOR THE VICE PRESIDENT
VISIT TO EASTMAN CHEMICAL COMPANY

Date: March 4, 1992
Time: 10:10 - 11:05 a.m.
Location: Eastman Chemical Company
Kingsport, TN

From: Dave Juday

I. PURPOSE

Tour the facility and address the employees of one of the largest private employers in the state of Tennessee.

II. BACKGROUND

Eastman Chemical is a division of Eastman-Kodak. Eastman Chemical employs 12,300 people in Tennessee and about 17,400 worldwide; the company is one of the largest private employers in Tennessee. Eastman hired 750 people in 1991 and plans to continue hiring in 1992. No layoffs have ever occurred at the Kingsport plant which was founded in 1920. Eastman generated $1.1 billion in payroll and taxes in Tennessee in 1991.

Eastman Chemical has recently, within the past few months, embarked upon an aggressive program, referred to as their "Strategic Intent." Their objective is to achieve an annual sales revenue of $20 billion by the year 2000; sales for 1991 were about $4 billion -- about one-third were foreign sales. Foreign markets are targeted for 50 percent of this growth and domestic market expansion is targeted for the other 50 percent.

In the early 1980's Eastman began its "First in Quality" effort. The plant is managed by employee "teams" that include input from all employees from the president to the line operators. The teams vary in size from 10 to 20 or so. You will visit with an employee team along your tour.

In 1988, Eastman applied for the Baldrige National Quality Award and was a finalist company (but did not receive the award). Each year since that time, many of the units of the company have used the Baldrige Award criteria for their annual assessment to determine strengths and areas for improvement. The continued use of the criteria outlined in the Baldrige Award application is of course one of the primary objectives of the entire Baldrige Award program; it was designed to be a tool to help companies improve.

Eastman is proud of its "Eastman Way" of doing business: honesty, trust, teamwork, employee well being, creativity, flexibility, and a winning attitude.

The Chemical industry in general, in which Eastman is a leader, has a positive story to tell: one of every $10 in U.S. exports is generated by the chemical industry and the industry has a $19.5 billion trade surplus.

EASTMAN'S ENVIRONMENTAL CONCERNS

Eastman Chemical is entering into a joint venture with the French Company Rhone-Poulenc ($400 million and more than 100 new jobs) -- this venture will require the construction of a second coal fired boiler. The Assistant Secretary for Fish Wildlife and Parks (former Governor Mike Hayden) announced a preliminary decision that the boiler would have an adverse impact on air quality in the area -- Interior's concern is that the plant is within a 60 mile radius of the Great Smokey Mountains National Park. A public hearing was held on February 25, 1992; at the hearing the State of Tennessee indicated its intention to reject Interior's adverse impact filing on the grounds that most air pollution at the Great Smokey Mountains National Park is generated by automobile traffic (referred to as "mobile sources") and that the proposed emissions from Eastman would have negligible impact. Similar situations have arisen near the Smokies in both North and South Carolina. State officials, environmental groups, federal officials, industry representatives and scientists will be meeting in Gatlinburg, TN, at an "air quality management workshop" while you are at the Eastman plant. After the workshop, the comment period on Interior's adverse impact filing will open until April 6th.

Eastman has also been fined in past years by the EPA (by EPA's estimate there have been 6-8 fines in the past 10 years). One minor issue regarding PCB storage from October of 1991 is still outstanding, otherwise Eastman has complied with all other EPA fines and penalties. Furthermore, Eastman is investing in state-of-the-art technology to prevent further spills.

POINTS OF LIGHT

About 55 employees of Eastman's Research Division were recognized as Points of Light. This group volunteers on a rotating basis to deliver hot lunches to homebound elderly and disabled residents of the Tri-City area. The Eastman employees use their own cars and lunch hour to make sure that the Meals-on-Wheels routes are all covered; their participation in the Meals-on-Wheels program eliminated a waiting list of about 50 people who previously were not able to receive meals. The President met with Linda Rothwell and Chris Moorehouse, representatives of this group of volunteers, in Knoxville on February 19, 1992.

AMERICA 2000

Eastman is very active in the America 2000 program; C.E.O Kay Whitmore serves on the America 2000 board. The Kingsport Education Initiative has recently obtained the endorsement of four local school districts to begin a long-term partnership with Eastman Chemical. One high school, two middle schools, and two elementary schools from each school system will be selected to be "partners" with Eastman Chemical -- the primary focus will be math and science.

III. PARTICIPANTS

Ernest "Earnie" Deavenport, President, Eastman Chemical
Representative James "Jimmy" Quillen
1,700 attendees

IV. SEQUENCE OF EVENTS

THE VICE PRESIDENT will participate in a tour of the Eastman textile fabrication plant. At the conclusion of the tour, THE VICE PRESIDENT will depart via motorcade en route to the Employee Center Auditorium for remarks to 1,700 employees.

V. PRESS PLAN

Open press

VI. FOLLOW-UP

Photographs and correspondence

THE PEOPLE OF EASTMAN CHEMICAL COMPANY

BASIC FACTS:

Eastman Chemical Company employs approximately 17,400 people worldwide. Eastman employment in Kingsport is approximately 12,300 people, making Eastman one of the largest employers in Tennessee.

In 1991, Eastman hired over 750 new employees; and in 1992, 145 new employees have already been hired.

THE EASTMAN WAY:

In the mid-1980's, Eastman Chemical Company management recognized the need to describe how the company wanted to be perceived by its employees, customers, regulators, communities, and shareowners. Reinforced by the improved quality of ECC's products, processes, and customer service, the company's management team formulated the Eastman Way. The Eastman Way captures the desirable cultural aspects of ECC's broader vision and provides the guiding principles by which we manage our business. The Eastman Ways of honesty, trust, teamwork, employee well-being, creativity, flexibility, and a winning attitude are essential cultural traits to achieve ECC's Strategic Intent.

EDUCATION:

Over the years, education has been a top priority for Eastman. We are highly dependent upon a skilled technical work force to maintain our production processes and to compete effectively in the global marketplace.

Eastman Chemical Company President Earnie Deavenport serves on the Tennessee State Board of Education. ECC leads the Foundation for Excellence in Public Education in Tennessee and Virginia. ECC is heavily involved in President Bush's America 2000 Strategy, and Eastman Kodak Chairman, President, and CEO Kay Whitmore serves on its board of directors.

Employees holding degrees at Eastman companies in Kingsport include about 3,020 with bachelor's degrees, about 730 with master's degrees, and some 330 holding doctor's degrees. Approximately 280 scientists and engineers are in the Eastman Chemical Company Research Laboratories.

Eastman continues to place strong emphasis on post-high school education and training. Evidence of Eastman's emphasis on education is that the average education level of

non-exempt operations personnel is 1.7 years of college. This is further evidenced by the alliance between Northeast State Community College and ECC to have a chemical operator certificate program in preparation for the future, and the company will expect those interested in operations jobs to have completed this program.

The Kingsport Education Initiative recently obtained the endorsement of four local school systems to begin a long-term partnership between ECC and selected schools within each system. One high school, two middle schools, and two elementary schools from each system will become "partners" with the Kingsport-based facility. Although the partnership will likely result in improvement throughout various curricula, the primary focus is math and science.

PRESIDENT BUSH'S "POINTS OF LIGHT" PROGRAM

A group of about 60 employees from Eastman's Research Laboratories were recognized in 1991 by President George Bush in his "Points of Light" program. These employees volunteer during their lunch hour to deliver meals to the elderly through the Kingsport Meals on Wheels program. Representing their group from Eastman Research, Chris Moorehouse and Linda Rothwell met President Bush during his February 19 visit to Knoxville.

EASTMAN CHEMICAL COMPANY'S VISION

Just a few months ago, Eastman Chemical Company embarked on an aggressive new vision:

TO BE THE WORLD'S PREFERRED CHEMICAL COMPANY

Realizing Eastman probably will not be the largest company in terms of size, we plan to be the leader in markets we serve. And, we plan to be the company with whom customers prefer to do business. We also plan to be preferred by other stakeholders--employees, investors, suppliers, and the publics we serve.

In order to achieve our vision, Eastman people are working hard to find new markets and innovative ways to "grow" the company. Our objective is for annual sales revenue to be around $20 billion by the year 2000. Sales for 1991 were around $4 billion.

To achieve this vision, Eastman has targeted half its sales revenue to come from outside the U.S. We're already seeing actions to support that goal, including announcement of our intent to purchase an existing polymers plant in Hartlepool, England, and our recently announced plans for both a European headquarters and a manufacturing site in The Netherlands.

It's important to realize that Eastman's vision (what we call our Strategic Intent) also calls for aggressive growth in the U.S. If half our growth is to come from outside the U.S., the other half will come from within the U.S., and that's $10 billion, a four-fold increase in current sales revenue.

Our commitment to growth within the U.S. is also being evidenced. A $200 million project completed in October at the company's chemicals from coal plant solidifies Eastman's position as the world's largest manufacturer of acetyl products. Construction is underway on PRIMESTER (a joint venture with French chemical company Rhone-Poulenc) cellulose acetate plant here in Kingsport. Eastman is also increasing capacity for other chemicals and plastics products in Kingsport and at other U.S. manufacturing sites in Texas, Arkansas, and South Carolina.

Success in global markets and growth in the United States means job security for employees, a strong economy for the community, and future opportunities for the children and grandchildren of Eastman people.

ECONOMIC IMPACT

1. Eastman Chemical Company, as a member of the U.S. chemical industry, made a positive contribution toward a trade surplus for the chemical industry of nearly $20 billion for 1991. (per David Cheney/Council on Competitiveness)

2. Eastman Chemical Company is Tennessee's largest private employer. Approximately 17,400 are employed by Eastman Chemical worldwide, including 12,300 people employed by Eastman companies in Kingsport.

3. Eastman is growing and providing opportunities to put people to work. Eastman hired 750 people during 1991 and plans to continue hiring during 1992.

4. Eastman's impact on the state and local economy is significant. During 1991, a total of $1.1 billion was spent:

* $631 million for payroll and benefits
* $379 million for materials and services
* $ 82 million for freight and express
* $ 34 million for state taxes
* $ 30 million for sales, use and property taxes

5. Eastman is also growing by attracting foreign investment in the U.S. and globalizing our operations. Examples include:

* PRIMESTER (Eastman and Rhone-Poulenc)
* Purchase of assets of Lucky Polymers (England)
* Announcement of European Headquarters in The Netherlands
* Domestic acquisitions include the purchase of plant facilities from ARCO, Monsanto, and Thermocolor

6. Eastman's investment in capital projects is at a record level. Eastman is investing in:

* Capacity expansions
* Improvements in product quality
* Research and development
* New technologies (manufacturing processes)

TECHNOLOGY

CHEMICALS FROM COAL:

Now nearly 10 years old, Eastman's Chemicals-from-Coal plant remains the only plant in the USA to produce a modern generation of chemicals using coal as the raw material (instead of petroleum-based materials). Technology developed by Eastman people permitted the dream of decreased dependence on foreign petroleum to become a reality.

PLASTICS RECYCLING:

Another hope for the future, increased plastics recycling, may be realized through acceptance of sorter technology developed by Eastman. A molecular marker identifies the type of plastic to greatly increase the speed and accuracy in separating plastics for recycling.

NEW PRODUCTS:

Eastman introduced 96 products in 1991, including several that are particularly environment-friendly:

* For beverage bottles - a clear polymer with 25 percent recycled content (reuses bottle polymers, reduces impact on landfills). This product is now being tested in the marketplace. [Our continued research and development in methanolysis (the process for recovering the basic building blocks from recycled beverage bottles) is expected to lead to increased recycling.]

* For printing applications - a family of water-based inks for printing applications (solvents, which evaporate into the atmosphere, are not used in water-based inks).

* For surface coating items such as appliances and lawn equipment - attractive and durable powder coating formulations (powder coating also eliminates the release of air emissions).

JOINT VENTURES:

PRIMESTER, a joint venture in Kingsport with Rhone-Poulenc, permits the combination of technologies to create a superior technology to produce an important raw material, fiber-grade cellulose acetate (used in the manufacture of fibers). The plant is currently under construction adjacent to [redacted] Chemicals-from-Coal facility.

A comparable situation, and the possibility of combining technologies to produce acetic acid in a joint venture project in Venezuela, is progressing.

ISO REGISTRATION:

In the future, to be successful in the European market, U.S. companies must meet the quality expectations of the European economic community. We have made great strides in qualifying manufacturing processes for ISO (International Organization for Standardization) certification. ISO registration has been received for all Eastman beverage bottle polymer production processes.

THE ENVIRONMENT

At Eastman Chemical Company, we regard safety and protection of the environment as matters of top priority. We strive to minimize waste and emissions from our facilities through ongoing reductions that address community environmental concerns, as well as economic factors and legal requirements. Preference is given first to source reduction, second to recycling, and third to treatment.

Our voluntary emissions reduction programs, for example, resulted in a 12 percent decrease in SARA air emissions from 1989 to 1990. We've also significantly reduced solid waste, and we are a leader in recycling of plastics. We were the first major resin producer to form a recycling business organization to promote global recycling of plastics. We're the company that started recycling in Europe and have just recently formed a partnership with a Belgium company. We're "closing the loop" by producing PET polymer with recycled content for food packaging, and we're continuing our research to refine this process. We also began the first major community-wide recycling program in Tennessee and made possible a recycling center for the Southwest Virginia/Northeast Tennessee area.

This year, our company received the prestigious Tennessee Association of Business Environmental Award for our wastewater treatment system, the construction and operation of which "demonstrated outstanding compliance achievement toward environmental protection." This $90,000,000 state-of-the-art plant treats about 25 million gallons of process wastewater daily. Built on 2,400 columns, the entire facility is over seven feet above ground level, allowing ready access for visible inspection and repairs.

Our goals are to further reduce air emissions and waste at its source, to recycle and recover more, to incinerate less, to reduce hazardous landfilled materials, and to reduce odors. We aim to meet these challenges.

Eastman adopted Responsible Care and also agreed to participate in EPA's 33/50 Voluntary Emission Reduction Program.

QUALITY

Eastman Chemical Company has a long history of meeting customer needs with quality products and services. The company's focus on quality was intensified in the late 1970's as a result of the increasingly competitive marketplace.

In 1980, Eastman established its goal to be First in Quality. Words such as "statistical process control" and "improvement breakthrough" were heard throughout our plants as we focused on our customers and meeting their fitness-for-use requirements.

Eastman's Quality Policy, which was created in the early 1980's, communicated our vision of quality management as the way we manage our business. It also spelled out our goal: to be the leader in quality and value of products and services.

Eastman is managed by teams. Through our interlocking team structure, all employees, from President to the operators, work together to improve processes and manage their part of the business for continual improvement.

Our commitment to quality and the successes we experienced as a result of managing for quality led us to apply for the Malcolm Baldrige National Quality Award in 1988. We were honored to have been selected for a site visit, and we were one of the finalist companies in the competition that year. We recognize the value of the Baldrige criteria as an internal assessment guide. Since the, we have had some 35 to 40 units of the company assess themselves annually using the Baldrige criteria to determine our strengths and our areas for improvement.

Quality is more than a word...or more than a focus here at Eastman. Quality is part of every process, every product, and every service we wok on...every day.

Copy to DJ. Put in my chair

UNITED STATES ENVIRONMENTAL PROTECTION AGENCY
WASHINGTON, D.C. 20460

MAR 2 1992

OFFICE OF
THE ADMINISTRATOR

MEMORANDUM

SUBJECT: EPA Enforcement Activities At The Eastman Facility Located in Kingsport, Tennessee

FROM: Chip Landman Chip
Special Assistant

TO: Hank Habicht
Deputy Administrator

With the help of our Office of Enforcement and Regional Counsel's Office in Atlanta (Region IV), I have quickly reviewed our enforcement activities at the Eastman facility. Here is a quick snapshot:

1. This is a large facility located in Kingsport, Tennessee, which is engaged in the manufacture of chemicals, fibers and plastics. Kingsport, which is very close to the Virginia border, is part of a "tri-city" area comprised of Kingsport, Johnson City and Bristol (Bristol is actually on the Tennessee - Virginia border).

2. In reviewing our Toxics Release Inventory (TRI), the Eastman facility is clearly a high-volume emitter of toxic materials. In reporting year 1990, Eastman released approximately 39 million pounds of toxic materials. Significant emissions include:

   - Acetone - 31 million pounds (primarily from fugitive/non-point source air releases)
   - Ammonium Sulfate - 2.1 million pounds (via water discharges)
   - Methanol - 1.6 million pounds (stack emissions)

Printed on Recycled Paper

3. [redacted] Atlanta Office reports that the facility's major problems have been associated with one-time spills, some causing fish kills. U.S. EPA has initiated approximately 6 to 8 enforcement actions at Eastman over the last ten year period, highlights include:

   - October 1991 -- Underground Storage Tank violation. EPA initiated an administrative action alleging that an underground "tank farm" operated by Eastman was subject to statutory "leak detection" requirements. Eastman disagreed, arguing that the tank farm was subject to a "flow-through" exemption. The case settled when Eastman agreed to close the underground tank farm and install aboveground tanks.

   - October 1991 -- EPA issued a Notice of Noncompliance alleging a minor PCB storage violation. No response has been received from Eastman.

   - 1989 -- Toxic Substance Control Act violation related to pre-manufacturing and processing notices. This matter has been resolved.

   - 1987 -- U.S. EPA issued a RCRA enforcement action related to a boiler at the facility; EPA argued that the boiler was burning low BTU-value waste and, therefore, fly ash generated at the boiler was subject to RCRA. Eastman argued that the ash from the boiler was exempt from RCRA. EPA and Eastman entered a consent agreement under which the boiler will be operated pursuant to the boiler and industrial furnace requirements of RCRA.

4. Miscellaneous Matters:

   - Eastman recently requested from the State of Tennessee a modification to its RCRA permit authorizing the conversion of a RCRA surface impoundment into a RCRA landfill. Tennessee published the proposed modification for public comment. The corrective action portion of the permit modification will be subject to U.S. EPA review and approval. This matter is currently pending.

   - 1988 -- Notice of a citizen suit was filed under the Clean Water Act. This does not appear to have resulted in litigation.

DRAFT

U.S. DEPARTMENT OF THE INTERIOR
NATIONAL PARK SERVICE
Briefing Statement Update

March 2, 1992

REGION/OFFICE: WASO/ADNR/Air Quality Division
SERO/Great Smoky Mountains NP

ISSUE: Air Pollution Impacts at Great Smoky Mountains NP

BACKGROUND: Ongoing air quality monitoring and research in the park have documented air pollution effects on visibility, vegetation, soils and aquatic resources. Over the past ten years, the NPS has reviewed permit applications for 23 proposed major new air pollution sources wishing to locate near Great Smoky Mountains NP. The NPS has encouraged Tennessee to limit pollution increases by requiring new sources to obtain emission offsets, but the State said it lacked legal authority. In Spring 1991, the NPS petitioned the State to adopt a regulation providing the needed authority to require emission offsets. The State has taken no action on the petition, but is apparently still considering it. The NPS also asked that the seven counties surrounding Great Smoky Mountains NP be designated as nonattainment areas for ozone (one of the pollutants causing injury), so that emission offsets would be required automatically. EPA subsequently only designated one county as nonattainment.

Faced with continuing State inaction and a permit application proposing a 1542 ton/year increase in nitrogen oxide emissions from Tennessee Eastman's plant in Kingsport, Tennessee, on November 5, 1991, the Assistant Secretary for Fish and Wildlife and Parks, as Federal land manager (FLM), announced a preliminary determination that emissions from the Tennessee Eastman plant would have an adverse impact on air quality related values.

CURRENT STATUS: A public hearing on the Tennessee Eastman permit application was held February 25, 1992. The NPS presented testimony reiterating concerns and suggestions expressed in the preliminary adverse impact determination. Pubic comments at the Tennessee Eastman hearing both supported and opposed the NPS position. In the public hearing notice, Tennessee indicated its intention to reject our adverse impact finding on grounds that air pollution at Great Smoky Mountains NP is caused by existing sources, including primarily mobile sources and long range transport, and that the proposed emissions increase will have an insignificant effect on park resources.

Permit applications have also been received from sources in North Carolina and South Carolina wishing to expand their facilities and increase emissions near Great Smoky Mountains NP. Discussions with North Carolina and the permit applicant (Steelcase) have begun in an attempt to negotiate a solution. Comments were sent to South Carolina on February 25, 1992, by the NPS Southeast Regional Office, requesting that emission offsets be obtained before a permit is issued to the applicant there (Westinghouse-Fortin).

In order to solicit public input on air pollution issues at Great Smoky Mountains NP and the FLM's approach, generally, a preliminary adverse impact determination was published in the Federal Register on February 5, 1992. Also, Great Smoky Mountains NP, in conjunction with the Southern Appalachian Man in the Biosphere group, is holding a workshop on air quality management issues to be held March 3-5, 1992, at Great Smoky Mountains. Representatives

DRAFT

from the surrounding states, EPA, other federal land managing agencies, industry, environmental groups, and the scientific and academic communities have been invited to attend. In order to accomodate issues and options that may be raised at the workshop, the public comment period on the preliminary adverse impact determination will be extended for thirty days from March 6th to April 6th.

SERVICE POSITION: NPS remains concerned that existing air quality at Great Smoky Mountains destroys park values and purposes, and that increases in local air emissions of the pollutants of concern--sulfur dioxide, nitrogen oxides and volatile organic compounds--will exacerbate the adverse conditions. NPS is hopeful that a creative, interstate approach to addressing current and potential future air pollution problems at the park may result from the March workshop. NPS has already suggested possible approaches to the states (e.g., statewide requirements for reasonable pollution controls on existing sources to create an emission "bank" which could be used to offset new emissions growth). NPS will continue to object to pollution increases near the park until an appropriate approach is developed.

POSITION SUPPORTED BY: Although the comment period on the adverse impact preliminary determination has not closed, it is expected that there will be substantial support for the NPS position--and substantial opposition. The planned March workshop has generated much interest from all sectors in cooperatively resolving air pollution issues at Great Smoky Mountains.

POSITION OPPOSED BY: Tennessee has rejected the FLM's request that permits not be issued without offsets, and Tennessee Eastman has not been willing to negotiate with the NPS. North Carolina appears more open to considering alternatives, and the NC permit applicant has been trying to obtain offsets and reduce emissions.

CONTACT: John P. Christiano, Chief, Air Quality Division, National Park Service, P.O. Box 25287, Denver, CO 80225 ((303)969-2070; FTS 3276-2070).

TO: CRAIG WHITNEY

FROM: UNCLE RICH

SUBJECT: VISIT TO EASTMAN CHEMICAL COMPANY

As you know, I have spent much of today at the Eastman Chemical Co. Your suggestion that we speak to Mr. O'Neillwas an excellent one. He and our team here are getting along well and this memo will present the bottom line issue that you will hear from the D.C. bureaucrats with a response by Mr. O'Neill.

I. PUBLIC HEARING ON POSSIBLE ENVIRONMENTAL IMPACT OF NEW (NOT YET CONSTRUCTED) COAL FIRED BOILER (POTENTIAL AIR POLUTION PROBLEM) (see pages 1-3 of attachments)

This area is one of 23 sites nationwide in full compliance with National Ambient Air Quality Standards. (In short, there is no problem now and they already have in operation one of these coal fired boilers. The second boiler is necessary for a new joint venture operation with France which will create 60 additional jobs. Construction on the joint venture plant is already underway. (400 million project) The Bottom Line is that there is not a suit that has been filed. We are still in the Public hearing stage of the process and the STATE not the Feds will make the final decision. (we'll confirm the absolute accuracy of the last sentecne and be back in touch.

THE contention of the National Park Service is that the pollutant from the coal fired boiler (nitrogen oxide) might react with carbon compounds and affect ground level ozones. The concern arises because the Smokey Mountain National Park is within a 60 mile radius of the plant.

II. Eastman Chemicals, IN FACT, is listed on the SUPERFUND AMENDMENTS AND REAUTHORIZATION ACT (SARA) LIST (EPA LIST OF EMMISIONS OF VOLATILE ORGANIC CHEMICALS) see pages 4-6 a 10-14

Mr. O'Neill points out that Eastman Chemicals is on this list solely because of the emission of ACETONE. (86% of total emission from the plant) There is some discussion of the removal of Acetone from the list, which would,of course, remove Eastman Chemical of Tennessee from the list. Needless to say, EPA is hesitant to remove any chemical from the list because of public outcry even though,privately, they will admit that Acetone has a very limited toxicity.

Eastman Chemical recognizes that the ACETONE emissions are a problem because frankly it stinks and they are concerned about the quality of life issue for the folks who live near the plant. THey are agressively working on limiting the acetone emissions.

III. EASTMAN HAS, IN FACT, BEEN FINED FOR DISCHARGES TO THE RIVER EACH YEAR

Mr. O'Neill points out that these fines are foraccidental spills which neither the EPA or the company want to have happen. There is no direct spillway into the Holston River and in fact today there were fishermen on the river and geese on the shore. In short, any large, and this is a large plant, that produces chemicals and is located adjacent to a river is going to have accidental spills.

Again, Eastman is concerned about trying to eliminate all spills and has a state of the art (90 million $) waste water treatment plant connected to 39miles of intercepter sewers which are designed to keep any spillage from the river. An additional 2 million dollars will be spent this year on the sewer system In short, Eastman, again, recogonizes and is concerned about spillage and is working

(see pages 4, 7, 8 and 15-16)

aggressively to assure that there are no accidental spills.

Okay that's all the bad news. We need to weigh it against the Good ECONOMIC STORY here at Eastman

oEMPLOYMENT PICTURE: 12,300 Employees at this site alone. 17,400 Employees worldwide. No layoffs have ever occured at this plant which was opened in 1920 by Mr. Eastman, himself.

o EXPORT PICTURE: 45% of the product is exported to countries all over the world. Chemical industry trade SURPLUS in 1991 was over 19.5 billion. Since 1980, over 140 billion. Exptremely competitive in the Chemic industry --- Eastman

o NATIONAL RECOGNITION: Eastman Chemical of Kingsport in 1991 was recognized as one of the top 10 manufacturing sites in the country.

Eastman won a first place national award fromKeep America Beautiful ---- the best plant in the country

Eastman Chemical employees just received a Point of Light award last week when he was in Knoxville for taking their lunch hour and volunteering for the Kingsport Meals on Wheels program

The CEO of EASTMAN KODAK, serves on the President's COUNCIL the Education 2000 Program

*

o QUALITY

Nominee for the Malcolm Baldrige Award for Excellence in 1988

Over 80% of Eastman's customers rate them #1 supplier for overall quality. (they would choose Eastman over any other chemical supplier)

* One more award---- National Award for Recycling

o REFERENCES:

Congressman Jimmy Quillen

Secretary Lamar Alexander, U.S. Secretary of Education

Governor Ed McWherter of Tennessee

OFFICE OF THE VICE PRESIDENT

WASHINGTON

3-3-92

MEMORANDUM FOR THE VICE PRESIDENT

FROM George Rasley

SUBJECT Background on Johnson City, Tennessee

> **Unemployment in the Tri-Cities Area; Johnson City-Kingsport-Bristol is well below the national figure. For December 1991 it is 5.8%, statewide the unemployment rate for Tennessee is 6.5% compared with the national rate for January 1992 of 7.1%.** New unemployment figures for February are due out March 6.

> Unfortunately, **this is worse than last year. In December of 1990 the unemployment rate for the Tri-Cities was 4.7% and statewide it was 5.8%.**

> **During 1991 1,130 jobs were created in the Johnson City-Washington County area. 28% were in the tele-service/tele-sales field; 72% were in other business/industry sectors.**

> **This is the fourth largest metropolitan area in Tennessee.**

> **AMERICA 2000 has been endorsed by Governor McWherter.** On October 25, 1991 Governor McWherter announced the beginning of **Tennessee 2000** at a press conference attended by Secretary Alexander and 200 state education, business and political leaders. Although the Governor has endorsed the AMERICA 2000 strategy and his office is working toward achieving the six national goals, **progress in implementing Tennessee 2000 has been slow.**

> **Nashville has also announced a NASHVILLE 2000.**

> A state court recently ruled that Tennessee's system for funding public education violates the State Constitution's equal protection clause. The suit was brought by the State's 77 smallest school corporations, which serve mostly rural counties and towns. **In reaching his conclusions, Chancellor C. Allen High ruled that education in Tennessee is a fundamental right.** He stayed his final order until June 30, 1992 and gave the General Assembly until then to come up with a constitutional funding system. **Estimates for the cost of the remedy range from $500 million to $2 billion.**

> **The Tennessee Parent Power Committee, a coalition of parents, community leaders and businesspeople has been established to push for school choice. State Senator Nicely introduced choice legislation which included vouchers for private schools; it is not expected to pass. There is no public school choice program.**

> **During 1990 and 1991 both Johnson City and Washington County school systems were among only 24 of Tennessee's 142 school systems to receive the Governor's A+ Award.**

> **The possibility of Medicaid cuts has generated recent controversy.** Unless it is able to generate $353 million in state funds to enable it to qualify for about $700 million in federal matching funds, the state will be forced to cut its program almost in half. **The Governor has proposed taxing hospitals and nursing homes. The Tennessee Hospital Association is fighting the proposed provider's tax.** Angry, often infirm, recipients have been jamming hearings to protest the possible reduction of their benefits.

> **Tennessee is one of the few states which does not have a state income tax.** Governor McWherter has twice proposed an income tax, **the Legislature has declared the Governor's income tax proposal to be "dead on arrival."** The Legislature has proposed a Constitutional Convention to put the issue before the voters.

> **The Legislature did recently pass a tax increase primarily to fund education.** The bill which has passed both Houses, increases the sales tax and creates a "professionals privilege tax" of $200 annually on certain professional licensees, such as doctors and lawyers. **Of the $276 million projected increase in revenues, approximately $162 million would be used to restore funding to education programs cut last budget year.**

> **Even though Tennessee has 787,000 acres of wetlands, constituting 2.9% of the surface area of the State, environmentalists allege that Tennessee has "lost" 59% of its original wetlands.** You have not received an inordinate amount of input on this issue from Tennessee.

> **During the Persian Gulf War approximately 2,000 "silver bullets" made from depleted uranium were manufactured at Aerojet Ordnance in nearby Jonesborough.**

> **Practical Homeowner** listed Johnson City as one of **"tomorrow's hottest markets"** and referred to it as **"one of a handful of American cities making the grade despite a nationwide housing slump".**

FUN FACTS AND LOCAL INFORMATION

> **Johnson City is one of the three cities in the "Tri-Cities" area: the others are Kingsport and Bristol.**

> Tennessee is known as the **Volunteer State.**

> The East Tennessee State University men's basketball team has been the Southern Conference Champions for two consecutive years.

> **Forty-three of the Fortune 500 industrial companies have facilities in the Tri-City area.**

> **Places Rated Almanac** rated the Tri-Cities area as the **number 8 metro area** in housing, climate, education and recreation.

> **This is the home of the James H. Quillen College of Medicine.**

> **Bristol Raceway is the home of two big Winston Cup NASCAR stock car races each year.**

Previous Travel Tennessee:

1989/05/08	Nashville	Tennessee	Fisk University Comencement
1989/05/11	Nashville	Tennessee	Youth Service USA/JTPA Event
		Tennessee	TN Statesman Dinner
1989/07/15	Nashville	Tennessee	Young Republicans Meeting
1990/05/04-05	Tullahoma	Tennessee	Private Time
1990/10/12	Memphis	Tennessee	TN State GOP Candidate Mtg.
		Tennessee	Media Roundtable
		Tennessee	TN State GOP FR Rdtb.
1991/06/26	Memphis	Tennnesse	Visit St. Judes Hospital
		Tennessee	120th Ann. of Baron Hirsch
		Tennessee	Private Reception
		Tennessee	GOP Fundraising Luncheon
		Tennessee	Danny Thomas Mem Dedication
		Tennessee	St. Jude FedEx Golf Tourn
1991/11/19	Memphis	Tennessee	Bush/Quayle '92 Luncheon
		Tennessee	Civil Justice Reform Rdtb.
	Nashville	Tennessee	Civil Justice Reform Rdtb.
		Tennessee	Bush'Quayle '92 Dinner
		Tennessee	TN House GOP Caucus Fund

RWP

OFFICE OF THE VICE PRESIDENT

WASHINGTON

March 3, 1992

NOTE TO THE VICE PRESIDENT

FROM CECE KREMER

SUBJECT Business and Industry List

Attached is the business and industry list for your travel to Tennessee, Mississippi, Alabama, Texas and Florida. The list identifies the top industries in each state as well as the top five employers in each key city.

Please note: you are scheduled to visit Eastman Chemical in Kingsport, Tennessee which is the top employer in the greater Kingsport area with 12,200 employees.

OFFICE OF THE VICE PRESIDENT

WASHINGTON

March 3, 1992

Industry-Business List for Tennessee, Mississippi, Alabama, Texas, and Florida

TENNESSEE:

Top Five Industries:

1. Manufacturing
2. Wholesale and Retail Trade
3. Services
4. Transportation, Communications & Public Utilities
5. Finance, Insurance & Real Estate

(Source: Tennessee Department of Economic Development)

Top Five Businesses in the Kingsport Area:

1. Eastman Chemical (12,200 employees)
   615/229-2000
   Producer of Chemicals, Fibers, and Plastics
   Headquarters: Kingsport, Tennessee
   (Division of Eastman Kodak)
   President: Earnest W. Deavenport, Jr.

2. Arcata Graphics (2,500 employees)
   615/378-1000
   Book Manufacturer
   Headquarters: Baltimore, Maryland
   President & CEO: Jack Fawler (301/783-5200)
   Vice President: Luther Odem

3. AFG Industries (1,349 employees)
   615/229-7200
   Producer of Flat Glass
   Headquarters: Fort Worth, Texas
   Chairman, President & CEO: Randall Hubbard
   President: Doug Kirkland

4. Holston Defense (1,150 employees)
   615/247-9111
   Manufacturer of Bulk High Explosives
   Headquarters: Rochester, New York
   CEO: Earnest W. Deavenport (716/724-4000)
   Plant Manager: Wayne Hoard

5. Mead Paper (980 employees)
   615/247-7111
   Manufacturer of Pulp and Paper
   Headquarters: Dayton, Ohio
   Chairman & CEO: Burnell Roberts (513/495-6323)
   Vice President & Resident Manager: William Kirk

(Source: Kingsport Chamber of Commerce)

MISSISSIPPI:

Top Five Industries:

1. Manufacturing
2. Wholesale Trade
3. Retail Trade
4. Services
5. Transportation

(Source: Mississippi Chamber of Commerce)

Top Five Businesses in the Gulfport Area:

1. Ingalls Shipbuilding (16,700 employees)
   601/935-1122
   United States Navy Ship Design and Construction
   Headquarters: Pascagoula, Mississippi
   President: Jerry St. Pe

2. Singing River Hospital Systems (1,700 employees)
   601/938-1000
   Health Care Facility
   Headquarters: Pascagoula, Mississippi
   Executive Director & CEO: Robert Lingle

3. Mississippi Power Company (1,500 employees)
   601/864-1211
   Electric Utility
   Headquarters: Gulfport, Mississippi
   President & CEO: David Ratcliffe

4. Memorial Hospital at Gulfport (1,800 employees)
   601/863-1441
   Health Care Facility
   Headquarters: Gulfport, Mississippi
   CEO: W. Ron Burton

5. Chevron (1,150 employees)
   601/938-4600
   Oil Related and Gasoline Products
   Headquarters: San Francisco, California
   CEO: Ken Derr (415/894-7700)
   Refinery General Manager: Graham Somerville

(Source: Gulfport Chamber of Commerce)

ALABAMA

Top Five Industries:

1. Manufacturing
2. Banking
3. Services
4. Telecommunication
5. Textiles

(Source: Alabama Department of Revenue)

Top Five Businesses in the Birmingham Area:

1. University of Alabama (14,142 employees)
   205/934-4011
   Undergraduate & Graduate University
   Headquarters: Birmingham, Alabama
   President: Dr. Charles McCallum

2. Bell South Services (9,000 employees)
   205/321-1000
   Telecommunication Services
   Headquarters: Birmingham, Alabama
   President: Neal Travis

3. Alabama Power (5,094 employees)
   205/226-1000
   Electric Utility
   Headquarters: Birmingham, Alabama
   President & CEO: Elmer B. Harris

4. Baptist Medical Center (5,000 employees)
   205/[illegible]-1000
   Health Care Facility
   Headquarters: Birmingham, Alabama
   President: Dennis Hall

5. South Central Bell (4,532 employees)
   205/327-1000
   Telecommunication Services
   Headquarters: Birmingham, Alabama
   President & CEO: Carl F. Bailey

(Source: Birmingham Chamber of Commerce)

TEXAS:

Top Five Industries:

1. Services
2. Wholesale & Retail Trade
3. Manufacturing
4. Finance, Insurance & Real Estate
5. Transportation, Communication & Public Utility

(Source: Texas Department of Labor)

Top Five Businesses in the San Antonio Area:

1. H.E.B. Grocery Company (10,000 employees)
   512/240-8000
   Grocery Chain
   Headquarters: San Antonio, Texas
   President: Charles Butt

2. Baptist Memorial Hospital System (5,000 employees)
   512/200-8431
   Health Care Facility
   Headquarters: San Antonio, Texas
   CEO: Wally W. Smith

3. United Service Automobile Association (9,205 employees)
   512/498-2211
   Financial & Banking Services
   Headquarters: San Antonio, Texas
   CEO: Robert F. McDermott

4. University of Texas Health & Science Center
   (4,000 employees)
   512/567-7000
   Health Science Research
   Headquarters: San Antonio, Texas
   President: John P. Howe, M.D.

5. Southwestern Bell (4,000 employees)
   512/821-4105
   Telecommunication Services
   Headquarters: St. Louis, Missouri
   CEO: Ed Whitaker (314/235-9800)
   Vice President of Marketing - Texas: Pat Parker

(Source: San Antonio Chamber of Commerce)

Top Five Businesses in the Dallas Area:

1. **Tex**as Instruments (33,000 employees)
   214/995-2011
   Electronic Manufacturer
   Headquarters: Dallas, Texas
   Chairman, President & CEO: Jerry R. Junkins

2. **Ameri**can Airlines (25,000 employees)
   817/963-1234
   Airline Service
   Headquarters: Dallas, Texas
   Chairman, President & CEO: Robert L. Crandall

3. Kelly Temporary Services (17,982 employees)
   214/[illegible]
   Temp[illegible]y Placement Services
   Head[illegible]ters: Troy, Michigan
   CEO: [illegible]illiam R. Kelly (313/362-4444)
   Regional Field Vice President: Andy Wimpee

4. LTV Corporation (14,000 employees)
   214/[illegible]
   Prod[illegible] Steel, Energy Products & Service
   Hea[illegible]s: Dallas, Texas
   Chai[illegible], President & CEO: David H. Hoag

5. Elec[illegible]c Data System Corporation (12,000 employees)
   214/[illegible]
   Syst[illegible] Integrator for Information & Technology
   Head[illegible]ters: Dallas, Texas
   CEO: [illegible]. M. Alberthal

(Source: Dallas Chamber of Commerce)

FLORIDA:

Top Five I[illegible]stries:

1. **Serv**[illegible]
2. **Fina**[illegible], Insurance & Real Estate
3. **Reta**[illegible]rade
4. **Manu**[illegible]uring
5. **Tran**[illegible]tation, Communication & Utility

(Source: F[illegible]a Department of Labor)

Top Five [illegible]**es in the Jacksonville Area:**

1. AT&T [illegible] employees)
   904/[illegible]
   Tele[illegible]unication Services
   Hea[illegible]s: Basking Ridge, New Jersey
   Chai[illegible] CEO: Robert E. Allen

2. **Winn Dixie** (5,087 employees)
   904/7[illegible]-5000
   Retail Discount Chain
   Headquarters: Jacksonville, Florida
   Chairman & CEO: A. Dano Davis

3. **Blue Cross & Blue Shield of Florida** (4,540 employees)
   904/7[illegible]-6111
   Insurance Corporation
   Headquarters: Jacksonville, Florida
   President & CEO: William E. Flaherty

4. **Barnett Banks** (3,947 employees)
   904/[illegible]
   Financial Banking Service
   Headquarters: Jacksonville, Florida
   Chairman & CEO: Hugh H. Jones, Jr.

5. **CSX Transportation** (3,600 employees)
   904/[illegible]
   Rail Transportation Services
   Headquarters: Jacksonville, Florida
   President & CEO: A.R. Carpenter

(Source: Jacksonville Chamber of Commerce)

RWP

OFFICE OF THE VICE PRESIDENT

WASHINGTON

March 3, 1992

NOTE TO THE VICE PRESIDENT

FROM CECE KREMER

SUBJECT Contact Listing for trip to Alabama, Mississippi, Tennessee, Texas and Florida

Tennessee:

The Honorable Howard Baker, Jr.
Former Senator
615/663-2255 (O)
Spouse: Joy

As you may recall, Baker was an event VIP for the Nashville Bush/Quayle '92 dinner on November 19, 1991. You wrote Baker a follow up note for the Nashville dinner. An invitation was extended to Baker to attend the dinner in honor of Rick Mears and Roger Penske on October 17, 1991, Baker regretted the event. Baker also attended the President's Dinner Luncheon that was held at the Residence on June 13, 1991. Please note, Baker will not be attending the Bush/Quayle '92 events in Johnson City, as he has pervious plans with his grandchildren. CeCe Kremer and Jim Pitts recommend this call.

Mr. Lewis "Lew" Conner, Jr.
Attorney
615/252-2383 (O)

Conner is a member of the Bush/Quayle '92 National Finance Committee and was recently in Washington, D.C. attending the Bush/Quayle '92 National Finance Meeting. You addressed this meeting which was held at the JW Marriott on January 14, 1992. As you may recall, Conner was an event Co-Chair for the Nashville Bush/Quayle '92 event on November 19, 1991. You wrote Conner a follow up note for the Nashville dinner. Jim Pitts recommends this call.

Mr. Thomas "Tommy" Hopper
State Chairman, Tennessee State GOP
615/321-4521 (O)
Spouse: Jeannie

Hopper was elected to this post on January 12, 1991. Jim Pitts recommends this call.

Dr. and Mrs. Thomas Northcott
615/455-6242 (H)
615/455-3385 (O)
Spouse: Nancy

CeCe Kremer recommends this call.

Mr. Ted Welch
President, Ted Welch Investments
615/244-3588 (O)
615/298-1763 (H)
Spouse: Colleen

Welch is the National Committeeman for the Tennessee State GOP, as well as a member of the Bush/Quayle '92 National Finance Committee. He was recently in Washington, D.C. attending the Bush/Quayle '92 National Finance Meeting. You addressed this meeting which was held at the JW Marriott on January 14, 1992. As you may recall, Welch participated in a private meeting that you had in Memphis at the home of Mr. Fred Smith. Welch was an event Chair for the Memphis Bush/Quayle '92 lunch which you attended on November 19, 1991. Please note, Welch was invited to attended the dinner in honor of Prime Minister Mitsotakis on December 12, 1991, but was unable to attend. Welch is tentatively scheduled to attend the Bush/Quayle '92 events in Johnson City. Jim Pitts recommends this call.

<u>Mississippi:</u>

Mr. Haley Barbour
Partner, Henry, Barbour & DeCell
601/746-2134 (O)
601/746-4292 (H)
Spouse: Marsha

As you may recall, you met with Barbour in your EOB Office on September 5, 1991 where he introduced you to Mr. Marshall Hahn, (T) Chairman & CEO, Georgia Pacific. Barbour also accompanied you back to Washington on Air Force II from Mississippi on August 12, 1991. CeCe Kremer and Jim Pitts recommend this call.

The Honorable Eddie Briggs
Lt. Governor (R)
601/359-3100

Briggs is scheduled to greet you at the Gulfport-Biloxi Regional Airport on Wednesday. He is also scheduled to attend the Civil Justice Reform Roundtable. CeCe Kremer recommends this call.

The Honorable Thad Cochran
United States Senator (R)
202/224-5054

Bill Gribbin recommends this call.

Mr. Tam Etheridge
President, Choctaw Maid Farms
601/267-5601 (O)
Spouse: Nora

Etheridge is a member of Team 100. He attended the dinner in honor of Team 100 which was held at the White House on October 17, 1991. Jim Pitts recommends this call.

The Honorable Kirkwood "Kirk" Fordice
Governor of Tennessee (R)
601/359-3100
Spouse: Pat

Fordice is scheduled to greet you at the Gulfport-Biloxi Regional Airport, as well as accompany you to the events in the Gulfport area on Wednesday. As you may recall, Fordice is in his first term as Governor. The Fordices attended the Governor's reception that was held at the Residence on February 3, 1992, as well as the Governor's State Dinner that was held at the White House on February 2, 1992. You wrote a follow up note to Fordice on February 3, 1992. CeCe Kremer recommends this call.

The Honorable Trent Lott
United States Senator (R)
202/224-6253

Bill Gribbin recommends this call.

Mrs. Evelyn McPail
State Chairman, Mississippi State GOP
601/948-5191 (O)
601/255-7905 (H)
601/366-4767 (H)

As you may recall, you met with McPhail during your visit to Pascagoula on August 12, 1991. McPhail introduced Senator Lott at the luncheon you attended and spoke before in

Pascagoula on August 12, 1991. You had recently indicated that you would like to stay in touch with McPhail in the future. Jim Pitts recommends this call.

Mrs. Ann Wilson
National Committeewoman, Mississippi State GOP
601/762-8684 (O)
601/956-2051 (H)
Spouse: William Roberts

As you may recall, you met with Wilson during your trip to Pascagoula on August 12, 1991. You sent a follow up typed note to Wilson on September 3, 1991. Wilson also attended the Mississippi fundraising event that you attended on September 23, 1991 in Jackson, Mississippi. Jim Pitts recommends this call.

Alabama:

Mr. Spencer Bachus
Attorney
205/328-0162 (O)
205/324-1990 (GOP)

Bachus is the State Chairman for the Alabama State GOP. He was elected to this post on February 2, 1991. Jim Pitts recommends this call.

Mr. Houston Blount

205/877-3093 (O)

The Blounts will be hosting a Bush/Quayle '92 fundraising reception at their home in Birmingham, Alabama. Blount is the Alabama State Chairman for Bush/Quayle '92. He was recently in Washington, D.C. attending the Bush/Quayle '92 National Finance Meeting. You addressed this meeting, which was held at the JW Marriott on January 14, 1992. Jim Pitts recommends this call.

The Honorable Guy Hunt
Governor of Alabama (R)
205/242-7100 (O)
Spouse: Helen

Hunt is in his 2nd term as Governor. CeCe Kremer recommends this call.

Texas:

The Honorable Steve Barlett
Mayor of Dallas (I)
214/670-4054 (O)

Barlett is in his first term as Mayor. CeCe Kremer recommends this call.

Mr. Robert Bass
President, The Wayne Bass Company
817/390-8500 (O)

Bass is a member of Team 100. Jim Pitts recommends this call.

Mrs. Lucy Crow Billingsley
Chairman, Dallas Market Center
214/655-6212 (O)
214/750-7444 (H)
Spouse: Henry

Lucy and Henry Billingsley will be hosting a private dinner at their home for you and Mrs. Quayle on Thursday evening. Billingsley is Trammell Crow, Sr.'s daughter. Please note, Trammell S. Crow, Jr. will be traveling in Europe while you are visiting the Dallas area. CeCe Kremer recommends this call.

Mr. Norman Brinker
Chairman & CEO, Brinker International, Inc.
214/980-9917 (O)
Spouse: Nancy

CeCe Kremer recommends this call.

Mr. George W. Bush
214/891-3131 (O)

Please note, we asked Lucy and Henry Billingsley to invite Bush to dinner on Thursday evening, Bush had to regret due to a previous commitment. CeCe Kremer and Jim Pitts recommend this call.

Mr. Daniel "Dan" Cook, III
Partner, Goldman, Sachs & Co.
214/855-1111 (O)
Spouse: Gail

Cook is a member of Team 100. He attended the dinner in honor of Team 100 held at the White House on October 17, 1991. Cook also attended the Team 100 National Meeting reception at the Willard Hotel. As you may recall, you dropped by the reception and gave brief remarks on May 29, 1991. Jim Pitts recommends this call.

Mr. Eric Druten
214/931-0646 (H)
Parents: Bob & Jane

As you may recall, you last saw Druten in Kansas City, Missouri on December 5, 1991, where you participated in a photo opportunity with Druten and beneficiaries of "Eric's Camp Fund." The Druten family recently moved to Plano, Texas from Missouri. CeCe Kremer recommends this call.

Mr. Barry Henry
President, Trammell Crow International
214/978-4440 (O)

As you may recall, Henry participated in a meeting you and Mrs. Quayle had with Trammell and Barbara Crow in your EOB Office on January 30, 1992. You followed up with a personal note to Henry on January 30, 1992. CeCe Kremer recommends this call.

The Honorable Phil Gramm
United States Senator (R)
202/224-2934 (O)

Bill Gribbin recommends this call.

Mr. Tom Loeffler
Executive Vice President, McCamish, Martin & Loeffler
512/225-5500 (O)
Spouse: Nancy

Loeffler is a member of the Bush/Quayle '92 Finance Committee. Loeffler was recently in Washington, D.C. attending the Bush/Quayle '92 National Finance Meeting. You addressed this meeting which was held at the JW Marriott on January 14, 1992. As you may recall, the Loefflers attended the dinner in honor of Governor and Mrs. Campell at the Residence on June 27, 1991. Please note, Loeffler has been very helpful with the Civil Justice reform events, including the event in Beaumont, Texas. John Howard and Jim Pitts recommend this call.

The Honorable Evelyn Lord
Mayor of Beaumont (R)
409/880-3736 (O)

Lord is in her 1st term as Mayor and currently running for her second term. As you may recall, Lord attended the coffee that was hosted for GOP mayors in your EOB Office on January 30, 1992. CeCe Kremer recommends this call.

The Honorable Fred McClure
Managing Director, First South West Company
214/953-4000 (O)
Spouse: Mariatt

As you may recall, you last saw McClure when you participated in a departure photo op for him in your EOB Office in January. McClure is a member of Team 100. He also attended the Atwater Group Dinner which was held on October 7, 1991. You gave brief remarks at this dinner which was held at The City Club in Washington, D.C. CeCe Kremer and Jim Pitts recommends this call.

Mr. Fred Meyer
President, Perkin Industries, Inc.
214/750-1600 (O)
214/691-5611 (H)
Spouse: Barbara

Meyer is the State Chairman for the Texas GOP. He was elected into this post on June 10, 1988. Jim Pitts recommends this call.

Mr. Tim Scott
President, Institute of Athletic Motivation
817/732-7200 (O)

At your suggestion, Scott was invited to and is scheduled to attend the State dinner hosted by Lucy and Henry Billingsley in Dallas on Thursday evening. CeCe Kremer recommends this call.

Mr. James "Jim" Wikert
President, Express One International, Inc.
214/902-2511 (O)
Spouse: Alinda

As you may recall, the Wikerts attended the party that you and Mrs. [illegible] hosted in Vail on January 2, 1992. You sent the Wikerts a follow up note on January 7, 1992. An invitation was extended to the Wikerts for the dinner in honor of Rick Mears and Roger Penske, they regretted for the event. CeCe Kremer recommends this call.

Mr. Charles Wyly, Jr.
Vice Chairman, Sterling Software
214/891-8320 (O)

Wyly is a member of the Bush/Quayle '92 National Finance Committee. He was recently in Washington, D.C. attending the Bush/Quayle '92 National Finance Meeting. You addressed this meeting which was held at the JW Marriott on January 18, 1992.

Florida:

Mr. Fred Bullard
President, The Bullard Group
813/576-[illegible] (C)

Bullard is a member of the **Bush/Quayle '92 National Finance Committee** and was recently in Washington, D.C. attending the **Bush/Quayle '92 National Finance Meeting. You addressed this** meeting which was held at the JW Marriott on **January** 14, 1992. He is also a member of Team 100 and attended the Team 100 National Meeting reception at the Willard Hotel. As you may recall, you dropped by the reception and gave brief remarks on May 29, 1991. Jim Pitts recommends this call.

Mr. Phil [illegible]
Inves[illegible] Park Capital Company
407/644-[illegible] (C)
Spouse: Gail

Handy is a member of the **Bush/Quayle '92 National Finance Committee** and was recently in Washington, D.C. attending the **Bush/Quayle '92 National Finance Meeting. You addressed this** meeting which was held at the JW Marriott on **January** 14, 1992. As you may recall, you met with Handy during your visit to Orlando on August 13, 1991. Jim Pitts recom[illegible] call.

The H[illegible]nie Mack
United [illegible] Senator
202/224-[illegible] (C)

Bill Gribbin recommends this call.

Mr. Van Poole
State Chairman, Florida GOP
904/222-[illegible] (GOP)
904/[illegible]
Spou[illegible]

Poole was invited to this post on January 29, 1989. As you may recall, you met with Poole during your trip to Orlando on August 13, 1991. You sent Poole a follow up note on September 4, 1991. Please note, Polle is currently scheduled to be in Washington, D.C. while you are in Jacksonville, Florida. CeCe Kremer recommends this call.

Mr. Ray Velazquez
Chairman, Florida Victory Committee
305/381-8272 (O)
Spouse: Josie

Velazquez is a member of the Bush/Quayle '92 National **Finance** Committee and was recently in Washington, D.C. attending the Bush/Quayle '92 National Finance Meeting. **You addressed this meeting which was held at the JW Marriott on January 14, 1992. Jim Pitts recommends this call.**