


LG/MG/JK
my inclination
is yes on
small CEOs
+ WH
168/2/99

 Lisa Green
05/18/99 06:32:00 PM

Record Type: Record


To: Melissa G. Green/OPD/EOP@EOP, Peter A. Weissman/OPD/EOP@EOP
cc: Jonathan A. Kaplan/OPD/EOP@EOP
Subject: Re: National Retail Federation - Request for Gene to Speak

Melissa, I'm not sure if you are aware of this meeting and the request from OPL for Gene to speak. I was sitting on the request until we knew more about the Empowerment Conference and the President's involvement in the Conference, which takes place on the same day as the National Retail Federation (NRF) Meeting.

I will fax you the information that OPL sent to us in case you don't have it already. It is very self-explanatory, but Jon or I should talk with Gene about this (I'm assuming that Jon has not already had a conversation with him on it). I'm still waiting to connect with Julien (I have several calls and e-mails into her, but have not spoken with her yet) about the Empowerment Conference. Nevertheless, **I would recommend that Gene speak with the CEOs in town for the NRF Washington Leadership Conference at the white house on the afternoon of Tuesday, May 25.** It appears that the President is only doing a speech and not a roundtable at the Empowerment Conference --- therefore there's not a pressing need for Gene to be in Texas on Tuesday to brief the President or Vice President on New Markets. Retail investment is an important part of the New Markets Initiative and a meeting with the top CEOs (see Jay's note below) would be a valuable use of Gene's time.

John, Melissa --- let's coordinate on getting this information to Gene and making a recommendation on whether or not he should go. My vote is yes! Because this is a CEO group, I also think it needs to be Gene --- this group would probably be insulted if a staff person met with them and there's no one else at the Principal level that would be able to do as good a job representing our Initiative.

----- Forwarded by Lisa Green/OPD/EOP on 05/18/99 06:17 PM -----

 Jackson T. Dunn
05/18/99 06:03:02 PM

Record Type: Record

To: Lisa Green/OPD/EOP@EOP
cc:
Subject: Re: National Retail Federation

To very quickly give you more detail than you could possible want:

In the meanwhile, they have secured Ambassador Fisher to speak to the large group in the morning. If

Gene could speak in the morning, they would shuffle around the schedule to make time for him. However, it is their strong wish that Gene meet instead with six of their top CEOs at the White House in the early afternoon. That group would consist of the CEOs of Sears, JC Penney, Circuit City, Fed Stores, etc. (These are the names that were mentioned, I'm waiting for more certain list)

There are upsides and downsides to each choice.


The upside of going to the morning meeting is that Gene could give the NMI message in a speech without having to prepare for a policy discussion. The downside is that Gene won't have any real contact with the membership.

The upside of the small meeting is that Gene could meet with people in a small group setting that could have a real impact on the July trip. However, the CEOs in attendance may want to discuss other things as well, including the bankruptcy bill and WTO.

Thanks.

CO
National Retail
Federation

LG/MG/JK
my inclination
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1685249

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NRF



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
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Jackson T. Dunn
05/18/99 05:24:27 PM

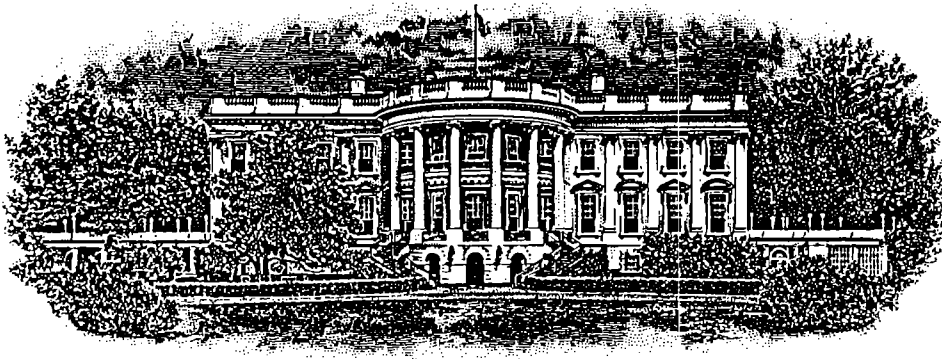
Record Type: Record

To: Lisa Green/OPD/EOP@EOP

cc:

Subject: National Retail Federation

I just wanted to check up to see if you had time to check with Gene about the NRF meeting next week.



THE WHITE HOUSE

LISA GREEN
SENIOR ADVISOR
NATIONAL ECONOMIC COUNCIL
202-456-2803 (ph)
202-456-2223 (fax)

TO: PETER Weissman

PHONE: _____

FAX: _____

DATE: _____

PAGES TO FOLLOW: _____

COMMENTS: Natural Petrol Federation



NATIONAL RETAIL FEDERATION

May 7, 1999

*Make sure
Belmont and
Gore know
about*

The Honorable Maria Echaveste
Deputy Chief of Staff
The White House
Washington, D.C. 20500

Dear Maria:

I am writing seeking your assistance regarding NRF's upcoming 64th Annual Washington Leadership Conference which will be held from 8:00 a.m. to 12:00 noon on Tuesday, May 25, 1999 at the Willard Intercontinental Hotel, 1401 Pennsylvania Avenue, N.W.

The NRF Washington Leadership Conference is our most important public policy meeting. It is an intimate gathering limited to approximately 200 retail company CEOs and senior corporate executives who come to Washington for an in-depth examination and discussion of issues which profoundly impact their businesses. As you can see from the attached listing of our Board of Directors, we are fortunate to have the industry's most prominent and influential chief executive officers serving as directors of the Federation and the majority of them are expected to be present at the May 25 meeting.

As you stated in our last conversation, the retail industry represents an important sector in the U.S. economy, however, we have had minimal success in securing representatives of this Administration to speak to or meet with our leadership over the course of the last several years, notwithstanding the critical issues facing the retail industry.

As an example, this year we invited Secretary Daly to address the conference. In fact, we were contacted first by Commerce Department staff who were seeking potential speaking opportunities for the Secretary. After we had submitted a letter of invitation from Tracy Mullin highlighting the Illinois presence of several NRF Board CEO's, I attempted to contact Dawn Cromer, Commerce Director of Planning and Scheduling, several times to discuss the invitation. I received no return call. This week we received a Commerce Department post card (attached) declining the invitation. Quite frankly, I was surprised at how cavalierly Commerce dismissed this invitation.

The World's Largest Retail Trade Association

Liberty Place, 325 7th Street NW, Suite 1000
Washington, DC 20004
202.783.7971 Fax: 202.737.2849
www.nrf.com

As I finalize the agenda for this important conference (which is only a few weeks away), I ask that you consider one of several options which would afford the retail industry the opportunity to hear from / meet with the Administration:

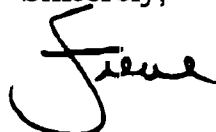
Archa (A)
Kerney (A)
Bayh (C)
Craig (C)

- ① 1.) Your assistance in confirming U.S. Trade Representative Charlene Barshefsky, who has been invited. As you know International trade, and particularly China NTR is critical for the retail industry;
- Barshefsky is out of town -
- 2.) Your participation in our Tuesday morning program, discussing major Administration initiatives;
- 3.) Scheduling a late morning / early afternoon Executive Office Building presentation with the President or Vice President for conference attendees (NRF and its predecessor organizations have been addressed by every President since Gerald Ford. Even NFIB met with President Clinton!), or;
- # 4.) An early afternoon Roosevelt room meeting with you and/or John Podesta, and other administration officials, with a small group of CEO's to discuss pending issues (i.e. Bankruptcy reform, China NTR, Social Security reform, etc.). 6 CEOs

I understand the demands on your time. While we have not always agreed on all issues, I have always appreciated your willingness to keep an open door and engage in constructive dialogue. I look forward to hearing from you.

- Hope to see you soon

Sincerely,



Steve Pfister
Senior Vice President
Government Relations

Attachment



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Chairman and CEO
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President
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Mr. Louis Fortunoff
Vice President
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Uniondale, NY

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Cleveland, OH

Mr. Roger Goddu
Chairman and CEO
Montgomery Ward & Co., Inc.
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Mr. Michael Goldstein
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Vice Chairman
Galeries Lafayette
Paris, France

Mr. Jon B. Hurst
President
Retailers Association of
Massachusetts
Boston, MA

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CEO
The Bombay Company, Inc.
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President
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Honolulu, HI

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Ofc. of the President, Gen. Coun.
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Ms. Tracy Mullin
President
National Retail Federation
Washington, DC

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JAPAN

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Chairman & CEO
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Mr. A. Daryl Routzahn
President
Routzahn's
Frederick, MD

Prof. Walter J. Salmon
Professor of Retailing
Harvard Business School
Boston, MA

Mr. Rowland Schaefer
Chairman and President
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Pembroke Pines, FL

Mr. Gordon I. Segal
Chief Executive Officer
Crate & Barrel
Northbrook, IL

Mr. Richard L. Sharp
Chairman and CEO
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Richmond, VA

Mr. Richard D. Siegel
Chairman and CEO
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Mr. Stuart C. Siegel
Chairman and CEO
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President & COO
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Senior Chairman of the Board
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Wichita Falls, TX

Mr. Jack A. Smith
Chairman
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Mr. Robert A. Smith
President & COO
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Group Chairman
DFS Group Limited
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Chairman and CEO
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Director, Ctr. for Retail Ed.
University of Florida College of
Business Admin.
Gainesville, FL

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The Bon-Ton Stores, Inc.
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Ms. Margaret S. Wilson
Chairman and CEO
Scarboroughs
Austin, TX

Mr. Arnold B. Zetcher
President and CEO
Talbots Inc.
Hingham, MA

Mr. James M. Zimmerman
Chairman and CEO
Federated Department Stores, Inc.
Cincinnati, OH

Mr. Andre L.S. de Botton
Managing Director
ACV Comercio e Participacoes
Rio de Janeiro - RJ,
BRAZIL

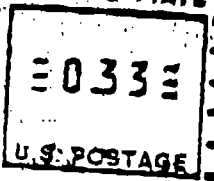
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National Retail Federation
Tracy Mullin
Liberty Place, 325 7th Street, NW
Suite 1000
Washington, DC 20004

#SA123897



U.S. Department of Commerce
Office of the Secretary
Washington, D.C. 20230

RECEIVED
4/5

Thank you for your invitation to Secretary William M. Daley. Unfortunately, due to scheduling conflicts we are unable to accept your invitation.

You may call me at (202) 482-5880 if you have any questions.

Sincerely,

Dawn Evans Cromer
Director, Planning & Scheduling



NATIONAL RETAIL FEDERATION
325 7TH STREET, N.W., SUITE 1000 WASHINGTON, D.C.. (202) 783-7971

Facsimile Cover Sheet

To: The Honorable Maria Echaveste
Company: Deputy Chief of Staff
Phone:
Fax: 202-456-1907

From: Steve Pfister
Company: National Retail Federation
Phone: 202-626-8112
Fax: 202-626-8197

Date: 05/07/99
Pages including
this cover page: 10

Comments: