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Folder Title:

[Ireland]-Aid/Assistance/Investment, 1994

Staff Office-Individual:

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1397

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Withdrawal/Redaction Sheet

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DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001. memo	Anthony Lake to POTUS re: Supporting Peace in Northern Ireland: Options for Greater U.S. Support (5 pages)	10/00/1994	P1/b(1) KRH 4/14/2023

COLLECTION:

Clinton Presidential Records
National Security Council
Staff Director (Nancy Soderberg)
OA/Box Number: 1397

FOLDER TITLE:

[Ireland]-Aid/Assistance/Investment, 1994

2011-0355-F

rs1657

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

- P1 National Security Classified Information [(a)(1) of the PRA]
- P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
- P3 Release would violate a Federal statute [(a)(3) of the PRA]
- P4 Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA]
- P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [(a)(5) of the PRA]
- P6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA]

C. Closed in accordance with restrictions contained in donor's deed of gift.

PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).

RR. Document will be reviewed upon request.

Freedom of Information Act - [5 U.S.C. 552(b)]

- b(1) National security classified information [(b)(1) of the FOIA]
- b(2) Release would disclose internal personnel rules and practices of an agency [(b)(2) of the FOIA]
- b(3) Release would violate a Federal statute [(b)(3) of the FOIA]
- b(4) Release would disclose trade secrets or confidential or financial information [(b)(4) of the FOIA]
- b(6) Release would constitute a clearly unwarranted invasion of personal privacy [(b)(6) of the FOIA]
- b(7) Release would disclose information compiled for law enforcement purposes [(b)(7) of the FOIA]
- b(8) Release would disclose information concerning the regulation of financial institutions [(b)(8) of the FOIA]
- b(9) Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]

UNCLASSIFIED
NSC/RMO PROFILE

Ireland
RECORD ID: 9408870
RECEIVED: 01 NOV 94 19

TO: PRESIDENT

FROM: LAKE

DOC DATE: 01 NOV 94
SOURCE REF:

KEYWORDS: IRELAND
ECONOMIC ASSISTANCE

MEDIA

PERSONS:

SUBJECT: IRELAND ECONOMIC ASSISTANCE & PRESS ANNOUNCEMENT

ACTION: NOTED BY PRESIDENT

DUE DATE: 04 NOV 94 STATUS: C

STAFF OFFICER: LAKE

LOGREF:

FILES: WH

NSCP:

CODES:

D O C U M E N T D I S T R I B U T I O N

FOR ACTION

FOR CONCURRENCE

FOR INFO

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DOC 1 OF 1

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ACTION DATA SUMMARY REPORT

RECORD ID: 9408870

DOC ACTION OFFICER

CAO ASSIGNED ACTION REQUIRED

001 PRESIDENT
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X 94110213 NOTED BY PRESIDENT

DISPATCH DATA SUMMARY REPORT

DOC DATE DISPATCH FOR ACTION

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VICE PRESIDENT
WH CHIEF OF STAFF

UNCLASSIFIED

THE WHITE HOUSE

WASHINGTON

November 1, 1994

94 NOV 1 P8:39

INFORMATION

MEMORANDUM FOR THE PRESIDENT

FROM: ANTHONY LAKE

SUBJECT: Ireland

We were able to get interagency agreement today on additional \$10 million for each of FY 96 and 97 bringing the total for each year to \$30 million. We spoke to Obey who is fine and Leahy who can live with it but wants to sit down soon with the Administration and figure out from where the money will be cut. We will follow up with him.

In addition, AID came up with an additional \$1 million for a business training program which will be well received.

The increase to \$10 million will please the Irish followers on the Hill and ensure the package the package is well received in Ireland.

You should know that Senator Mitchell has not yet agreed to our proposal on his serving as a Special Adviser. He wants the role to be larger and focus on Ireland in general; we believe it must be limited to economic initiatives. Otherwise, the British will see the effort as a backhanded way to send a special envoy to push them on substantive issues relating to the peace process. In any case, George has asked that we delay the announcement until after the election. We will try to come to closure with him by then. You should be aware that there is a chance his possible role will leak.

Attached for your information is the press release we released today on the announcement.

Tab A Press Announcement

cc: Vice President
Chief of Staff

THE WHITE HOUSE

Office of the Press Secretary

For Immediate Release

November 1, 1994

SUPPORTING PEACE IN NORTHERN IRELAND

The United States attaches great importance to the search for peace and reconciliation in Northern Ireland, both in the context of our world-wide commitment to end terrorism and our desire to promote democratic solutions to conflicts. Our close bonds of history, culture and tradition with Ireland and the United Kingdom provide us with a unique role in helping to achieve those goals.

We have encouraged and supported the courageous efforts of Irish Prime Minister Albert Reynolds and British Prime Minister John Major to establish a new framework for peace and justice in Northern Ireland. For the first time in a generation, both Republican and Loyalist paramilitaries have declared cease-fires. Each day that passes without terrorism strengthens the hope that the bomb and the bullet are gone for good from the politics of Ireland.

The President has pledged to do all he can to support the building of peace in Northern Ireland. The United States wants to do its part to ensure that peace brings to Ireland new opportunities for job growth and economic prosperity, which in turn will help ensure that this newfound peace is a stable and lasting one.

The promise of peace will allow Americans to build on the strong business, trade, political and cultural links we already enjoy with Ireland, north and south. The United States is the most important source of internationally mobile investment in Northern Ireland and in the Republic. Forty U.S. companies are already operating in Northern Ireland, providing some 9,000 jobs. In addition, the Administration strongly supports the International Fund for Ireland, which funds a broad range of economic and social development projects.

This present opportunity for lasting peace in Ireland is the chance of a generation; it must be seized and supported. The President therefore has directed his Administration to undertake the following initiatives in the coming months to increase our support for the political and economic revitalization of Northern Ireland and the border counties:

White House Conference for Trade and Investment

The President will host a White House Conference for Trade and Investment in Ireland. The Conference is planned for April 1995 in Philadelphia. He has instructed the Department of State to name a coordinator to work with Secretary Brown and his staff, the International Fund for Ireland, the Irish and British governments and private sector and political groups to organize and support the conference. The President looks forward to participating in this Conference, which will aim to show U.S. companies that sustained peace is dramatically improving business opportunities on the island of Ireland and, particularly, in Northern Ireland and the border counties. American businesses should be in on the ground floor of these new opportunities; this will be good for us and good for Irish peace and reconciliation.

Commerce Secretary Brown to attend Belfast Investment Conference

Commerce Secretary Ron Brown will travel to Belfast in December 1994 to lead the U.S. delegation to Prime Minister Major's Investment Conference for Northern Ireland, where the President has instructed him to identify concrete new opportunities for increased business links between Northern Ireland and the U.S. Secretary Brown will also travel to Dublin for consultations. In both cities, he will prepare the groundwork for the White House Conference for Trade and Investment in Ireland. The President has also asked Secretary Brown to present the new initiatives he identifies at the White House Conference in April.

Increased funding for the IFI

The President is committed to continued strong U.S. support for the International Fund for Ireland. In addition to our planned obligation of almost \$20 million to the Fund in Fiscal Year 1995, we will seek Congressional concurrence to increase IFI funding by an additional \$10 million in Fiscal Year 1996 and in Fiscal Year 1997, for a total of about \$30 million each year. This increase will bring the total commitment of this Administration to the Fund to roughly \$100 million. The IFI has steadily strengthened and adjusted its programs and management over the years. We expect such progress to continue. This additional funding will support the IFI in undertaking the vital new initiatives that are needed to consolidate the gains of peace in Northern Ireland and the border counties and to build cross-community economic and political cooperation. We will work with it to strengthen its programs even further and particularly to address such entrenched problems as the high rates of long-term unemployment in Northern Ireland and the border counties.

Department of Commerce programs

The President has directed the Department of Commerce to

enhance our cooperation with Northern Ireland in science and technology, especially through strengthened collaboration with our Manufacturing Extension Partnerships and other programs to encourage technological innovation. The Commerce Department will also establish a Business Information Center for Trade and Investment and review other ways to promote business opportunities in Northern Ireland and the border counties.

The Department of Commerce will also initiate a business intern training program to bring managers and business technical experts to train with U.S. companies. This program will expedite the learning of advanced management and production skills and begin operating in Fiscal Year 1996 with approximately \$1 million in bilateral economic assistance funds. It will help improve the productive abilities of industry in Northern Ireland and the border counties and will also generate increased business between U.S. firms and companies in Northern Ireland -- creating more jobs both there and here.

USIA programs

The President has instructed the United States Information Agency to expand its programs in Northern Ireland in view of the changing political climate, increasing exchanges of persons as well as planning speakers and seminars on such topics as conflict resolution. In addition, USIA will open its grant competitions in such areas as conflict resolution to allow American non-profit organizations to submit proposals for projects in Northern Ireland to support the momentum for peace and reconciliation.

National Endowment for Democracy

The President will encourage the National Endowment for Democracy, which is presently funding a political party training program in Northern Ireland, to seek additional opportunities to strengthen and expand its programs there.

U.S. Agency for International Development

The President has asked USAID to explore ways to work with the IFI to increase the impact of its business enterprise program on small and micro-enterprises. Thomas A. Dine, USAID Assistant Administrator for Europe and the New Independent States, will travel through Northern Ireland and the border counties beginning November 19 to review existing IFI programs and determine whether approaches used by USAID elsewhere may have application in Northern Ireland.

Trade and Development Agency

The U.S. Trade and Development Agency will lead a technical delegation to Northern Ireland to identify infrastructure and industrial projects that represent mutually beneficial trade and

investment opportunities. Depending upon the findings of the delegation, future activities might include the funding of feasibility studies and/or the sponsorship of reverse trade missions.

A Continuing Commitment

We will continue to look for opportunities to support the efforts of the British and Irish governments and of democratic leaders in Northern Ireland to build on peace. We encourage the millions of Americans who want to contribute to peace in Ireland to do the same.

#

National Security Council
The White House

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NSC Secretariat	<u>2</u>	_____	<u>N</u>
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A = Action I = Information D = Dispatch R = Retain N = No Further Action

cc: Wolin - 3 ✓

COMMENTS:

Exec Sec Office has diskette _____

Hawkins, Ardenia R.

From: Stephens, Kathleen D.
To: Darby, M. Brooke; Hawkins, Ardenia R.
Cc: /R, Record at A1; Vershbow, Alexander R.
Subject: SINN FEIN AND BRITISH CONFERENCE [UNCLASSIFIED]
Date: Friday, December 09, 1994 4:07PM

PLEASE PASS TO NANCY:

Miared Keene called and asked that I pass the following to you:

Sinn Fein is asking the British to invite Mitchell McLaughlin (Sinn Fein Northern Chairman - no terrorist record) (vice Gerry Adams) to the Belfast conference. If the Brits do, then Sinn Fein won't fuss. Miared asked that we "lobby the British" for this approach. Gerry Adams will try to call you to make the same pitch.

I doubt the British will bite on this. McLaughlin is less objectionable to them than Adams but they're pretty dug in on not inviting a Sinn Fein party official and would argue that the UUP would walk if they did.

THE WHITE HOUSE
WASHINGTON

October 30, 1994

Mr. President,

We have prepared the attached announcement for your event on Monday with Senator Wofford in Philadelphia.

As of 6pm, Sunday, however, Wofford was still considering whether he preferred for you to announce it later in the week so he has two days of positive stories: your visit Monday and the announcement of a Northern Ireland trade and investment conference in Philadelphia. We will let you know his preference in the morning but are ready to go if he prefers tomorrow.

Nauey S.

Tom Dine Trip?

THE WHITE HOUSE
WASHINGTONACTION

MEMORANDUM FOR THE PRESIDENT

FROM: ANTHONY LAKE *AL*

SUBJECT: Supporting Peace in Northern Ireland:
Options for Greater U.S. Support

**DECLASSIFIED
PER E.O. 13526**2011-0355-F (2.11)
KBH 4/11/2023Purpose

To decide upon a package of measures to support the peace process in Northern Ireland by encouraging greater job growth and investment there.

Background

Since the IRA cease-fire announcement August 31, we have reviewed options for increases in U.S. assistance to Northern Ireland to take advantage of the opportunity for peace that now exists. We have consulted with the Congress, the Irish and British governments, and leaders of Northern Irish political parties to get their views on what kind of assistance would be most helpful.

Northern Ireland is already beginning to enjoy a peace dividend. The EU has increased its annual pledge to the International Fund for Ireland (IFI) from about \$20 million to over \$24 million annually and may do substantially more to assist Northern Ireland financially. Australia has also made a modest (\$1 million yearly for five years) commitment to IFI for the first time. The longer the peace holds, the more businesses will look at investing in Northern Ireland and the border counties of the Republic.

In that context, our options focus on promoting increased trade and investment with Ireland, particularly the north, and on supporting the IFI. The IFI remains the best way to channel the bulk of U.S. assistance to Ireland. It is trusted by both communities in Northern Ireland (including growing trust and participation from the Unionist community, which was initially skeptical), by the Irish and British governments, and by Congress. Its mandate is to do precisely what we have identified as the priority development tasks in Northern Ireland. You should be aware, however, that despite its increasingly strong reputation, IFI continues to come under occasional criticism in the media for "flaky" programs. The TV tabloid program Inside Edition is scheduled to air such a story November 3, which will

~~CONFIDENTIAL~~

Declassify on: OADR

cc: Vice President
Chief of Staff

reportedly criticize questionable past IFI projects including a butterfly farm and a golf course. These are old stories and the Fund has taken steps to avoid such projects and made progress in improving its programs and image.

Options

OPIC Equity Fund: At the request of Congress, OPIC is investigating whether an OPIC-sponsored equity fund could mobilize U.S. private capital. Congress (Rep. Gilman and others) has asked for a feasibility study to determine if an equity fund not to exceed \$60 million is appropriate for both Northern Ireland and the Republic.

OPIC and OMB are opposed to an OPIC Equity Fund. OPIC says there is no shortage of capital in Ireland, that more attractive investment and loan terms are available from the British and Irish investment boards, and that there is therefore no incentive for U.S. investors to subscribe to an OPIC-administered equity fund which charges fees for doing business. Because of this, OPIC believes that it would be unable to obtain capital for a \$60 million fund. OPIC is also concerned, given other requirements, about having sufficient personnel to manage such a fund once it was announced. Supporters of the equity fund idea on the Hill and in the Irish-American business community counter that interest in a Fund does exist but that OPIC would need to be proactive to exploit it. In addition, OPIC currently has a loan guarantee program which has not been used so they oppose expanding it further.

Recommendation: That we not take any position on the OPIC proposal for an equity fund until the study is completed. In the likely event of a negative study, that we then look at ways, including through our investment conference (see below), to work with the Irish and British investment boards to encourage increased U.S. business activity.

Approve _____

Disapprove _____

International Fund for Ireland: Given the lack of viability of the OPIC equity fund proposal, U.S. support for the IFI becomes even more important as a concrete demonstration of our readiness to support those who take risks for peace in Ireland, as we support those who take similar risks in the Middle East and elsewhere.

The Administration included in its budget proposals for FY 94 and FY 95 \$19.6 million per year for IFI. This was a break with previous years, when Congress, not the Administration, was the

driving force behind getting and keeping IFI funding. We suggest building on this by reaffirming our present commitment for FY 95 and seeking Congressional concurrence to a \$10 million increase spread over FY96 and FY97 (approximately \$5 million in additional funding for each year), thereby roughly matching the EU increase and keeping the level of U.S. and EU funding for the IFI on the same level.

Pros: Increasing funding for IFI for two crucial years in the peace process would provide concrete evidence of the seriousness of our engagement on this issue. Without even a modest increase for IFI, our package risks being branded by the Irish groups on the Hill and elsewhere as hollow. IFI has identified numerous important new programs which it wants to fund, including "seed money" for the building of a University of Ulster branch campus which would geographically (and psychologically) straddle the sectarian divide and provide much-needed jobs and job training in a cross-community setting. OMB and State agree to this proposed level and timing of increase.

Cons: Although IFI enjoys increasingly strong credibility on all sides in Ireland, its management and some of its projects remain vulnerable to criticism. Announcing an increase on the eve of the Inside Edition story, however bogus the "expose" is, does carry some risk, although we could hedge this by emphasizing our intent to work with IFI to further strengthen its programs and its management. Congress will be wary of another promise from the Administration on foreign aid but in our initial conversations, we believe this modest increase will be manageable. Anthony Lake has calls into Leahy and Obey. Generally, the appropriators are likely to oppose; others (Dodd, Foley, Kennedy) will strongly support.

Recommendation: That you announce your intent to seek Congressional agreement to an increase of U.S. funding for IFI of \$10 million over FY96 and 97 (for a total of roughly \$25 million per year).

Approve _____

Disapprove _____

Investment Mission and Conference: This initiative promises to enjoy widespread support and attention, particularly if it is held in Philadelphia (which Senator Wofford in particular welcomes, and which also makes sense overall), and most especially if you participate by giving an opening or keynote speech. The State Department will appoint a coordinator for the conference (thereby addressing in a modified form sentiment from Joe Kennedy and others on the Hill for an "Economic Coordinator" for Ireland). The Coordinator will work with IFI (which is interested in underwriting the conference), the British and Irish

investment boards, and interested Irish-American and other private sector groups and individuals. We should consider inviting some or all of Northern Ireland's party leaders to the conference (Hume and Molyneaux for a start).

Prime Minister Major is holding an Investment Conference in Belfast in December; we propose to send Secretary Brown there and to Dublin. We may also want him to take a delegation of U.S. business leaders with him.

Recommendations:

That you agree to participate in a White House Conference for Trade and Investment in Ireland, probably by giving the opening speech, in Philadelphia in April 1995.

Approve _____

Disapprove _____

That you announce Commerce Secretary Brown's participation in the British Investment Conference in Belfast in December 1994 and Secretary Brown's additional stop in Dublin to explore the all-island dimensions of U.S. trade and investment in Ireland, in preparation for our spring conference.

Approve _____

Disapprove _____

Provision of U.S. Technical and Other Expertise: We have identified numerous other ways in which U.S. government agencies might begin or expand their contacts with Northern Ireland to focus on areas of greatest importance to solidifying the peace and promoting reconciliation. These could be done within existing budgets, with strong direction from you on the priority you attach to these programs.

- The Department of Commerce has begun enhancing cooperation in the science and technology field by establishing collaboration among "Technology Innovation Centers" already set up in the U.S. and Northern Ireland. We will also discuss with them the possibility of establishing business exchange programs similar to those we have with the NIS.
- USIA will expand its programs to encourage Northern Irish participation in numerous new programs, including a new conflict resolution exchange and training project, which would give a university or organization in the U.S. funding (\$60,000-\$150,000) to fund a project in conflict resolution in Northern Ireland..
- The National Democratic Institute (NDI) is presently conducting a political party training program funded by the

National Endowment for Democracy (NED) (\$200,000 budgeted); we can encourage NED to expand it and to explore other ways to take advantage of the changed circumstances.

- HUD and other U.S. agencies could provide to Northern Ireland leaders information and training they have developed on community banking, urban development, and other areas in which they have expertise. AID is looking into providing technical assistance to IFI for development of a micro-enterprise program.
- The Trade and Development Agency will lead a mission to the region to explore business opportunities.

Summary Recommendation

That you approve the text of the announcement at Tab A. This announcement includes Secretary Brown's trip to Belfast and Dublin, your participation in a White House Conference for Trade and Investment in Ireland in April in Philadelphia, and a proposed increase in U.S. funding for IFI of \$10 million over FY96 and 97.

Approve _____ Disapprove _____

Attachment

Tab A Proposed October 31 Announcement

THE WHITE HOUSE

Office of the Press Secretary

For Immediate Release

SUPPORTING PEACE IN NORTHERN IRELAND

The United States attaches great importance to the search for peace and reconciliation in Northern Ireland, both in the context of our world-wide commitment to end terrorism and our desire to promote democratic solutions to conflicts. Our close bonds of history, culture and tradition with Ireland and the United Kingdom provide us with a unique role in helping to achieve those goals.

We have encouraged and supported the courageous efforts of Irish Prime Minister Albert Reynolds and British Prime Minister John Major to establish a new framework for peace and justice in Northern Ireland. For the first time in a generation, both Republican and Loyalist paramilitaries have declared cease-fires. Each day that passes without terrorism strengthens the hope that the bomb and the bullet are gone for good from the politics of Ireland.

The President has pledged to do all he can to support the building of peace in Ireland. The United States wants to do its part to ensure that peace brings to Ireland new opportunities for job growth and economic prosperity, which in turn will help ensure that this newfound peace is a stable and lasting one.

The promise of peace will allow Americans to build on the strong business, trade, political and cultural links we already enjoy with Ireland, north and south. The United States is the most important source of internationally mobile investment in Northern Ireland and in the Republic. Forty U.S. companies are operating in Northern Ireland alone. In addition, the Administration strongly supports the International Fund for Ireland, which funds a broad range of economic and social development projects.

This present opportunity for lasting peace in Ireland is the chance of a generation; it must be seized and supported. The President therefore has directed his Administration to undertake the following initiatives in the coming months to increase our support for the political and economic revitalization of Northern Ireland:

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The President will host a White House Conference for Trade and Investment in Ireland. The Conference is planned for April 1995 in Philadelphia. He has instructed the Department of State to name a Coordinator to work with Secretary Brown and his staff, the International Fund for Ireland, the Irish and British governments and private sector and political groups to organize and support the conference. The President looks forward to participating in this Conference, which will aim to show U.S. companies that sustained peace is dramatically improving business opportunities on the island of Ireland and, particularly, Northern Ireland and the border counties. American businesses should be in on the ground floor of these new opportunities; this will be good for us and good for Irish peace and reconciliation.

Commerce Secretary Brown to attend Belfast Investment Conference

Commerce Secretary Ron Brown will travel to Belfast in December 1994 to lead the U.S. delegation to Prime Minister Major's Investment Conference for Northern Ireland, where the President has instructed him to identify concrete new opportunities for increased business links between Northern Ireland and the U.S. Secretary Brown will also travel to Dublin for consultations. In both cities, he will prepare the groundwork for the White House Conference for Trade and Investment in Ireland. The President has also asked Secretary Brown to present the new initiatives he identifies at the White House Conference in April.

Increased funding for the IFI

The President is committed to continued strong U.S. support for the International Fund for Ireland. In addition to our planned obligation of almost \$20 million to the Fund in Fiscal Year 1995, we will seek Congressional concurrence to increase IFI funding by an additional \$10 million over FY96 and FY97. The IFI has steadily strengthened and adjusted its programs and management over the years. We expect such progress to continue. This additional funding will make available some \$50 million in U.S. funds to support the IFI in undertaking the vital new initiatives that are needed to consolidate the gains of peace in Ireland and to build cross-community economic and political cooperation. We will work with it to strengthen its programs even further and particularly to address such entrenched problems as the high rates of long-term unemployment in Northern Ireland and the border counties.

Department of Commerce programs

The President has directed the Department of Commerce to enhance our cooperation with Northern Ireland in science and technology, especially through strengthened collaboration of our Technology Innovation Centers. The Commerce Department will also establish

a business information center for trade and investment in Northern Ireland and review other ways to promote business opportunities.

USIA programs

The President has instructed the United States Information Agency to expand its programs in Northern Ireland in view of the changing political climate, increasing exchanges of persons as well as planning speakers and seminars on such topics as conflict resolution. In addition, USIA will open its grant competitions in such areas as conflict resolution to allow American non-profit organizations to submit proposals for projects in Northern Ireland to support the momentum for peace and reconciliation.

National Endowment for Democracy

The President will encourage the National Endowment for Democracy, which is presently funding a political party training program in Northern Ireland, to seek additional opportunities to strengthen and expand its programs there.

U.S. Agency for International Development

The President has asked USAID to provide technical assistance to the IFI to encourage the setting-up of micro-enterprise lending program. The President will also be instructing U.S. government agencies with relevant expertise and experience in such areas as community banking and urban redevelopment to explore ways of developing more active partnerships with their counterparts in Northern Ireland.

Shed Tom Dine

Trade and Development Agency

The President has directed the TDA to lead a mission to the region to explore business opportunities.

A continuing commitment

We will continue to look for opportunities to support the efforts of the British and Irish governments and of democratic leaders in Northern Ireland to build on and for peace. We encourage the millions of Americans who want to contribute to peace in Ireland to do the same. [The President has asked Ambassador Crowe in London to place a high priority on monitoring the progress of our initiatives and, in consultation with Ambassador Smith in Dublin, to report back to him and to Secretary Christopher.]

and Smith

#

*****URGENT FAX*****

DEPARTMENT OF ECONOMIC DEVELOPMENT
NETHERLEIGH
MASSEY AVENUE
BELFAST
BT4 2JP

TEL: 0232 529200
FAX: 0232 529545

14/26
Nancy -
I have sent this to
Kathy and Nancy
FYI or appropriate action
Dec

TO: Ms. Nancy Scotlandberg-----

ADDRESS: -----

FROM: Finance-----
DED PRIVATE OFFICE/SECRETARY'S OFFICE*

MESSAGE: -----

NO OF PAGES 1+ 10 = 11

DATE 26/10

* DELETE AS APPROPRIATE



from the
Permanent Secretary

Department of Economic Development Northern Ireland

Netherleigh
Massey Avenue
Belfast BT4 2JP
Telephone (0232) 529000
Facsimile (0232) 529545

PSDED 884/94

26 October 1994

Ms Nancy Soderberg
National Security Affairs
Executive Office of the President
Ground Floor
West Wing
1600 Pennsylvania Avenue
WASHINGTON DC
20500
USA

Dear Nancy,

BUSINESS EDUCATION INITIATIVE

It was good to meet you last month, when you kindly agreed to ask President Clinton to endorse the Business Education Initiative.

The necessary documentation is enclosed. This includes a short Preliminary Report on the first year of the initiative that has been prepared by Duncan Ferguson of the Association of Presbyterian Colleges and Universities and a draft letter for President Clinton to send to Reverend Henry Postel (Chairman of the Presbyterian Church (USA) Northern Ireland Working Group). A copy of the promotional brochure that will be used to encourage additional colleges to offer places is also included.

The Business Education Initiative is very important to Northern Ireland and I am extremely grateful for your help with this matter. I believe that, by exposing our young people to US business education, we can bring long-term and lasting benefits to the Northern Ireland economy.

Once again many thanks.

Yours sincerely,

Gerry Loughran

GERRY LOUGHRAN



Reverend Henry Postel
Chairman
Northern Ireland Working Group
Presbyterian Church, USA
c/o 3211 4th Street, NE
WASHINGTON DC
20017-1194

October 1994

I wrote to you in July to commend you and your colleagues in the Roman Catholic, Methodist, Anglican and Presbyterian Churches on your "Call for Fair Employment and Investment" in Northern Ireland.

I now write to congratulate you and your colleagues on the new Business Education Initiative. The idea of bringing students from Northern Ireland to study business subjects at US colleges and universities is an innovative and exciting way of providing these young people with international experience and business knowledge that will be invaluable to them throughout their working lives when they return to Northern Ireland. In this way it will bring lasting benefits to Northern Ireland's whole economy.

The US colleges that are already participating and your group have shown great commitment and foresight to develop the program. I hope that more US colleges will agree to participate and that you will be able to expand the program for future years. We all share the hope that the process of bringing peace and stability to Northern Ireland will develop and flourish over the coming months and years. I am sure that the efforts of all of those associated with the Business Education Initiative will have a positive effect on that process.

My best wishes to all involved in this important initiative.

Sincerely

BILL CLINTON

A SMALL CONTRIBUTION

THE BUSINESS EDUCATION INITIATIVE

A Preliminary Report on the First Year

September 15, 1994

Preface: It has been gratifying for all of us associated with the Business Education Initiative to be a part of the larger historical movement toward peace and stability in Northern Ireland. Recent developments have served to increase our commitment to contribute in a small way to this larger process.

I. The Formation of the Program: The initial concept for the program grew out of conversations between officials from Northern Ireland interested in stimulating the economy of that area and a group of American church leaders interested in helping Northern Ireland. The American group, given leadership by Josiah Beeman, suggested that a partnership between the Training and Employment Agency of Northern Ireland and the associations of Presbyterian and Catholic colleges and universities might be a way of bringing students from Northern Ireland to study business practices in the United States. Duncan Ferguson, the Executive Director of the Association of Presbyterian Colleges and Universities, was contacted in the fall of 1993 by C. Kenneth Hall, active participant in the ecumenical group, and asked to assist with the development of the program to bring the students to the United States.

A series of meetings were held in February and March of 1994 to get the program underway. A small group of people took responsibility: Ben Lopez and Paul Gallagher of the Association of Catholic Colleges and Universities, Mr. Beeman, Ian Walters, the Director of the Training and Employment Agency, and Duncan Ferguson with his colleague, Richard Rodman, Associate for Global Education and Leadership Development in the Presbyterian Church (U.S.A.). A meeting was arranged with presidents of Presbyterian and Catholic colleges and universities, and there seemed to be a genuine interest. The program was begun.

II. Features of the Program:

A. The Basic Concept: The program is piece of a larger strategy on the part of the government in Northern Ireland to strengthen the economy of this region. The simple design of the program is to bring students from Northern Ireland to colleges and universities in the United States to study business administration. The desired outcome of the program would be that these students would return to Northern Ireland

to be employed in industry and commerce.

B. Features of the Program:

1. The students are enabled to study for one academic year.
2. Their course of study consists of business education. It is hoped that each student will also have an internship opportunity.
3. The program has two secondary objectives:
 - a. an exposure to American history and culture;
 - b. an association with students from Catholic and Presbyterian traditions.
4. The students have opportunities to choose electives in their course of study and to travel at holiday periods.

C. Financing the Program: The cost per student is about \$20,000 per year. The expenses for the program are shared three ways:

1. The colleges and universities waive tuition for the academic year.
2. The Training and Employment Agency provides for transportation, room and board, books, and day-by-day expenses (\$100 per month).
3. The Association of Presbyterian Colleges and Universities and the Office of Higher Education of the Presbyterian Church (U.S.A.) provide administrative support.
4. Note: It is expected that a fund raising effort will be in place for the 1995-96 program for the long-term stability of the program. Jim Gillespie of Milwaukee has been generous with his time and has offered to help with both fund raising and promotional materials.

D. The Implementation of the Program:

1. A letter of information was sent to the 68 Presbyterian colleges and universities, inviting their participation in the program. Several expressed interest and 11 made firm commitments to receive students. The colleges are: Davis & Elkins, King, Lindenwood, Missouri Valley, Muskingum, Pikeville, Rocky Mountain, Schreiner,

Tusculum, Westminster (PA), and Wilson.

2. The Training and Employment Agency took responsibility to recruit students, primarily from Queens University and the University of Ulster. Other institutions in Northern Ireland were also contacted. 20 students were selected by a screening committee with 19 participating.

3. APCU and the Training and Employment Agency cooperated in getting the academic records and the I 20 visas sent to the 11 colleges. Thomas Ramsey, Vice Consul in the U.S.A. Consulate in Belfast, was extremely helpful in arranging for the visas.

4. The Training and Employment Agency, through the excellent work of Brian Smart, Bill Pauley, and Niall Kelly, arranged for transportation to the United States and for an orientation in Belfast.

5. There were two orientation sessions, one in Belfast and one at Stony Point Center in New York. These sessions focused on the logistics of the program, the situation in Northern Ireland, and life as a student in an American college.

6. The students travelled to their respective campuses and were assisted in getting started in their programs by officials from the colleges.

7. Five of the colleges have been visited by those coordinating the program in the early fall of 1994, and it is expected that all of the campuses will be visited during the academic year. There will be a careful monitoring of the students' progress during the year.

8. The Office of Financial Aid for Studies of the Presbyterian Church (U.S.A.) has served as the fiscal agent for the program. Tim McCallister provided excellent leadership for this function.

III. Future Plans:

A. The Training and Employment Agency and the coordinating group have every intention of continuing the program. There is hope for both refinement of the program and its expansion.

B. Invitations will be extended to other associations of colleges and universities. The Association of Catholic Colleges and Universities has been in the conversation from the beginning and will be invited to participate in the 1995-96 program. The colleges and universities of the United Methodist church will also be invited to participate.

C. A serious fund raising effort will have to be launched if the program is to continue and be expanded. There are limits to the amount of investment which the Training and Employment Agency can make, and it is difficult for the colleges and universities to provide "unfunded" scholarships.

D. A thorough evaluation will be made of the program. Participating students, the 11 colleges, the home institutions of the students, and the collaborating organizations will all be asked to participate in an assessment of the program.

HAVE BUSINESS POTENTIAL!
WILL TRAVEL!





JAMES M. LYONS
UNITED STATES OBSERVER
INTERNATIONAL FUND FOR IRELAND
1200 17TH STREET, SUITE 2600
DENVER, COLORADO 80202
(303) 626-2546

Del - I sent
a copy to Kathy
but thought
perhaps Nancy
would like to
see this.
Way

TELECOPIER TRANSMITTAL SHEET

To: Kathy Stevens
National Security Council

Fax No. 202 456-9460

From: James M. Lyons

Date: October 26, 1994

File No. 74099-101

We are transmitting 2 pages (including this page).
If you have any problems receiving this fax, please contact our
Services Department at (303) 623-9000, extension 321. Thank you.

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MEMORANDUM

By Facsimile - 011 353 776-2333

TO: William C. McCarter
FROM: James M. Lyons
DATE: October 26, 1994
SUBJECT: Inside Edition

I was interviewed by Steve Wilson of Inside Edition yesterday for approximately 30 to 45 minutes. The interview was typically and predictably confrontational, and, although I believe I gave as good as I got, I expect that only negative matters will survive the editing process.

Wilson was particularly interested in developing a theme of waste and misapplication of Fund resources. He repeatedly raised the butterfly farm, Lord O'Neill's steam railroad, Paddy Duffy's wife's inherited interest in the building renovations, and the Dunnadrey Country Club or resort. I did my best to defend these decisions and try and orient Wilson toward current projects and the role the Fund hopes to play in the months and years ahead.

The story will run on Inside Edition in the United States Thursday evening, November 3, and in Europe on Friday, November 4. Wilson anticipates that the story will be eight to nine minutes in total.

I believe it is very important that we not overreact to this story. Once we have seen the actual televised version, we can discuss what public response (if any) is appropriate. I have already forewarned Kathy Stevens at the NSC of the nature, tone and timing of the story.

JML

cc: Chris Todd
Brendan Scannell
Kathy Stevens
Paige Alexander
Tom Quinn

UNCLASSIFIED

DRAFT

Supporting the Northern Ireland Peace Process:

Special Adviser to the President and ~~Secretary of State~~ ^{for}
to ~~Coordinate Economic Initiatives for Northern Ireland~~

The Special Adviser shall be appointed for a seven-month period by the President and advise him and ~~the Secretary of State~~ on economic initiatives to support the peace process in Northern Ireland. The duties of this position shall be:

- o To oversee the organization of the White House Conference on Trade and Investment. The Special ~~Coordinator~~ ^{Adviser} will work with the Department of State, the Department of Commerce, the International Fund for Ireland (IFI), the Irish and British governments, private businessmen and U.S. companies, and other relevant individuals and organizations.

Emphasis should be placed on partnership with the private sector.

The Conference shall promote investment in order to foster economic development in Northern Ireland and in the bordering counties of the Republic of Ireland.

- o To establish a dialogue with the European Union, its member states, and other appropriate countries to facilitate their involvement in the economic development of Northern Ireland.

This will be accomplished, in part, through overseas travel as appropriate.

- o To consult with the IFI and the Congress, and others as appropriate, to help strengthen and target its programs to provide maximum support to the peace process.
- o To coordinate the efforts of all ^{government} USG agencies that ^{and the} are ^{border} promoting economic development in Northern Ireland, ^{creation} placing priority emphasis on attracting private sector investment.

Following the Philadelphia conference, it is expected that implementation of these initiatives could be conducted by the appropriate U.S. government agencies, using normal coordinated procedures.

DRAFT

UNCLASSIFIED

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11

***** -COMM. JOURNAL- ***** DATE NOV-01-1994 ***** TIME 11:38 ***** P.1

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***** (FAX-310 V2.12)* - 202 456 2560- *****

FUND-RAISING IN IRELAND

1. The only restrictions on fund-raising in this jurisdiction are certain statutory controls governing lotteries and street or house to house collections. These apply to all organizations, and are contained in the Games and Lotteries Act, 1956 and the Street and House to House Collections Act of 1962. The legislation relates essentially to the granting of permits, and similar matters, and primarily concerns charitable organizations. There are no specific restrictions placed on fund-raising by Sinn Féin. It would, of course, be an offence for any individual or group to raise funds for an illegal purpose.
2. Sinn Féin is, of course, a recognised political party in this jurisdiction. In the case of the IRA, which remains a proscribed organization under the Offences Against the State Act 1939, that legislation provides that all property and moneys held by or on behalf of such organizations are to be vested in the Minister for Justice. While the issue of fund-raising is not dealt with directly in the 1939 Act the effect is essentially the same. In addition under the Offences Against the State (Amendment) Act 1985, the Minister for Justice was given power to direct that funds in bank accounts believed to be linked to proscribed organizations be placed under the control of the courts.
3. It is also relevant to note that under the Electoral Bill, 1994, which has been published but not enacted, there is provision for
 - (i) payment from public funds to political parties which won at least one seat in the preceding general election, and
 - (ii) disclosure of donations (including benefits in kind) above a certain level (£4,000 for a political party, £500 for individual candidates) and a prohibition on anonymous donations above a minimal figure.

United Kingdom

4. It is understood that the legislative position governing fund-raising by political parties in the UK is broadly similar to the current position in this jurisdiction. The authorities in Northern Ireland have of course a range of powers under emergency legislation to deal with racketeering and other forms of fund-raising by proscribed organizations.
5. It is noted from today's media that US legislators have pointed to the incongruity of British Government pressure for a ban on fund-raising by Sinn Féin in the US when a Sinn Féin support function in London last week was attended by 600 people (this probably refers to the concert at the Irish Centre, "Funds to IPI" - see leaflet attached).

PEACE NIGHT FOR IRELAND CONCERT

408/5

FRIDAY 18TH NOVEMBER 94

Late Bar

**London Irish Centre,
Murray St. Camden Town
London NW1**

141/4

FOUR BANDS plus IRISH DANCERS:

"2 Loaves Eddie"

"The Other Brothers"

"The Filthy Mac Nasty's Ceili Band"

(with Tom Mc Manamon on Banjo)

"The Brilliant Chanter"

The Martin school of Irish Dancing

plus Guest Artists J. Owen Williams & Friends,

Special Guest

Gerry Adams + Friends

Sinn Féin President

A GREAT NIGHT OF MUSIC & CRAIC-

***// Funds to I.P.I: Tickets £5 with £3 Cons**

Irish Peace Initiative





Industrial Development Board
for Northern Ireland

IDB House
64 Chichester Street
Belfast BT1 4JX
Telephone Belfast (0232) 233233
Fax (0232) 231328
Telex 747025

FAX

4 October 1994

To Kathy Stephens

TO : Ms Nancy Soderberg
Special Assistant to the President/Staff Director
National Security Council
The White House
Washington DC
USA

cc + return

FROM: Howard Beattie
Project Director
International Investment
IDB Northern Ireland
Belfast

HEWLETT-PACKARD: POTENTIAL INVESTMENT IN NORTHERN IRELAND

Mr John Hume, Leader of the Social Democratic and Labour Party, plans to telephone you regarding the above subject.

He has asked that I provide the attached background note before he makes the call.

A handwritten signature in dark ink, appearing to read 'Howard Beattie'.

HOWARD BEATTIE
4 October 1994



HEWLETT PACKARD: POTENTIAL INVESTMENT IN NORTHERN IRELAND

The Hewlett-Packard Company is presently seeking a European location for manufacture of Inkjet cartridges for its range of computer printers.

The project will require investment in plant, machinery and equipment in the region of \$160 million, and the initial proposal offers employment prospects of around 1,000 people. Further phases are expected to add at least 500 future jobs to this number.

Discussions are well advanced with the Republic of Ireland, Holland and Italy, and site assessment visits are due to these locations during October.

Representatives of the Industrial Development Board for Northern Ireland have recently met with H-P's strategic planning staff in Corvallis, Oregon. They have made a substantial offer of financial assistance, and hope to persuade the company's analysts to include Northern Ireland in the October visit round.

Northern Ireland has a number of sites which could accommodate the project, including one in Mr Hume's own constituency in Derry, where other major US Corporations such as Seagate Technology and Fruit of the Loom have established their European bases.

4 October 1994

International Fund for Ireland

- * The International Fund for Ireland (the Fund) was established in 1986 to demonstrate U.S. support for the Anglo-Irish Agreement.
- * It is a tangible expression of the U.S. policy favoring peace and reconciliation through economic progress in Northern Ireland.
- * Since 1986, Congress has apportioned approximately \$228 million to the Fund.
- * Two U.S. government priorities in its contribution to the Fund are job creation and leveraging investments. For example:
 - Since 1986, the Fund has created about 29,000 new jobs
 - In addition, construction activities have resulted in 25,000 person-years of temporary employment.
 - Of the \$352 million Fund resources committed to approved projects, another \$264 million of private and government resources have been invested. Every dollar the Fund has committed has resulted in an additional \$1.70.
- * In an effort to focus on the more disadvantaged areas of Northern Ireland, the Fund directs 70-80% of the resources available in its six program sectors to disadvantaged areas in Northern Ireland.
- * Although the U.S. is the largest donor to the Fund, other donors to the Fund include Canada (\$1 million), New Zealand (\$.5 million), and the European Community (\$108 million).
- * The Fund's program sectors concentrate on community regeneration projects (e.g. rehabilitation of derelict facilities), employment generation, training and the encouragement of community-based private enterprises in Northern Ireland, and in the six border counties of the Republic of Ireland.
- * The Fund's program sectors consist of the following: Business Enterprise, Tourism, Urban Development, Agriculture and Rural Development, Science and Technology, Wider Horizons Program and the Disadvantaged Areas Initiative.

no note
should update fact sheet
from Mary
on the fund?
sent to Kathy S
10/31

The Fund is highly regarded by moderates from both the Catholics and Protestant communities, but has not been well accepted by those who oppose the Anglo-Irish Agreement. In recent years, however, even some Protestant opponents of the Agreement have come to see the Fund as a source of monies that could benefit their communities.

Success stories:

- Community Relations/Regeneration - Dairy Farm Regeneration Scheme on West Belfast's Stewartstown Road provides:

- large supermarket
 - multipurpose civic center
 - library
 - retail stores
 - service outlets
 - job search and placement service

- Cross-Border Cooperation - Ballinamore and Ballyconnell canal Restoration Project. This activity linked the two main waterways in Ireland, the Erne and the Shannon, to develop and support important trade and business development for tourism. The program involved the interaction between the U.K. and Irish governments, the EC, three County Councils, landowners, local communities, consultants and contractors. The project presently employs 300 people. there has been a substantial boost to the local economy.
- Disadvantaged Areas Initiative - Coalisland: Local inhabitants of Coalisland formed the Coalisland District Development Association to improve the economic and social situation of the town.
- Urban Development - 30 private sector-led regeneration activities have been developed to date.

drafted ENI/ECA 10/30/94

IRELAND

PROGRAM DESCRIPTION

Priority Sectors

- Bi-communal Cooperation for Economic Development
- Social Reconciliation

U.S. Assistance (\$ Thous.)	1992	1993	1994
Development Assistance	0	0	0
Economic Support Fund	19,700	19,700	19,600
Special Assistance Initiatives	0	0	0
TOTAL	19,700	19,700	19,600

Note: Appropriations appear by fiscal year

CURRENT STATUS

The Economic Support Funds (ESF), granted to Ireland by a Congressional earmark, go exclusively to the International Fund for Ireland (IFI), a multilateral, non-partisan fund created in 1986 to promote and support grass roots efforts to reconcile the different communities in Northern Ireland and the bordering counties in the Republic of Ireland. The IFI views itself as a temporary facility to catalyze and support economic, political and social initiatives aimed at permanent reconciliation among the two communities. It disburses funds in accordance with the economic and social policies and priorities of both Irish and U.K. governments, and ensures impartiality to regions, communities and religions with regard to its board membership, administrative employment, and disbursements. Funding supports employment generation and investment promotion, with special emphasis on projects promoting communal reconciliation. U.S. funding began in 1986 to "support and promote economic and social reconstruction and development" in Ireland and Northern Ireland. The U.S. has been the largest contributor to the IFI, granting approximately \$230 million from 1986 through September 1994. The next contribution of \$19,600 is planned for FY 1995.

HIGHLIGHTS OF RESULTS

The IFI's principal efforts are directed at reducing the economic hardships of unemployment and community infrastructural decay in order to reduce the economic differences that exacerbate social disruption along religious lines. Working through sectoral program teams, the IFI has approved over 3,000 projects and disbursed \$265 million to these projects. The remainder of the total

multi-donor contributions through end of FY94 has also been committed to projects. The IFI has projects in tourism, urban development, agriculture, technology, and community development.

Innovative community relations projects have received \$4.2 million of the \$5.7 million committed for this purpose. Under a special initiative for disadvantaged areas affected by civil unrest and urban decay, IFI has disbursed \$37 million of the \$84 million committed for activities. Other urban development activities, principally commercial regeneration of town centers, have received \$32 million of the \$55 million committed for projects.

IFI has disbursed all of the \$34 million committed for vocational training of youth, and \$47 million has also been disbursed against commitments of \$63 million for small business development.

The Community Regeneration and Improvement Special Program was begun in 1990 to focus on disadvantaged rural areas and towns in Northern Ireland. It is estimated that nearly 29,000 direct and indirect jobs will be created with IFI investment. Of the 20,322 direct jobs created, almost 14,000 are in the areas of highest unemployment. Of the 8,440 indirect jobs created over 5,000 are in the most disadvantaged areas. In addition, it is calculated that the projects supported by IFI will generate over 25,000 construction jobs.

USAID/ENI/ECA
October 1994

Agency for International Development
Bureau for Europe and the New Independent States
Office of European Country Affairs
Northern Tier Desk

FACSIMILE COVER SHEET

TO: Nancy Soderberg DATE: 31 October 1994

ORGANIZATION: National Security Council

FAX No: (202) 456-9470

PHONE No: (202) 456-9471

FROM: Paige Alexander Tel. No. (202)647-6091: Fax No. (202)736-4597
ENI/ECA/NT, Room 6750, NS

This transmission contains 2 page(s) including this cover sheet

 as requested

 x FYI

 for clearance

 for comment

 per conversation

 per memorandum

REMARKS:

This was faxed to Tony Lake at 7:00pm Monday evening.

Paige

AGENCY FOR INTERNATIONAL DEVELOPMENT
WASHINGTON, D.C. 20523

THE ADMINISTRATOR

OCT 31 1994

MEMORANDUM FOR MR. TONY LAKE
Assistant to the President for National
Security Affairs
The White House

SUBJECT: Presidential announcement on Northern Ireland

Given the strong Congressional interest in microenterprise development, we certainly want to explore the possibility of promoting microenterprise activities through the International Fund for Ireland. However, use of Development Assistance funds for this purpose raises legal issues, and in addition we are uncertain that the IFI will perceive a need for USAID technical assistance. Therefore, we are suggesting the following language be added to the statement on the increased funding for the International Fund for Ireland. This statement focusses on the exploratory nature of Tom Dine's trip rather than a specific solution to an agreed gap.

"The President has asked USAID to explore ways to work with the IFI to increase the impact of its Business Enterprise Program on small and microenterprises. Thomas A. Dine, USAID Assistant Administrator for Europe and the New Independent States, will travel through Northern Ireland and the border counties beginning November 19 to review existing IFI programs and determine whether approaches used by USAID elsewhere may have application in Northern Ireland."

I have asked that a technical expert accompany Tom Dine on his trip next month to assess the needs of the IFI and report back on any possible program that would assist IFI with their existing small business loan funds or that would enable them to develop a different program with a different target group.



J. Brian Atwood

***** -COMM. JOURNAL- ***** DATE NOV-29-1994 ***** TIME 09:34 ***** P.1

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***** (FAX-310 V2.12)* - 202 456 2560- *****

fax to Connie

FAX TRANSMITTAL SHEET
OFFICE OF THE DEPUTY ASSISTANT
NATIONAL SECURITY COUNCIL

FROM: Nancy Soderberg

PHONE: (202) 456-9471

TO	FAX NUMBER	PHONE NUMBER
Rob Stein	482-2741	

NUMBER OF PAGES INCLUDING COVER SHEET 3

AMBASÁID NA hÉIREANN

TELEPHONE: (202) 462-3939

FAX: (202) 232-5993



EMBASSY OF IRELAND

2234 MASSACHUSETTS AVE., N.W.

WASHINGTON, D.C. 20008

F A X

28 NOVEMBER 1994

FOR: MS KATHY STEPHENS
NATIONAL SECURITY COUNCIL

FROM: MICHAEL COLLINS

Further to our conversation on Friday, the following is a selection of names that might also be useful:

Mr Ed Wallace, national President of the Ancient Order of Hibernians (AOH)
- Tel No (315) 686-3917

Mr Bill Flynn, Mutual of America
- Tel No (212) 399-1600

Mr Niall O'Dowd, publisher of Irish Voice and Irish America magazine
- Tel No (212) 684-3366

Ms Clare Grimes, publishes Irish Echo newspaper
- Tel No (212) 686-1266

Mr Joe Leary, Irish American Partnership
- Tel No (617) 723-2707 or 1-800-722-3893

Mr Pat Keough/Mr Chuck Boyle, Irish-US Chamber of Commerce
- Tel (212) 248-0008

Mr Mike Roarty, Irish-US Council
- Tel (314) 577-2772

Mr Tony O'Reilly, American Ireland Fund
- Tel 412) 456-5700 (Heinz)

Mr John Connorton, New York
- Tel (212) 820-9305

- 2 -

Mr Frank Costello, Boston

- Tel (617) 325-0945

Dr. Eoin McKiernan, Irish American Cultural Institute

- Tel (612) 698-2622

Dr. John Walsh, Irish American Cultural Institute

- Tel (201) 605-1991

Mr Tom Donahue, Secretary-Treasurer of the AFL-CIO

- Tel (202) 637-5221

Mr George Clough, former national President, Ancient Order of Hibernians (AOH)

- Tel (314) 849-5555 ext 11 (work) / (314) 961-2265 (home)

Mr Michael Donlon, Boston

- Tel (617) 482-1360

M E M O R A N D U M

To: Nancy Soderberg, NSC
Jonathan Sallet, Commerce

From: James M. Lyons

Re: Brown delegation

Date: November 15, 1994

The following are some possibilities for invitation to join Secretary Brown next month as part of the U.S. delegation to the Belfast Investment Conference and official visit to Dublin:

°John V. Connorton, lawyer, Democratic activist, director of John Hume's Northwest International Ltd. (formerly Derry-Boston Ventures), Flax Trust.

°Bill Flynn, Chairman and CEO of Mutual of America, long active in Irish-American organizations, including the Irish American Partnership and the Irish Chamber of Commerce; Irish American of the Year (1994).

°Bill Farley, Chairman and CEO of Fruit of the Loom, Chicago. (IFI Chairman Willie McCarter is Chairman of Fruit of the Loom International.)

°Loretta Brennan Glucksman, founder, Ireland House, New York University.

°Brendan Hegarty, Vice President of Seagate Technologies, a manufacturer of computer hard disk drive recording heads; recently built a \$65 million research and manufacturing facility in Derry.

°Joseph F. Leary, President and CEO, Irish American Partnership; retired executive Gillette Company.

°Bruce Morrison, former Congressman, organizer of Irish American delegation to Northern Ireland.

°Jimmie Murphy, President, Brendan Tours, one of the major tour operators in the U.S. and Ireland.

°Paul Newman, actor and philanthropist, founder and benefactor of Barretstown Castle, County Kildare, summer camp for terminally ill children.

°Anthony (Tony) O'Reilly, President and CEO of H.J. Heinz Co.; founder of the American Ireland Fund.

°Richard J. Riordan, Mayor of Los Angeles, California.

Memo to Nancy Soderberg
and Jonathan Sallet
Re: Brown delegation
November 15, 1994
Page 2

°**Michael J. Roarty**, Executive Vice President and Director of Corporate Marketing, Anheuser-Busch.

°**Donald Keough**, former President and CEO of Coca-Cola Company; board member of the Washington Post, H.J. Heinz Co., Allen & Co.

°**Merle Chambers**, President, CEO and owner, Axem Resources (independent oil company); major campaign contributor, member, President's Council on Small Business.

I also attach "Irish America" magazine's 1994 Business 100. These individuals may also be considered for the delegation and/or the April conference in Philadelphia.

JML:dm

**RICHARD JAMES BOYLE**

Vice Chairman
Chase Manhattan
Corp.
Revenue:
\$6.8 billion
Employees:
34,000

A leader in the banking industry, Chase Manhattan Corp. is headquartered in New York City and has a subsidiary in Dublin, Ireland. Through its strength and solidity Chase Manhattan has assumed a top position in American banking.

Richard Boyle, a second-generation Irish American who was born in Brooklyn, earned a BA at Holy Cross College in Massachusetts and a MBA at N.Y.U. in

New York. He serves as chairman of the board of the YMCA of Greater New York.

Boyle is married and has two children.

Boyle was a member of a delegation of leading Irish American businessmen led by William Flynn of Mutual of America which went to Ireland to meet with Taoiseach Albert Reynolds and other leading political and business figures. An expert on the Chinese economy, Boyle has spent extensive periods in Beijing and the Far East.

**RICHARD L. BREADY**

Chairman & CEO
Nortek, Inc.
Revenue:
\$750 million
Employees:
5,640

A diversified corporation, Nortek is involved in manufacturing and marketing commercial, industrial, and residential building products, and the company's common stock is traded on the New York Stock Exchange. With a background in accounting and financial consulting, Bready joined Nortek in 1975 as treasurer, and only a year later was elected a director. His fast rise to the top continued when he was named president in 1979,

and chairman of the board and chief executive officer in 1990.

Bready was born in Brookline, Massachusetts, and attended St. Anselm's College where he earned a BA in economics before going on to Northeastern University for his Master's degree in accounting. Bready was awarded an Honorary Doctorate of Business Administration from Johnson & Wales University.

Bready's grandparents came to the U.S. from Counties Cork and Roscommon.

**JOHN GERALD BREEN**

Chairman and
CEO
The Sherwin-Williams Company
Revenue:
\$3 billion
Employees:
17,000

The Sherwin-Williams Company reported record sales in 1993, selling more gallons of paint than any other company in the paint industry. Products carrying the Sherwin-Williams, Kern-Tone, Dutch Boy, and related trade names are manufactured and sold around the world through subsidiaries, joint ventures, and licensees.

After 127 years in the business of paint, wall coverings, spray equipment, window treatments, and other related products, Sherwin-Williams has 48 licensees in 37 countries. There's an Irish subsidiary in Virginia, County Cavan.

John Breen was born in Cleveland, Ohio, and attended John Carroll University and Case-Western, where he earned an MBA. A second-generation Irish American, Breen traces his grandparents, on his mother, Margaret C. Bonner's side to County Mayo and on his father, Hugh's side to Wexford. He is married with five children, and lives in Cleveland, Ohio.

Morgan Stanley is synonymous with investment bank, and Donald Brennan, 53, is now synonymous with the success of the company. After serving as vice chairman of the International Paper Co. for 15 years, Brennan joined Morgan Stanley in 1982. He is the head of Morgan Stanley's Merchant Banking Division, chairman of the Morgan Stanley Leveraged Equity Fund II, Inc., and a member of the firm's Management Committee.

Brennan serves as a director for a number of companies, including Burlington Industries, Waterford Wedgwood, plc, and Jefferson Smurfit Corporation.

Brennan is a first-generation Irish American, whose parents hailed from Counties Waterford and Carlow. He was raised in New York City, later attending Maritime College and earning an MBA from the City University of New York. He is a member of the Ireland Chamber of Commerce, USA, the American Ireland Fund, and the Ireland U.S. Council for Commerce and Industry. Brennan lives in Old Brookville, New York, with his wife, Patricia, and their six children.

Edward A. Brennan, following a family tradition, has been serving Sears since 1956, when he joined as a salesman after graduating from Marquette University.

The Chicago-born Brennan was named to manage his first store in Madison, Wisconsin, in 1967 and subsequently moved up through a number of field management positions before being elected vice president of Sears Southern Territory and a company director in 1977. He became responsible for day-to-day operations as president of Sears Merchandise Group in 1980, and later was appointed chairman and CEO of the giant retailer in 1981. Brennan became chairman in 1986.

After some bad years in the late 80s, Sears, under Brennan's leadership, reported record earnings for the first half of 1994. Brennan is a fourth-generation Irish American, and is married with six children.

The largest private-sector company in Ireland is Allied Irish Banks, plc, and Jeremiah Casey is the man responsible for taking that strength across the Atlantic to establish the operations of the bank in the U.S. Casey joined AIB in Ireland in 1958, and in 1977 transferred to its New York operation. The Cork-born Casey became the director of the First Maryland Bank Corp. in Baltimore in 1983. He currently serves as chairman of First Maryland and its four banking subsidiaries, and in 1992 was appointed to the Board of Directors of AIB.

There's more to Casey than the world of dollars and cents — he is involved in various charitable and civic organizations, and is the president of Associated Catholic Charities of Baltimore. He also acts as director of the Ireland United States Council for Commerce and Industry. He relaxes by playing golf and scuba diving. He and his wife reside in Baltimore, and they have four children.

**DONALD P. BRENNAN**

Managing
Director
Morgan Stanley
& Co., Inc.
Revenue:
\$5.8 billion
Employees:
6,700

**EDWARD A. BRENNAN**

Chairman,
President & CEO
Sears, Roebuck
Revenue:
\$52.3 billion
Employees:
402,000

**JEREMIAH E. CASEY**

Chief Executive
Allied Irish Banks,
plc, USA
Chairman
First Maryland
Bankcorp
Assets: \$10.5 bil.
Employees:
5,000



WILLIAM F. CONNELL

**Chairman & CEO
Connell Limited
Partnership**
Revenue:
\$950 million
Employees:
3,200

When William F. Connell wanted to buy a group of businesses which manufactured machine tool and die products, heat exchangers and metal enclosures, he formed his own limited partnership in 1987 in order to do so, and what an inspired move it turned out to be.

Six businesses now form Connell Limited Partnership, and under Connell's management the company has gone from strength to strength.

A graduate of both Boston College and Harvard University, Connell is deeply involved in the business community in Boston. Born in Lynn, Massachusetts, he now lives with his family in Swampscott, Massachusetts.

Connell's father was born in County Kerry, and his maternal grandparents hailed from County Sligo.

Connell is a very active supporter of his old alma Mater, Boston College.



ERIN E. COSGROVE

**Vice President,
Corporate
Secretary
Pacific Stock
Exchange Inc.**
Employees: 390

The Pacific Stock Exchange came about when California's two top local stock exchanges, in Los Angeles and San Francisco, were melded into one regional powerhouse. Today the Pacific Stock Exchange is thriving, trading almost 1,800 stocks and 300 stock options. The PSE works with other regional exchanges to make sure the stock market is equally accessible to individuals and institutions. In 1993, the PSE set a number of volume

records, and closed their books with a major after-tax profit.

Cosgrove, from Hamilton, Ohio, is fourth-generation Irish American, tracing her roots back to Cork City. She graduated from St. Mary-of-the-Woods College in Indiana in 1979, with a BA in sociology.

She is married with one son.



JEFFREY M. CUNNINGHAM

**Publisher
Forbes Magazine**
Revenue: N/A
Employees: N/A

Forbes magazine is directed at those who have reached the top of the corporate ladder. Its provocative and concise style of reporting has made it a must-read for those involved in business. The bi-weekly magazine boasts a circulation of 750,000.

Cunningham has had a long and colorful career in the world of publishing, gaining his expertise at McGraw Hill publications such as *Business Week*, *Medical World News*, *Aviation Week*, and *Forbes' American Heritage*, before being appointed associate publisher at *Forbes*.

He was appointed publisher in June 1993.

Born in Rome, Italy, Cunningham is a graduate of Harpur College at Binghamton University. In 1992 he attended The Wharton School's Executive Program of the University of Pennsylvania.

He serves as president and a member of the board of The International Center of New York and is a member of the board of trustees of the Madison Square Boys and Girls Club. He and his wife, Elizabeth, live in Connecticut with their four children.

Gannett Co. is a diversified media company with facilities in 41 states, and is the largest U.S. newspaper group. One of its more famous titles is *USA Today*. The company also operates in Canada, Guam, the U.S. Virgin Islands, London, Paris, Switzerland, Hong Kong and Singapore.

Curley joined Gannett in 1969 as an editor in Rochester, New York, and climbed the corporate ladder steadily, through various editorial and executive positions. He was appointed president and chief operating officer in 1984, and was named CEO in 1986.

Born in Easton, Pennsylvania, Curley holds a BA in political science and English from Dickinson College and an MS in journalism from Columbia University.

Journalism has long been part of Curley's life — while in high school and college he worked for the *Easton Express*, and later worked weekends as a reporter for the *Associated Press*.



JOHN J. CURLEY

**Chairman,
President & CEO
Gannett Co., Inc.**
Revenue:
\$3.4 billion
Employees:
36,700

Roy Disney's father and Uncle Walt founded Disney Productions in 1923, and Roy began his own career in the entertainment world with the TV series "Dragnet" in 1953. He spent 23 years at the Disney studios as a film editor, producer and director, becoming vice chairman in 1984.

His family, originally named D'isney, was part of a French Huguenot settlement that went to Ireland in the 18th century, and Disney still has strong ties to his ancestral home. He owns a castle in Coolmaine, County Cork, and has sailed to Ireland on his yacht with his son, Roy, to take part in the Cork regatta in 1992.

Disney is chairman of Shamrock Holdings, his family's investment firm which owns and operates TV and radio stations and real estate properties. Disney is also a major investor in Trefoil Capital Partners, Inc., which has a large stake in L.A. Gear and Applause, Inc., a novelty distribution firm.

Disney was born in 1930 in Los Angeles, and earned a degree in English from Pomona College. He is married with four children.



ROY E. DISNEY

**Vice Chairman of
the Board
The Walt Disney
Company**
Revenue:
\$6 billion
Employees:
50,000

James McCann is one of the best known faces in American business thanks to his hook up with AT&T in a national advertising campaign promoting the 800 Flowers concept and the value of networking. McCann has built 800 Flowers and its numerous subsidiaries into a tremendous success story, which was acknowledged when he was named 'Entrepreneur of the Year' for the New York area by *Inc.* magazine.

McCann (43) is a Queens, New York native whose grandparents hail from Ireland. He holds a degree in psychology from the City University of New York. In 1976 he bought one flower shop in Manhattan which he has since developed into a nationwide success story.

Earlier this year McCann went to Ireland as part of an economic advisory group and he has since built strong links, North and South, with the old country.



JAMES MCCANN

**President & CEO
800 FLOWERS**
Revenue:
\$100 million plus
Employees:
600+

**JOHN J. DOONER, JR.**

**President and
CEO
McCann Erickson
Worldwide**
Revenue:
\$6.7 billion
Employees:
10,000

You may not realize it, but every time you turn on the TV or pass a billboard, you are probably seeing the end result of the work of McCann Erickson, the world's largest advertising agency, which boasts accounts such as Coca-Cola and General Motors. John J. Dooner, Jr. presides over the company, which generates \$6.7 billion in billings in 99 countries worldwide, including Ireland, where there is an office in Dublin.

Dooner has overall responsibility for how the company deals with its clients worldwide to boost product sales to consumers. Born in Westchester, New York, Dooner is a second-generation Irish American with roots in County Roscommon. He studied at St. Thomas, Villanova University, and Iona College business graduate school. Dooner and his wife Cynthia have two daughters.

**MARGARET DUFFY**

**Audit Partner
Arthur Andersen**
Revenue:
\$6 billion
Employees:
62,000

The Mayo-born Duffy became the first female audit partner at Arthur Andersen, one of the world's leading providers of accounting services — quite an achievement. The company employs more than 62,000 people in 72 countries, including Ireland.

Duffy emigrated in 1962, and since then has had a stellar career in the U.S. After graduating magna cum laude from Fordham University with a BS in accounting. In 1972 she joined Arthur Andersen and was admitted to the partnership in 1981.

She is responsible for audit and business advisory services to major multi-national clients in numerous industries, ranging from consumer products to advertising.

Duffy, who is married to Eugene Gaughan, is a member of the Taoiseach's (Irish Prime Minister) Ireland American Economic Advisory Board, and is on the American Ireland Fund New York Dinner Committee.

**RAYMOND G. DUFFY**

**Vice-President
Jefferson Smurfit
Corporation**
Revenue:
\$3.5 billion
Employees:
17,000

"The fundamentals of business are those of war," says Raymond Duffy, vice-president of planning for Jefferson Smurfit Corp. "Know your enemies' [competitors] strategies and options as though they were your own."

With such a philosophy Duffy has earned respect in the industry. Born in Derry, Northern Ireland, Duffy studied at the Irish Institute of Industrial Engineers, and is a fellow of that institute. The Jefferson Smurfit Group,

parent company of Duffy's employers, operates in Ireland, but Duffy is now based in St. Louis, Missouri. Smurfit and its affiliates produce the most extensive line of paper, paperboard, and packaging products in the world.

Married with two sons, Duffy is a member of the Ireland Chamber of Commerce USA (ICCUSA).

**T. KEVIN DUNNIGAN**

**Chairman & CEO
Thomas & Betts
Corporation**
Revenue:
\$1.2 billion
Employees:
8,500

Thomas & Betts is a global manufacturer of electrical and electronic connectors, components and systems, with marketing activities concentrated in North America, Europe and the Far East. Thomas & Betts' automotive business has grown significantly, and the company now does business with the three major American car makers. Expansion in all areas of the company's business is expected in 1995.

Dunnigan was born in Montreal, Canada, and is now based at the company's headquarters in Memphis, Tennessee. He graduated from Loyola University with a degree in economics and finance. His notable achievement, he says, is surviving to be 56 years old! Dunnigan traces his ancestors to Dundalk, County Louth. He is married with two children.

"Love many, trust a few, and always paddle your own canoe" is Dunnigan's personal credo.

**T.J. DERMOT DUNPHY**

**President & CEO
Sealed Air
Corporation**
Revenue:
\$451,694,000
Employees:
2,750

T.J. Dunphy, president and CEO of Sealed Air Corporation since 1971, was born in Ireland in 1932. He was raised in England and after graduating from Oxford, he came to America and to Harvard Business School in 1954.

He became an American citizen, and worked in a variety of management positions for Westinghouse Electric Corporation before taking over a small unprofitable company that manufactured packaging products. Within six years Dunphy had turned the company's fortunes around, and eventually it was sold. In 1971 Dunphy joined Sealed Air Corporation, which makes protective packaging systems and products. Since he took over as president and CEO this company, too, has become highly profitable.

Dunphy is also a major stockholder on a number of privately owned companies, and serves as a director of numerous corporations. He is a member of the Ireland Chamber of Commerce in the U.S. Dunphy is married and has four daughters.

Michael Egan has been responsible for making Alamo Rent-A-Car the largest independently owned and operated car rental agency in the United States. Alamo is also the fourth largest car rental agency in the U.S. In recent years the company has targeted major vacation destinations such as Hawaii and Florida and expanded to U.S. cities which serve up to 96 percent of the nation's air passengers. The company has an Irish subsidiary — Treaty Rent-A-Car Ltd.

Egan was born in Milwaukee, Wisconsin, and attended the School of Hotel Administration at Wharton University, earning a bachelor's degree. He joined Alamo Rent-A-Car in 1976 and was appointed chief executive officer in 1979. He was named chairman of the board in 1986.

He is a member of the Irish Cultural Institute of Florida, Inc. and has earned no less than three Entrepreneur of the Year awards since 1990. Egan is a second-generation Irish American who traces his roots back to Counties Cork and Tipperary. He is married with five children.

**MICHAEL S. EGAN**

**Chairman of the
Board and CEO
Alamo
Rent-A-Car**
Revenue:
\$310 million
Employees:
2,750

**RICHARD J. EGAN**

**Founder and
Chairman of the
Board
EMC Corporation**
Revenue:
\$1.2 billion
Employees:
2,600

"The harder we work, the luckier we get," Richard Egan says. It's his personal credo, one that has led him to successfully build a billion-dollar enterprise. But he's not finished by any means, as he is consumed by his work. Egan runs a company which designs and manufactures computer storage products, and since he founded the company in 1979, it has grown in stature, and was recently ranked in a Fortune 500 listing as one of its biggest money makers. In 1988, Egan brought the company public.

Born in Dorchester, Massachusetts, Egan began his career in 1961 in Honeywell's Data Processing Division as an engineer specializing in computer storage systems. Having attended Northeastern University, Egan began his graduate work at the Massachusetts Institute of Technology and worked as part of the team which developed the Apollo Guidance Computer.

Egan worked in the field of computer storage for many years before founding EMC Corporation, which has a subsidiary in Ballincollig, County Cork. Egan is a member of the American Ireland Fund, and traces his ancestors to County Westmeath. He and his wife, Maureen, have five children.

**WILLIAM FARLEY**

**Chairman & CEO
Fruit of the Loom,
Inc.**
Revenue:
\$1.95 billion
Employees:
34,000

Headquartered in Chicago, Fruit of the Loom, Inc. is a leading manufacturer and marketer of basic apparel, including men's and boys' underwear, women's and girls' underwear, and infant and toddlerwear. Demand for their products has been such that the company has invested \$250 million in new plants and equipment in the past year. The company runs manufacturing operations in both Donegal and Derry, and is said to have "played an invaluable role in helping to unite the two Irish communities while providing a vertically integrated operation which boosts the economic health of north-west Ireland," according to *Corporate Location*.

Farley is a graduate of Bowdoin College and Boston College Law School, and is a fourth-generation Irish American who traces his ancestors to County Cavan.

**THOMAS G. FERGUSON**

**Chairman & CEO
The
CommonHealth
USA**
Revenue:
\$240 mil.
Employees: 214

In 1974 Ferguson founded Thomas G. Ferguson Associates, Inc., which has since developed into the country's largest health-care communications company. This year, the Ferguson Communications Group formed The CommonHealth USA, which is an alliance between Ferguson Communications Group's five units and HLS Corp.'s four units, which together include marketing and communications firms, HLS Management Systems and HLS Clinical Systems.

Ferguson worked in sales and marketing and in account management with two health-care advertising agencies after graduating from Fairleigh Dickinson University in 1965. Ferguson was born in Lyndhurst, New Jersey, and is involved with many Irish organizations, such as the Friendly Sons of St. Patrick and the Ireland Chamber of Commerce in the U.S. A third-generation Irish American, he is married with four children.

The Washington Post organization is considered the most influential media organization in the United States, encompassing the flagship newspaper, *Newsweek* magazine, a number of other regional publications and some television stations. Thomas Ferguson joined the organization in 1979, coming from Parade Publications Inc., where he served as president. Before that, Ferguson worked with the John H. Breck Company, Berol Enterprises, and the American Tobacco Company division of American Brands.

Ferguson was born in Brooklyn, New York, the son of Irish emigrants from Counties Clare and Leitrim. He graduated from St. John's University after winning a basketball scholarship, and later from the Graduate School of New York University. Ferguson holds membership in the Friendly Sons of St. Patrick, and is married with six children.

**THOMAS H. FERGUSON**

**President and
General Manager
The Washington
Post**
Revenue:
\$1.4 billion
Employees: 3,500

Horsehead Industries made the Fortune 500 listing of the ten most profitable companies in 1991, and one of its subsidiaries has been described by *Business Week* as "one of America's 1,000 most valuable companies." Horsehead Industries has three operating divisions — Great Lakes Carbon, the Zinc Corporation of America, and Horsehead Resource Development, the one cited by *Business Week*. They are involved in the production of graphite, calcine petroleum coke, zinc metals and chemicals.

Flaherty founded the company in 1981, and remains the largest shareholder. He held executive positions with a variety of companies in the metal industry previously. He attended New York and Columbia Universities. He serves as a director of the American Ireland Fund, and on the National Board of Junior Achievement.

A native of New York, Flaherty is married with three children. His father came from County Galway.

**WILLIAM E. FLAHERTY**

**Chairman & CEO
Horsehead
Industries**
Revenue:
\$750 million
Employees:
3,000

Bill Flynn first joined Mutual in 1971, and is credited with turning it into the insurance giant that it is today.

Lately, Flynn has perhaps become better known for promoting peace in Northern Ireland than for his numerous contributions to the business world. He led two Irish American delegations to the North of Ireland in the past two years to meet with people on both sides of the community there in his quest for peace and economic investment in his parents' country. Flynn is chairman of the National Committee on American Foreign Policy in New York, and a member of the Ireland Chamber of Commerce in the U.S. He was born in New York, and educated at Cathedral College of the Immaculate Conception and Fordham University, where he received his MA in economics. He served in the U.S. Air Force during the Korean conflict.

He is involved in numerous charitable and civic organizations, and was honored in 1993 as Irish American of the Year by this publication, and earlier this year by the American Ireland Fund.

**WILLIAM J. FLYNN**

**Chairman of
the Board
Mutual of America**
Revenue: N/A
Employees:
1,000



EDWARD T. FOGARTY

President & CEO
Tambrands Inc.
 Revenue:
 \$600 million
 Employees:
 3,600

Tambrands markets the best-known brand name in the tampon industry, Tampax. In the United States, in the \$40 billion health and beauty category, Tampax is the number three brand. Tambrands has more than a 50 percent market share in the U.S., Canada, the United Kingdom, France, Spain and many other markets. Tambrands has an Irish subsidiary in Tipperary town.

Edward Fogarty was born in Cambridge, Massachusetts, and attended Harvard University and Harvard Business School, where he obtained a BA and an MBA respectively. He is a second-generation Irish American who traces his roots back to Counties Tipperary and Kerry. Fogarty is a member of the Irish American Cultural Institute, and is married with three children.



RICHARD FOGARTY

President
Labatt's USA
 Revenue:
 \$3 million
 Employees:
 300 plus.

Labatt's USA competes in the high-quality segment of the U.S. beer business. Its Rolling Rock brand is one of the fastest growing U.S. specialty brands and is brewed at Labatt's USA's Latrobe Brewing Company in Pennsylvania. The company's Specialty Import Division imports brands from Europe and the Caribbean and is branching into Mexican brands.

Fogarty is CEO of Labatt's USA and is an officer of the parent company, John Labatt of Canada, and serves on the management committee. He joined Labatt's USA as president in 1985, having previously served as president of the Carlton Importing Company.

Born in Cambridge, Massachusetts, and educated at Harvard University, Fogarty is a second-generation Irish American whose grandparents came from Tipperary and Kerry. He and his wife have four children.



MICHAEL FOLEY

President
Van Munching
& Co. Inc.
The Heineken
Group.
 Revenue:
 \$4.5 billion
 Employees: 170

Michael Foley was named president of Van Munching & Co., a member of the Heineken group, in January 1994 after a stellar ten-year career spent with Murphy's Brewery in County Cork, Ireland. Van Munching distributes brand name beers such as Amstel Light, Heineken, Buckley's non-alcoholic beer, and Murphy's Irish Stout.

When Murphy's Brewery was acquired by Heineken in 1983, Murphy joined the company. In 1989 he was appointed managing director of Murphy's, and then moved to North America in 1993, assuming his new position this year.

Previous to joining Murphy's, Foley had worked in several financial/controllership capacities with Japanese and U.S. multi national subsidiaries, including Price Waterhouse, in Ireland.

Born in Enniscorthy, County Wexford, Foley, graduated from University College, Dublin with a degree in accounting and economics.

Foley is a member of the Irish U.S. Council for Commerce and Industry. He is married and has three children.

DHL is an instantly recognizable name — the company is known for worldwide delivery of documents and small parcels. DHL Corporation, through its wholly-owned subsidiary, DHL Airways, Inc., provides all services in the U.S. and its territories, while DHL International operates in all other parts of the world. More than 1,400 daily flights carry DHL shipments all over the world. Born in Washington, Foley attended Washington State University and Harvard Business School. He began his career with Westin Hotels, then moved to Hyatt Hotels in 1962 before being named president and later chairman. Under his leadership at Hyatt, the company expanded from about five to 100 hotels by the time Foley left.

At that time, Foley was also serving as chairman of Braniff Airlines, which was owned by Hyatt. It was a natural transition to DHL in 1988 after Foley's experience with Braniff.

Foley says he is "intensely proud of his Irish roots," which are in County Kerry. He is a member of the board of the University of Limerick.

He is married with three children.



PATRICK FOLEY

Chairman,
President & CEO
DHL Corporation,
Inc.
 Revenue:
 \$900 million
 Employees:
 10,000

Based in Little Rock, Arkansas, ALLTEL is a billion-dollar telephone utility holding company. Joseph T. Ford is responsible, through his hard work and clear business vision, for the success of ALLTEL.

Ford grew up in Conway, Arkansas, and attended the University of Arkansas at Fayetteville, where he earned a BS/BA degree. He serves on various boards, and is a director of Beverly Enterprises, Inc., Dial Corporation, and Duke Power Company.

Joseph T. Ford, a third-generation Irish American, is proud of his heritage, tracing his great-grandparents to County Carlow. He is married and has two children.



JOSEPH T. FORD

Chairman & CEO
ALLTEL Corp.
 Revenue: \$2.1 bil.
 Employees: 12,876

John Haire was named publisher of *Time* magazine in October 1993. Before that, he was based in Chicago as a regional advertising sales vice president for Time Inc., a position he took up in 1991. In this role, Haire was responsible for all advertising sales in the Mid-West for the company's New York-based magazines such as *Time*, *Sports Illustrated*, *People*, *Entertainment Weekly*, *Fortune*, *Money* and *Life*.

Haire graduated from American University in 1974 with a BA in history, and entered the world of publishing through McGraw Hill. Haire began his career with Time Inc. in 1978 as a sales representative with *Fortune* magazine, and his dedication and vision have served him well.

A New York native, Haire lives in Connecticut with his wife and their two sons. He is a member of the Friendly Sons of St. Patrick, and traces his Irish roots back to County Cork.



JOHN E. HAIRE

Publisher
Time Magazine
 Revenue:
 \$554.7 million
 Employees:
 1,000+

**NICHOLAS HARTERY**

President & CEO
Verbatim
Corporation
Revenue
\$500 million
Employees 2,000

A subsidiary of Mitsubishi-Kasei Corporation, Verbatim is an international organization which brings to market a variety of optical and data storage media for computer systems.

Nicholas Hartery joined the company in 1980 and brought his ingenuity as managing director in its Limerick, Ireland manufacturing plant. In 1985, he moved to Geneva, Switzerland as a senior vice president for the Europe, Middle East and Africa divisions. He came to the Charlotte, N. Carolina headquarters in 1987 and served as COO, and was named president and CEO in 1990.

A native of Waterford, Ireland, Mr. Hartery earned a BE degree in electronics at University College, Cork and an MBA from University College, Galway in 1978; and he worked for General Electric from 1972 to 1980. He is married with four children.

**DR. BRENDAN HEGARTY**

Senior Vice President
Seagate
Technologies
Revenue:
\$3.5 billion
Employees:
53,800

Seagate Technologies is a leader in the field of components of computer hard disk drive recording heads. When Seagate wanted to expand its manufacturing and remain cost-effective, it turned to Northern Ireland, where it built a \$65 million research and manufacturing plant in Derry. The plant will produce 100 million thin film wafers each year, plus new products such as recording heads for floppy disks.

Dr. Hegarty received his Ph.D. in solid state physics from Sussex University in England, and joined IBM as a systems engineer where he helped install the first IBM System/360 Model 67 in Europe. During the next 20 years he held a variety of management positions with various IBM groups. He then joined Imprimis Technology, Inc. in 1988 as vice president of Thin Film Operations. Dr. Hegarty joined Seagate with the company's acquisition of Imprimis in 1989.

**JAMES B. IRWIN, SR.**

Chairman of the Board
IMPAC
Revenue:
\$106 million
Employees: 1040

IMPAC Worldwide has earned a reputation for helping other companies make a profit — it investigates and makes recommendations to businesses to help them increase productivity and increase profits. As chairman of the board and founder, Irwin keeps hands-on contact with every aspect of the business, and is respected as something of a visionary in management productivity. IMPAC's European operations are headquartered in Dublin.

Born in New York City, Irwin attended Columbia and Fordham Universities. He is deeply proud of his Irish heritage, and holds both Irish and American passports. Irwin and IMPAC are jointly sponsoring the Lord Mayor of Dublin's Olympic Feasibility Study.

"It is only by challenging the odds and taking on new challenges that business, employment and prosperity can be created," Irwin says.

Irwin is married and has three children.

Wheelabrator Technologies is a multi-billion-dollar energy and environmental services company based in New Hampshire, and Kehoe is at the helm. A 1959 graduate of Hofstra University in Hempstead, New York, Kehoe oversees all aspects of Wheelabrator's global operations. Since the founding of the company in the early 1970s, Kehoe has been an integral part of its growth and success. Known throughout the U.S. as the "father of resource recovery," he has testified before Congress on environmental legislation and has written many important industry articles. His aggressive style has propelled Wheelabrator to the premier spot in the energy services industry.

Born in New York, Kehoe is deeply involved with the Dr. I Fund, an organization that makes medical research and treatment available to those in need. In 1991, Kehoe was honored as Dr. I's Businessman of the Year. He is married to Betty Anne, and the couple have seven children. Kehoe's ancestors came from County Cork.

**JOHN M. KEHOE**

President & COO
Wheelabrator
Technologies,
Inc.
Revenue:
\$1.2 billion
Employees:
4,000

Kelleher founded Wall Street Investor Services, a diversified financial services organization with expertise in asset management, bank brokerage programs, and discount brokerage. It processes billions of dollars in transactions annually, and is a member of the New York Stock Exchange.

Kelleher was born in County Kerry and emigrated to the U.S. in 1958, where he began work as a messenger with Merrill Lynch. Drive, ambition and a healthy dose of talent soon established him as one of that company's experts on the operating side of the business. Kelleher served in the U.S. Army, and after consolidating his position on Wall Street, he set up Wall Street Investor Services.

He returns to Ireland regularly and has set up a special scholarship for his alma mater, St. Brendan's College, Killamey. He is also involved with the American Ireland Fund. Kelleher is married and has three children.

**DENIS P. KELLEHER**

Founder and CEO
Wall Street
Investor Services
Private
Company

Operating in Buffalo, New York, National Fuel Gas Company is an integrated natural gas holding company with assets distributed between three major divisions: pipeline and storage, utility operation and nonregulated activities. With Bernard J. Kennedy's style and flair to thank, the company reported record earnings in 1993 and continues to thrive.

Earnings from pipeline and storage alone reached a record high, \$67.4 million in 1993, a 35% increase in pretax income, allowing the company to announce plans for a \$196 million underground natural gas storage and transportation project which is presently under construction.

Kennedy was born in Niagara Falls, New York, and earned a BA from Niagara University before going on for his J.D. at the University of Michigan. He is married and has five children. His grandparents came from Connemara on Ireland's west coast.

**BERNARD J. KENNEDY**

Chairman, President & CEO
National Fuel Gas
Company
Revenue: \$1 bi.
Employees: 3,329

**KATHLEEN KENNEDY**

Producer,
Co-owner
The
Kennedy/Marshall
Company
Revenue: N/A
Employees: 12

Kathleen Kennedy has made a name for herself as one of the most talented and successful producers in the movie industry. Kennedy has worked on such blockbuster hits as *E.T.*, *Back to the Future*, *The Color Purple*, *Hook* and *Jurassic Park*.

She founded the highly successful Amblin Entertainment with movie-mogul Steven Spielberg and her husband, Frank Marshall. She served as president until early this year, when she and Marshall left to form their own company. With her husband, she produced Scorsese's popular, *Cape Fear*.

Kennedy started in the entertainment industry when she joined a San Diego TV station after graduation from San Diego University, working as a camera operator, video editor and floor editor. Her first movie credit came in 1982 for *Polltergeist*.

**DONALD R. KEOUGH**

Chairman of
the Board
Allen &
Company, Inc.
Revenue: N/A
Employees:
N/A

Allen & Company is a New York investment banking firm, and Donald Keough was elected its chairman in 1992, while he still served as president of the Coca-Cola Company. He retired from the Coca-Cola Company in 1993, and still serves as an advisor to the board. He has been affiliated with the company since 1950.

Keough also serves on the boards of National Service Industries, Inc., H.J. Heinz Co., The Washington Post Company and The Home Depot. He is a former chairman of the University of Notre Dame, and serves as a trustee of several other educational institutions.

Keough has received honorary doctorates from his alma mater, Creighton University, the University of Notre Dame, Emory University, and Trinity College in Dublin. He and his wife, Marilyn, endowed the Donald and Marilyn Keough Chair of Irish Studies at Notre Dame in 1993, and the same year, the university's highest award, the Laetare Medal, was given to Keough.

Keenly interested in Ireland, Keough recently led an economic mission there.

**MICHAEL KING**

President & CEO
King World
Revenue:
\$503 million
Employees: 300

Michael King leads America's top worldwide entertainment syndication distribution company, with hugely successful shows such as "Jeopardy!", "Wheel of Fortune" and "The Oprah Winfrey Show", the top three shows in syndication. The top-rated newsmagazine show, "Inside Edition," is also produced by King World, as is "American Journal" and "Rolanda", a popular talk show now in syndication. Michael King runs the program development, creative services, promotion, publicity and advertising areas for King World.

The company was founded in 1964 by King's father, Charles, who taught his sons the business. After graduating from Fairleigh Dickinson University in 1971 with a BA in marketing, King began selling advertising time for a Boston radio station, before moving to another station, WAAF-FM, where he became part owner. Selling his interest, he and his brothers took over their father's business.

The American dream really does work sometimes — it certainly did for Michael Larkin, who began working as a part-time clerk in a New York City A & P supermarket in 1957 and returned to the company 28 years later as operations vice-president for the chain's Metro Group, after spending many years at the Grand Union Company.

A native New Yorker, Larkin attended Iona College, and received a Bachelor of Arts degree in finance. He studied food marketing at Cornell University.

In 1981, Larkin was appointed to his present position. He has won numerous industry awards, including Man of the Year for the New York Foundling Home, and the Catholic Institute of the Food Industry.

Larkin's parents come from County Galway. He and his wife, Sandy, have one daughter.

**MICHAEL J. LARKIN**

Executive Vice-
President & COO
A & P
Revenue:
\$11 billion
Employees:
93,000

Time magazine calls Peter Lynch "the nation's #1 money manager." Under his stewardship the Fidelity Magellan Fund grew from a tiny fund of about \$22 million in assets into the world's biggest, with over \$13 billion under management.

Lynch retired from the Magellan Fund in 1990 to devote his time non-profit work and spend more time with his wife and family, but recently returned to Fidelity part-time to coach the firm's younger analysts. He continues as a member of the board of trustees of Fidelity Group of Funds in Boston and writes an exclusive column for *Worth* magazine. His first book, *One Up on Wall Street*, which sold more than 600,000 copies in hardcover and paperback, is the best-selling book ever on the stock market. In May of this year Lynch's second book *Beating the Street* became an instant best-seller.

Peter Lynch's great grandparents, on both sides are from Kerry. He owns a house in Limerick, Ireland, and is the treasurer of The American Ireland Fund.

**PETER LYNCH**

Vice Chairman
Fidelity Mgt. &
Research Co.
Board of Trustees
Fidelity
Investments
Assets:
\$275 billion
Employees:
14,000

Oppenheimer is based in Lower Manhattan and is one of the country's premier managers of mutual funds. It manages money for individual investors through "Oppenheimer Funds." Massachusetts Mutual, Oppenheimer's parent company, has a subsidiary in Ireland.

Macaskill attended Edinburgh University and obtained a degree in psychology. She joined Oppenheimer in 1983 and played a key role in the success of the company. "Much of our growth is attributable to Bridget's efforts to broaden our product mix, enabling us to prosper in a variety of economic conditions," says Oppenheimer chairman Jon S. Fossel.

Macaskill is married and has two young sons. She was featured on the cover of *Money* magazine.

**BRIDGET A. MACASKILL**

President & CEO
Oppenheimer
Management Corp.
Revenue:
\$185 million
Employees: 1,400

**The Pacific Stock Exchange
congratulates Erin E. Cosgrove
and all of
the Irish America Business 100**

Well done !

**THE
PACIFIC
STOCK EXCHANGE
INCORPORATED**



***Congratulations
to the
Irish America
Business 100***

SCHWARZ PAPER COMPANY

With seventeen years of experience in the beer business, Jack MacDonough had all the necessary qualifications to take over as chairman and chief executive officer of Miller Brewing Company in August, 1993.

Miller is the second largest brewer in the United States and third largest in the world. Miller Genuine Draft is one of the most successful bottled beer brands exported to Ireland.

Previous to that appointment as CEO he served as President. As CEO, he joins a long line of CEO's at Miller with Irish heritage including Warren Dunn and John Murphy.

Jack has an MBA from Stanford University and a B.S. degree from Cornell University.

His grandparents were from County Cork and Sligo. His great grandfather raced at the Curragh. His wife Kathleen (Sullivan) MacDonough and son Steve have visited Ireland many times and are collectors of Irish furniture and Irish photography.



JOHN N. MACDONOUGH

**Chairman & CEO
Miller Brewing
Company**
Revenue:
\$4.5 billion
Employees:
7,000

The Monsanto Company, including its Searle and NutraSweet divisions, manufactures and markets high-value agricultural and chemical products, pharmaceuticals and food products and industrial process control equipment. Richard Mahoney joined Monsanto in 1962 as a specialist in product development, and held a variety of executive positions before being named chief executive officer in 1983.

A native of Springfield, Massachusetts, Mahoney graduated from the University of Massachusetts with a bachelor's degree in chemistry. He holds honorary degrees from that university and the University of Missouri, and is an honorary fellow of Exeter College at Oxford University. He serves as a director of Metropolitan Life Insurance Company and the Union Pacific Corporation, and he's a member of The Business Council and various other industry groups. Mahoney's ancestors emigrated from County Kerry.



RICHARD J. MAHONEY

**Chairman & CEO
Monsanto**
Revenue:
\$7 billion
Employees:
33,800

Malone is based in Colorado, and as CEO of Telecommunications, Inc., is internationally recognized as a visionary in the field, yet he is intensely private and media-shy. After a brief stint at AT&T Bell Laboratories, he joined Telecommunications, Inc. in 1973. He successfully helped bail out the cash-strapped company in the 70s. In 1991 Malone organized a TCI spin-off, Liberty Media, and sold TCI stock in order to help develop Liberty. Although a major merger deal between Bell Atlantic and TCI eventually fell through, Malone is still working on various other deals and mergers.

Malone received Master's degrees at Yale and New York Universities, and earned his Ph.D at Johns Hopkins. A Scots-Irishman, Malone, 53, is a member of the American Ireland Fund and is married with two children.



JOHN C. MALONE

**Chief Executive
Officer
TeleCommuni-
cations, Inc.**
Revenue:
\$3.6 billion
Employees: N/A

**THERESE A. MALONEY**

**Executive Vice
President
Liberty Mutual
Insurance
Company**
Revenue:
\$5.6 billion
Employees:
22,000

Liberty Mutual has been around since 1912, and Maloney holds the distinction of being elected as the company's first female officer, and is the second woman to serve on the board of directors.

With billions in assets, Liberty Mutual has been a leader in the field of insurance, with a commitment to keeping costs down and customers happy. With more than 450 offices throughout the United States, Canada, Mexico and the United Kingdom, Liberty Mutual has become an instantly recognizable name.

Maloney was born in Quincy, Massachusetts, and educated at the College of St. Elizabeth, earning an AB in economics. She then attended Harvard Business School, earning an AMP.

A second-generation Irish American, Maloney says she is grateful for the "opportunity to provide leadership throughout a period of change in the insurance industry."

**JOHN F.X. MANNION**

**Chairman,
President and CEO
Unity Mutual Life
Insurance
Company**
Revenue:
\$85 million
Employees: 171

A former Air Force captain, Mannion was born in the Bronx to parents from County Galway. Chairman of the board of Unity Mutual, Mannion also serves as a member of the board of directors of New York Telephone and as chairman of the life insurance industry's Medical Information Bureau. He also finds time to serve as secretary and treasurer of the Life Insurance Council of New York, and is chairman of the United Irish Appeal in North Salem, New York.

In 1993, Mannion was the recipient of the Irish Northern Aid Testimonial "James Heaney Award" in Albany, New York.

In 1980, Mannion was an alternate delegate to the Democratic National Convention, and has served as advisor to Governors Hugh Carey and Mario Cuomo.

A graduate of the University of Notre Dame, Mannion is married and has five children and ten grandchildren. "The more of Ireland I see, the more I love her," he says.

**THOMAS F. MCBRIDE**

**Senior Vice
President and CFO
Ingersoll-Rand
Company**
Revenue:
\$4 billion
Employees:
35,300

The design, development and manufacture of advanced engineering systems is the main business of this corporate giant, which has tentacles reaching into countries all over Europe — including Ireland, where there is an operation in Wexford — and further afield. McBride, as chief financial officer, has seen a record volume of sales generated in 1993, and is keeping the shareholders happy.

A native of Pennsylvania, McBride holds a BS in accounting from King's College in Wilkes-Barre, Pennsylvania. He has been honored by the American Management Association with the Distinguished Service Award as chairman of its Finance Council and trustee of the board.

A second-generation Irish American, McBride is married with four children.

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for your
enjoyment.

ROLLING
ROCK

EXTRA PALE

PILSENER BEER

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LA TOBE BREWING CO. LA TOBE

**GERALD M. MCCARTHY**

Executive Vice President
Zenith Electronics Corporation
 Revenue:
\$1.2 billion
 Employees:
25,000

The consumer electronics business in the United States is in a state of flux, with the introduction of new technology coming at a rapid pace.

But Zenith Corporation, after a major restructuring, has developed exciting new programs and is ready to return to the marketplace in a stronger position than ever before.

"If you can't discuss a product's benefits, you can only discuss its price," says Gerald McCarthy, who as executive vice president for sales and marketing is quite able to discuss both.

Born in Chicago, McCarthy holds a BS from Loyola University and MBA from the University of Chicago. In 1990, McCarthy was honored by the USA Federation.

McCarthy married Margaret O'Neill 30 years ago, and the couple have four sons. McCarthy's parents came to the United States from County Limerick.

**W. CRAIG MCCLELLAND**

Chairman & CEO
Union Camp Corporation
 Revenue:
\$3 billion
 Employees:
18,646

McClelland became CEO of Union Camp Corporation, a major manufacturer of paper products, in July of this year, having served as president and COO prior to that. He now holds a directorship in Union Camp. He joined the corporation in 1988, after 23 years building his career with the International Paper Company, where he eventually became president and CEO of Hammermill Paper Company, a subsidiary of International Paper, and then executive vice president and a director of International Paper.

McClelland is a graduate of Princeton University, with a BA in economics. He received his MBA from Harvard Business School. He holds various directorships, too, in Allegheny Ludlum Corporation and PNC Financial Corporation. He is a member of The Business Roundtable, a trustee of the Institute of Paper Science and Technology and a director of the Pittsburgh Theological Society. He and his wife have three daughters.

**EDWARD F. MCDONNELL**

President
Seagram Spirits & Wine Group
 Revenue:
\$5 billion
 Employees:
12,000

A global distributor of wines and spirits, Seagram is one of the world's largest drinks companies. The company, under McDonnell's leadership, is diversifying into other areas too, acquiring the distribution rights to Absolut vodka last year, and investing a sizable stake in Time Warner, Inc. Seagram is also the largest investor in E.I. du Pont, another global giant.

McDonnell was born in Boston, and began his career with the Pillsbury Company and General Foods Corporation. He joined Seagram and is now executive of the parent company, as well as president of the Spirits & Wine group. A former member of the steering committee at Carnegie Hall, McDonnell relaxes by playing tennis and golf and also enjoys skiing.

He graduated from Suffolk University in Boston, and was later presented with an honorary doctorate degree.

McDonnell is first-generation Irish American; his parents come from Counties Cork and Roscommon. He is married and has three children.

John F. McGillicuddy retired at the end of 1993 as chairman of the board and CEO of Chemical Banking Corporation and its flagship subsidiary, Chemical Bank. He had served 23 years as either president or chairman of a major money center banking institution, 15 of those years as CEO. Mr. McGillicuddy is a director of Chemical Banking Corporation, The Continental Corporation, UAL Corporation, USX Corporation, Empire Blue Cross and Blue Shield and Kelso & Company.

A native of Harrison, New York, he received a B.A. degree from Princeton University in 1952, and an L.L.B. degree from Harvard Law School in 1955. Some notable achievements include his positions as honorary vice chairman and a partner of both the New York City Partnership and the New York City Chamber of Commerce and Industry. Married with five children, he and his family reside in Rye, NY. He is very active in Irish charity organizations, including the American Ireland Fund.

**JOHN F. MCGILLICUDDY**

Chairman Emeritus
Director
Chemical Banking Corporation
 Revenue
\$12 billion
 Employees
39,687

While he was still a high school student in his native Philadelphia, Pat McGovern built a computer that played an unbeatable game of tic-tac-toe — a feat that earned him a full scholarship to the Massachusetts Institute of Technology. As an MIT undergraduate, he was named associate editor of *Computers and Automation*, the first U.S. computer magazine, and became its associate publisher after he graduated in 1959 with a degree in biophysics. In 1964 he formed the research group, International Data Corporation (IDC).

IDC is now recognized as the world's leading provider of information on the technology industry. McGovern directs IDC's 84 independent corporate units.

He is currently a trustee of MIT and a member of the U.S. Dept. of State Telecommunications Advisory Committee.

McGovern's parents were born in Ireland, and his company has a subsidiary in Dublin.

**PATRICK J. MCGOVERN**

Chairman of the Board
International Data Group
 Revenue:
\$980 million
 Employees:
6,100

As executive vice-president of Turner Broadcasting, Terence McGuirk oversees international programming sales and marketing, cable affiliate sales and the advertising sales divisions for all Turner networks, in addition to research, public relations, and corporate finance. He also has responsibility for the company's real estate and administrative operations. McGuirk is also president of Turner Sports, and directs the ongoing operations of the Atlanta Braves and the Atlanta Hawks. He joined Turner Broadcasting in 1972 as an account executive, and quickly worked his way up.

Born in Bayshore, New York, McGuirk graduated from Portsmouth Abbey School and Middlebury College. He holds membership in many industry-related associations, and is involved with various civic and philanthropic institutions.

**TERENCE F. MCGUIRK**

Executive Vice-President
Turner Broadcasting System, Inc.
 Revenue:
\$1.4 billion
 Employees:
3,800

**ANDREW J. MCKENNA**

**Chairman,
President & CEO
Schwarz Paper
Company**
Revenue:
\$200 million
Employees: 445

McKenna is chairman, president and CEO of Schwarz Paper Co., a national distributor of paper packaging and allied products and a printer and converter of paper products with facilities in six states.

McKenna joined the company in 1955 and has served as president for the last 30 years. He is a director of Aon Corporation, Chicago Bears Football Club, Inc., Chicago National League Ball Club, Inc. (better known as the Chicago Cubs), and is a member of the board of governors of the Chicago Stock Exchange. From 1975 to 1981 McKenna was chairman of the Chicago White Sox.

McKenna graduated from the University of Notre Dame with a bachelor of science degree in business administration and marketing, and is now chairman of the board of trustees of that institution. McKenna also graduated from DePaul University Law School. His hard work and dedication have earned him numerous civic and industry awards. A second-generation Irish American, McKenna lives by the credo: "Integrity never takes a holiday."

**MICHAEL J. MCKENNA**

**Executive Vice-
President
Crown Cork &
Seal Co.**
Revenue:
\$3 billion
Employees:
17,763

The Crown Cork & Seal Company has more than 100 years' experience in the manufacture of metal cans, crowns and plastic closures in 66 plants in the U.S. and 70 more worldwide. Their products are then distributed to the food, drink, oil and chemical industries.

Hands-on experience with the company for 35 years, coupled with drive and determination, earned McKenna his present position. Upon earning a degree in marketing from LaSalle University, he joined the firm as a sales representative, and is now president of the North American division, overseeing operations in the U.S., Canada, Mexico and Central America.

McKenna's grandfather came from County Mayo, and McKenna now has six married daughters and a dozen grandchildren. He and his wife, Letitia, live in Pennsylvania.

**WILLIAM J. MCKENNA**

**Chairman,
President & CEO
Kellwood
Company**
Revenue:
\$1.2 billion
Employees:
15,500

The Kellwood Company is an international and domestic manufacturer of apparel, home fashions, and camping soft goods such as sleeping bags and tents. Based in Chesterfield, Missouri, the company is an industry leader.

McKenna, the president and chief executive officer, was born in New York, and attended Iona College, where he earned a BBA, and then New York University, where he earned an MS. He serves on the board of BOYS HOPE, and is a trustee of St. Louis University. He also serves as a director on the board of Genovese Drug Stores, and is a director of United Missouri Bancshares.

McKenna traces his great-grandparents back to County Waterford, and he is married with six children.

Founded in 1982 in California, Sun Microsystems was perfectly placed to serve the "silicon valley" epidemic on the west coast, as computers and computer technology exploded onto the business scene in an unprecedented manner. Sun Microsystems has thus become one of America's fastest-growing companies, and is now the world's leading supplier of computer work stations and servers. These computer systems help store, process and distribute information and are used in both commercial and technical applications.

Scott McNealy has the responsibility of making sure Sun stays at the top, and intends to see that he carries out that task. "We have to be a world player to get the unit volumes to survive in the marketplace," he says.

Born in Columbus, Indiana, McNealy earned a degree in economics at Harvard and an MBA from Stanford University. He is involved in various industry-related organizations.

**SCOTT G. MCNEALY**

**Chairman & CEO
Sun
Microsystems,
Inc.**
Revenue:
\$4.3 billion
Employees:
13,253

George Moore founded Targus Information Corp., a private company which provides consumer goods companies with high-tech solutions to targeting customers.

In the mid-80s, as senior vice president of the Demographic Information Systems division for a major government contract, Moore decided he wanted a change, and started a new company, National Decision Systems. At NDS, Moore built a workstation which transformed the marketing information industry. INFOMARK was among the first users of CD-ROM technology and its success meant a host of new clients for Moore. The company boomed, and Moore and his partners sold out to EQUIFAX. Moore's next moves saw him acquire other companies, and found Targus.

Erne Heritage Holdings, Moore's subsidiary company, owns Belleek giftware and Galway Irish Crystal. Moore was born in Dundalk, County Louth, and is a graduate of University College Dublin and George Washington University. He holds an MBA and Ph.D.

**GEORGE C. MOORE**

**Chairman & CEO
Targus
Information
Corporation
Private Company**

Mutual of America is one of the biggest life insurance companies in the U.S., serving health, education, humanitarian and government communities, and since 1992 Moran has been president and chief operating officer.

The dynamic Moran is a native New Yorker, and attended Manhattan College, earning a BS in mathematics. Moran teamed up with Mutual in 1975 as a pension underwriter, and has since served the company in a variety of areas. One of his innovative ideas was a new Hotline system, whereby clients have on-line access to their records, reducing paperwork and thus saving money. Moran is a member of the Life Insurance Council of New York. He also finds time to serve on the boards of various charitable associations. He is a member of the Ireland Chamber of Commerce.

Moran's grandparents were Irish, hailing from Counties Fermanagh and Cavan. He and his wife live in New York.

**THOMAS J. MORAN**

**President & COO
Mutual of America**
Revenue: N/A
Employees:
1,000

**DENIS F. MULLANE**

Chairman of the Board
Connecticut Mutual
 Revenue:
\$1.25 billion
 Employees:
6,000

Since joining Connecticut Mutual in 1956 as an insurance agent, Mullane has had a stellar career with the company. In recent years when the insurance industry faced serious challenges, Mullane managed to retain the strong financial rating of Connecticut Mutual. He served as CEO and president until 1993, when he was elected chairman of the board. His many years' work in the industry were rewarded when Mullane was the 1987 recipient of the John Newton Russell Award, the industry's highest individual honor given for a lifetime contribution to the industry.

Mullane is a native of New York, and after graduating from the U.S. Military Academy at West Point, he served with the U.S. Army in Germany. A third-generation Irish American, Mullane has long been active in civic, community and church-related affairs. In 1981 Mullane was dubbed a Knight of St. Gregory, the highest honor conferred by the Pope to a Catholic lay person.

**JOHN J. MURPHY**

Chairman & CEO
Dresser Industries, Inc.
 Revenue:
\$4.9 billion
 Employees:
27,000

Headquartered in Dallas, Texas, Dresser is a leading global supplier serving the hydrocarbon energy industry. The company's highly engineered and integrated products and technical services are primarily used in oil and gas drilling, production and transmission, petroleum refining and marketing, and petrochemical production. The company has undergone a complete turnaround from the mid-80s, when large losses were recorded, and this is mostly attributed to Murphy, who took over as president in 1982. A year later, Murphy was named chairman and CEO.

The son of an Irish immigrant father, Murphy was born in Olean, New York, in 1931. He earned a degree in mechanical engineering from Rochester Institute of Technology, and an MBA from SMU. His entire career has been spent at Dresser — he worked there during summer while he was at school, and signed up with them as an engineer upon graduation in 1952.

**JOSEPH M. MURPHY**

Chairman
Country Bank
 Employees: 30
 Assets:
\$50 million

In addition to being chairman of Country Bank, Murphy is also chairman of Value Investors, Inc., and is owner and operator of this \$70 million investment and real estate advisory management company. Since 1970, Murphy has been president of The Lambert Brussels Corporation and The Lambert Brussels Real Estate Corporation, which are responsible for the U.S. operations of the \$2.5 billion in capital of Groupe Bruxelles Lambert, which was the first foreign bank to access the New York Stock Exchange.

Murphy's directorships, trusteeships and club memberships are too numerous to mention, but he was appointed by then-President George Bush to serve on the National Board of the Fund for the Improvement of Secondary Education. Murphy is also chairman of the Fire Department of New York Emerald Society's Great Hunger Memorial Fund, which will commemorate the 150th anniversary of the Famine in 1995. Murphy is a graduate of Iona College, and was awarded an honorary Doctorate of Law from that establishment in 1983. His parents came from Counties Cork and Tipperary.

Sara Lee is a household name in America, known for its cakes and pastries. A leader in the market, it has recorded steadily increasing sales, and seen continued expansion.

Sara Lee has two Irish operations — in Killamey, County Kerry and Mullingar, County Westmeath.

Michael Murphy himself has roots in County Kerry, where his mother, Bridie Curran, was born. His father's family came from County Cork, and Murphy himself started life in Winchester, Massachusetts.

He attended Boston College and Harvard Business School, and earned a BS, BA and MBA.

Murphy is married with three children. The family lives in Chicago.

**MICHAEL E. MURPHY**

Vice Chairman & Chief Financial & Administrative Officer
Sara Lee Corp.
 Revenue:
\$15.3 bil.
 Employees:
138,000

Terry Murphy's mother told him when he was growing up never to play in the streets. He's glad he didn't listen, he says. Murphy played on the streets in Torrance, California, and the experience stood him in good stead, as he went on to start a grassroots events management company which grew in prestige until it now boasts a partnership with both NBC and the NBA (National Basketball Association). Murphy is now planning to hold an NBA three-on-three event in both Dublin and Belfast.

Murphy's grandparents were Irish, and came to America from Counties Cork and Kerry. Though he is now based in Dallas, Texas, Murphy attended San Jose State University, where he earned a BA in English. He is married with three children.

**ROBERT TERRENCE MURPHY**

Chairman & CEO
Streetball Partners International
 Revenue:
\$10 million
 Employees: 72

The Providence, Rhode Island, company Fleet Financial has a strong market position and is enjoying success with Terrence Murray at the helm. A 1962 Harvard graduate with a BA in English, Murray's career in the financial world has been recognized by various institutions over the years. Murray received honorary doctorates in business administration from Roger Williams College, Johnson and Wales University, and Bryant College. He received an honorary doctor of laws degree from the University of Rhode Island, and an honorary doctor of commercial science degree from Providence College.

He was named New Englander of the Year by the New England Council, and New England Business person of the Year by New England business magazine.

He is a fourth-generation Irish American whose ancestors came from Counties Roscommon and Leitrim. He is married with five children.

**TERRENCE MURRAY**

Chairman, President & CEO
Fleet Financial Group
 Revenue:
\$488 million
 Employees:
24,000

**CARY J. NOLAN**

**President & CEO
Picker
International**
Revenue:
\$1 billion
Employees: 5,000

Picker International is at the forefront of new technological and industry advances in the field of medicine. In the U.S., health care reform stalled the medical imaging equipment market, but by expanding international markets Picker avoided the slump. In 1993, Picker introduced nuclear medicine systems in Japan, for instance. Picker is also a leader in the fight against cancer, developing advanced solutions linking accurate cancer diagnosis with precise radiation treatment.

Picker is a subsidiary of the General Electric Company, and has a subsidiary in Dublin.

Nolan is third-generation Irish American, and says his ancestors hailed from County Cork. Born in Baltimore, Maryland, he is a graduate of the University of Notre Dame. He is married with five children, and lives in Ohio.

**PAUL C. O'BRIEN**

**Chairman
NYNEX-New
England**
Revenue:
\$4 billion
Employees:
22,000

Formerly chairman and president of NYNEX Material Enterprises, O'Brien was elected executive vice president and chief operating officer of New England Telephone in Boston. In June 1993 he was elected chairman of the board of NYNEX-New England.

Born in New York City in 1939, he is a second-generation Irish American, with both grandparents from County Clare. He is a graduate of Manhattan College, with an MBA from New York University. He also holds three honorary PhDs. From 1961 to 1964 he served in the United States Air Force and rose to the rank of captain. Holding many directorships, O'Brien is a board member of the American Ireland Fund, and a member of the Society of Friendly Sons of St. Patrick in New York City. He is married with four daughters and lives in Concord, Massachusetts.

**THOMAS H. O'BRIEN**

**Chairman & CEO
PNC Bank Corp.**
Revenue:
\$2.8 billion
Employees:
21,000

PNC is said to be a no-nonsense, hard-working bank, and that description also seems to fit its chief executive officer, Thomas O'Brien. His message to the shareholders commits the bank to continuing its record of profitable growth.

O'Brien was appointed to the board of directors and elected vice chairman in 1983 and chairman in 1988. He also worked for the bank's predecessor, Pittsburgh National Bank, which he joined in 1962. Besides his full schedule at work, O'Brien serves on the boards of directors of Bell Atlantic Corp. and Hilb, Rogal & Hamilton Co. and is a member of the Association of Reserve City Bankers.

He is interested in the economic growth of his native Pennsylvania too, serving on the board of the Pennsylvania Economic Development Partnership. Many community, civic, cultural and educational organizations also benefit from his expertise, and his work has been recognized with numerous awards.

O'Brien is a graduate of the University of Notre Dame with a BS degree in commerce, and earned his master's in business administration from Harvard in 1962. A third-generation Irish American, O'Brien is married with three children.

Commonwealth Edison is owned by about a quarter million shareholders, and O'Connor is answerable to all of them. The company is responsible for the production, transmission and sale of electricity to both wholesale and three million retail customers.

O'Connor is from Chicago, a fifth-generation Irish American who is a former Grand Marshal of the Chicago St. Patrick's Day Parade. He is also a former holder of the "Outstanding Chicagoan of Irish Descent" award.

O'Connor is a member of the Irish Fellowship Club of Chicago, and is a past chairman of the Club. He earned a BS at Holy Cross College in 1958, and an MBA at Harvard University in 1960. He attended Georgetown Law School, and earned a JD in 1963.

O'Connor is married with three children, and is very proud of his Irish heritage. "Pride in being Irish is one of the special legacies passed on by my parents," he says, "and something that has become equally important to my children."

The transition from ranching in Colorado to advertising in New York City would not appear to be a natural one—but it worked for G. Kelly O'Dea. The Chicago native was raised in the West and moved to New York 20 years ago, beginning his career as a copywriter and account executive. He has since managed a broad range of accounts such as Ford and General Foods.

In 1992 he was appointed to his current position, becoming responsible for O&M's service to multinational clients. And in a remarkable coup for O&M, the biggest account win in advertising history was a result of the work of O'Dea. IBM, the computer giant, dropped its 40-something advertising agencies and consolidated its global advertising account at O&M.

O'Dea is a third generation Irish American, with roots in Counties Clare, Tipperary and Dublin, who regularly marches in the New York St. Patrick's Day parade. He enjoys skiing and off-shore yacht racing, and lives with his wife, Karen, and two daughters, Tierney and Lauren.

O'Gorman joined United Jersey Banks in 1969, moving steadily through the ranks in various positions before being appointed president of UJB/Northwest in 1978. Moving to another region, he became president, chairman and chief executive officer of UJB Central, N.A. in 1989, and was recently appointed to his current position. He also serves as president of the Central Region of UJB.

O'Gorman, not surprisingly, has a background in economics and banking, earning a BA in economics from Iona College in 1959 and an MBA in bank management from Fairleigh Dickinson University in 1981.

Born in New York, O'Gorman is first-generation Irish American, whose parents come from Counties Cork and Tipperary. He is a member of the Friendly Sons and Daughters of St. Patrick of Mercer County, and has earned various civic awards. He is married with four children.

**JAMES J. O'CONNOR**

**Chairman & CEO
Commonwealth
Edison Company**
Revenue:
\$5.3 billion
Employees:
18,600

**G. KELLY O'DEA**

**President,
Worldwide Client
Service
Ogilvy & Mather
Worldwide**
Revenue:
\$6.1 billion
Employees:
7,000

**JOHN J. O'GORMAN**

**Senior Executive
Vice President
UJB Financial**
Revenue: \$14.5
billion in assets
Employees:
6,219

**DEAN R. O'HARE**

Chairman & CEO
The Chubb
Corporation
Revenue: \$4.2
billion
Employees:
10,000

An insurance holding company based in Warren, New Jersey, the Chubb Corporation deals mainly in property and casualty insurance, life and health insurance, and real estate development. In spite of difficult conditions in the market, Chubb has continually expanded its success both domestically and abroad. With conservative tactics and keen foresight, this company has impressively managed to succeed amidst sometimes volatile economic

conditions in which real estate is the first to be affected. Dean O'Hare was born in Jersey City, New Jersey, in 1942, and is a 1963 graduate of New York University, with a BS in financial management. He joined Chubb that same year. He received an MBA from Pace University in 1969. He is a director of Co-operation Ireland, and is married with two children.

**JEREMIAH F. O'LEARY**

Senior Vice
President
Chemical Bank
Revenue/equity:
\$11.2 billion
Employees:
40,000

Jeremiah F. O'Leary, from County Kerry, is senior vice president and general manager of Global Securities Services for Geoserve, Chemical Bank's operating services group. O'Leary joined Chemical Bank in 1976, and since then has held various management positions in the Finance, Consumer, Operations and Financial Services division of the bank. In 1987, O'Leary was promoted to senior vice president, and when Chemical Banking Corporation merged with Manufacturers Hanover Corporation in 1991, he assumed his current position. Chemical Bank has a subsidiary in Dublin.

O'Leary is a founding member of the Ireland Chamber of Commerce, USA. He also serves on various banking committees.

O'Leary received a BBA degree from Manhattan College, and is a certified public accountant. He lives in Yardley, Pennsylvania, with his wife and four sons. "I am honored to be included among those of Irish heritage who have made a contribution to American business," says O'Leary.

**SHAUN F. O'MALLEY**

Chairman &
Senior Partner
Price Waterhouse
Revenue:
\$1.3 billion
Employees:
12,438

A senior partner of the U.S. firm of Price Waterhouse and joint chairman of the Price Waterhouse World Firm, Shaun O'Malley has spent most of his colorful career with multinational companies in a range of industries, and has extensive experience advising clients on domestic and international business issues.

The president of the Financial Accounting Foundation from 1990 to 1992, O'Malley currently serves on the Securities and Exchange Commission's Emerging Markets

Advisory Committee, the Advisory Board of the National Center on the Educational Quality of the Workforce, and the Ethics Resource Center Board.

He joined Price Waterhouse in 1959, was admitted to the partnership in 1970, and named partner in charge of the Philadelphia office in 1980. O'Malley was elected the U.S. firm's senior partner in 1988, was named CEO of the World Firm in 1990, and joint chairman in 1992.

O'Malley attended the Wharton School of Economics. He and his wife have three children.

The New York Cotton Exchange has had a year of expansion and growth, acquiring the New York Futures Exchange, Inc. (NYFE), and opening a branch in Ireland after applying to the Commodity Futures Trading Commission.

The FINEX EUROPE division of NYCE started operations in Dublin in June of this year to facilitate trading activities in U.S. Dollar Index futures and options during European trading hours. The new division is attracting a lot of attention not only from the United States but also within Europe.

O'Neill was educated at Manhattan College and Adelphi University and joined NYCE in 1970, moving up through the ranks in various executive positions before being elected president in 1984. He holds directorships in the National Futures Association, the National Association of Futures Trading Advisors, and the Commodities Exchange Center. A second-generation Irish American, O'Neill is married and has five children.

Alcoa is the world's largest producer of aluminum products for the packaging, aerospace, automotive, chemical and construction industries. The company has 163 operating and sales locations in 23 countries.

Paul O'Neill has been at the helm as chairman and CEO since 1987, and modestly attributes his astounding success to "Irish good luck."

A native of St. Louis, Missouri, O'Neill holds a BA in economics from Fresno State College and a master's in public administration from Indiana University. His career began in engineering — he worked for Morrison-Knudson in Alaska, and then moved back into the world of economics, serving on the staff of the U.S. Office of Management and Budget for ten years, until 1977. O'Neill joined the International Paper Company that year, becoming president before leaving to join Alcoa.

The average annual return for shareholders has been 31 percent against an average 21.4 percent in the industry, since O'Reilly became CEO of H.J. Heinz 15 years ago. H.J. Heinz Company achieved record net income and earnings per share in 1992. O'Reilly joined H.J. Heinz in America in 1971 as senior vice president, and in 1979 became president and CEO. He has various business interests, including Independent Newspapers in Ireland, media properties in Australia, and Fitzwillton Holdings, an investment group.

A Dublin native, O'Reilly first gained fame on the international rugby field, but his proficiency was not confined to rugby, which was evident when he became CEO of the Irish Dairy Board. He was named "Irish American of the Year" in 1992 by *Irish America*, and is involved in various charitable and cultural organizations, including the American Ireland Fund, which he founded to promote cultural and economic renewal in Northern Ireland and the Republic.

**JOSEPH J. O'NEILL**

President & CEO
New York Cotton
Exchange
Revenue:
\$24 million
Members: 120

**PAUL O'NEILL**

Chairman & CEO
Aluminum
Company of
America (Alcoa)
Revenue:
\$9.9 billion
Employees:
65,600

**ANTHONY O'REILLY**

Chairman,
President & CEO
H.J. Heinz
Company
Revenue:
\$7.1 billion
Employees:
35,500

**SEAN F. ORR**

Senior Vice
President & CFO
Frito-Lay, Inc.
(Div. PepsiCo,
Inc.)

Revenue:
\$5 billion
Employees:
28,000

The PepsiCo family is famous for global mass marketing of snack foods and beverages. Frito-Lay, which sells about 45 percent of the potato chips Americans buy, is an important part of the PepsiCo business, and as senior vice president and chief financial officer, Orr is responsible for the steady growth of the division over the past five years, racking up an 8 percent increase in sales. This was the largest advance in a decade, and more than twice the rate of growth for the entire U.S. snack chip industry. And PepsiCola International, another PepsiCo division, has a concentrate plant in County Cork, a joint venture with 7Up International.

Orr is a native of New York, and earned a BA in mathematics from Boston College. He is second-generation Irish American, with grandparents from Counties Galway, Cork, and Kerry. Orr and his wife live in Texas.

**DONALD E. PANOS**

Founder,
Chairman & CEO
Elan Corporation
plc.

Revenue:
\$135 million
Employees: 757

Elan Corporation, founded in 1969 by Panoz, has now become one of the world's leading pharmaceutical research and development companies with subsidiaries in Europe — including Ireland — the Pacific basin and the U.S. The company has set a Wall Street record by posting four consecutive years of 100 percent increase in profits.

Panoz is also founder, chairman and CEO of Chateau Elan, Ltd., an Atlanta-based winery and resort featuring a 150-bedroom inn and conference center.

Though he is an Irish citizen, Panoz was born in Ohio and grew up in West Virginia, attending Greenbrier Military Academy, Pitt University and then Duquesne in Pennsylvania.

Panoz was awarded an honorary Doctorate of Law from Trinity College, Dublin, and was appointed Lecturer of Pharmacy at the University of Georgia. The Irish Management Institute gave Panoz the Chairman's Award for Leading Industrialist.

**PAT PURCELL**

President & CEO
News America
Publishing, Inc.

Revenue:
\$1.3 billion
Employees:
2,500

Purcell has vast experience in the world of publishing, and though he is probably best known as the owner and publisher of the *Boston Herald*, as president of News America Publishing, Inc., he also publishes the nation's best-selling weekly magazine, *TV Guide*.

Purcell joined the company in 1980 as associate publisher of the *Village Voice*, before moving to the *New York Post*. His newspaper expertise was broadened by a ten-year stint in advertising sales with the *New York Daily News*. Born in New York, Purcell attended St. John's University, where he earned a BBA, then Hofstra University where he earned his MBA. He was awarded honorary degrees from both institutions in later years.

A member of many charitable and civic organizations, Purcell is on the board of the United Way and the John F. Kennedy Library Foundation. He is a member of the American Ireland Fund. He is married with four children and his father comes from County Waterford.

E.I. du Pont de Nemours & Company is one of the highest ranking companies on the Fortune 500 listings year after year — reflecting its position as a global giant which spans six continents, with worldwide operations in petroleum, chemicals, polymers, fibers and coals. The company has an Irish subsidiary in Derry.

Quindlen joined the accounting division of du Pont in 1954, before being called for service in the U.S. Navy. He returned to work with du Pont three years later and moved steadily through a number of executive financial positions before being named CFO in 1984. In 1992 he became a member of the Office of the Chairman.

Born in Philadelphia, Quindlen graduated from Villanova University with a BS in economics and later received an MBA from Drexel University. Quindlen is involved with numerous civic groups, and is married with five children. His grandparents on both sides hailed from County Cork.

**JOHN J. QUINDLEN**

Senior Vice
President & CFO
Du Pont

Revenue:
\$40 billion
Employees:
144,000

Ayer, the oldest advertising agency in the U.S., has been in continuous operation since 1869 and is celebrating its 125 anniversary in 1994. It has created some of the most popular TV advertising currently running. Mary Lou Quinlan, the recently appointed president is sure to continue that tradition.

Quinlan, from Philadelphia, attended St. Joseph's University, where she earned a BA in English, and then Fordham University to study for an MBA in marketing. Her philosophy for success is simple: "Work hard at what you love."

Quinlan a third-generation Irish American. "Be sure you can always go home at night, look in the mirror, and feel proud of what you did," she says.

**MARY LOU QUINLAN**

President
AYER Advertising
Revenue:
\$835 Million
Employees: 479

Quinlan started at the world's largest food service organization at the bottom — working in one of McDonald's 14,000 restaurants. He worked his way up through the ranks from restaurant manager to vice president to the apex of the corporate structure. McDonald's, through franchises, continues its global expansion into more than 62 countries under Quinlan's watchful eye. Quinlan has been CEO since 1987.

Born in Chicago in 1944, Quinlan received a BS and MBA from Loyola University, where he now serves on the board of trustees.

Extremely active in charitable activities, Quinlan is also a member of the Irish Fellowship Club of Chicago. A third-generation Irish American who traces his ancestors to Counties Limerick and Wexford, Quinlan is married and has two children.

**MICHAEL R. QUINLAN**

Chairman & CEO
McDonald's
Corporation
Revenue:
\$19.9 billion
Employees:
168,000

**MICHAEL J. ROARTY**

Consultant to
Anheuser-Busch
Companies, Inc.
Revenue:
\$13.1 billion
Employees:
44,800

One of every four beers sold in America is a Budweiser, Bud Light or Bud Dry, and Anheuser-Busch now produces and markets 14 brands of beer compared to three just a few years ago. Michael Roarty, recently retired executive vice president of Corporate Marketing and Communications for Anheuser-Busch, now advises his company on Irish American activities, industry affairs, advertising and related matters.

Born in Detroit, he is a graduate of the University of Detroit and spent two years in the army prior to joining Anheuser-Busch.

With parents from Counties Mayo and Donegal, he has close ties to Ireland, notably through the Budweiser Irish Derby, one of the richest horse races in Europe in which he was a prime investor, and as president of the Ireland United States Council for Commerce and Industry.

**EDWARD J. ROBINSON**

President & COO
Avon Products,
Inc.
Revenue:
\$4 billion
Employees:
30,000

Avon Products is a household name in the 119 countries worldwide in which they operate. One of the company's greatest strengths is its ability to develop high-quality but affordable products for women — everything from makeup to costume jewelry. Continuous expansion has seen Avon develop 12 new markets in recent years. The company has a successful Irish subsidiary in Portlannington, County Laois.

Robinson was born in White Plains, New York, and graduated from Iona College.

His college later awarded him the Brother Arthur Loftus Award and an Annual Trustee Award.

Robinson is first-generation Irish American; his parents came from County Sligo. He is married and has one child.

**PHILIP ROONEY**

President & COO
WMX
Technologies,
Inc.
Revenue:
\$9.5 billion
Employees:
70,000

WMX Technologies is a world leader in providing comprehensive solid and hazardous waste management and environmental services. It has approximately 12 million residential customers and a million commercial clients in North America, and over 17 million residential and commercial customers abroad.

Philip Rooney joined Waste Management in 1969, where he was elected vice president in 1971, senior vice president in 1975, was named to the Board of Directors in 1981, and became president and COO in 1984. He became chairman of the board of Rust International, Inc., an environmental and infrastructure engineering and services company, in 1993. He graduated magna cum laude, receiving a Bachelor of Arts degree from Saint Bernard College in Cullman, Alabama.

With Irish roots in County Limerick, Rooney is a member of the Ireland Chamber of Commerce, USA, and is married with four children.

An insurance holding company with operations in every state in the U.S., as well as Europe, Canada and the Pacific, Aon Corporation is headquartered in Chicago.

Patrick Ryan owns 13.5 percent of the stock of Aon, which means "one" in Gaelic. Ryan started in the insurance business as an agent for Penn Mutual, later forming his own company in 1964, Pat Ryan & Associates. In 1982 he merged with Combined International to form Aon.

Born in Wauwatosa, Wisconsin, Ryan attended Northwestern University where he earned a degree in finance, and is now vice chairman and trustee of that university. He also serves as a director of the First Chicago Corp. and the First National Bank of Chicago. His Irish roots are based in County Tipperary. Ryan is married and has three children.

**PATRICK G. RYAN**

Chairman,
President & CEO
Aon Corporation
Revenue:
\$3.8 billion
Employees:
21,000

Under Sandner's leadership, the Chicago Mercantile Exchange set an all-time trading volume record in 1993, surpassing 146 million contracts valued at nearly 100 trillion dollars.

John Sandner played a critical role in GLOBEX, the international after-hours, electronic trading system launched on June 25 1992, becoming chairman in April 1993. He also worked to shape CME and industry responses to the 1987 stock market crash, testifying frequently before Congress on the value of CME's risk management products during volatile market episodes. In December 1992, President Clinton invited Sandner to participate in his economic summit in Little Rock, Arkansas, and Sandner served as the futures and options industry's sole representative.

He earned a Doctor of Jurisprudence from the University of Notre Dame, where he is a trustee and sits on the university's law association. He is a member of the American Ireland Fund. A third-generation Irish American, Sandner is married with seven children.

**JOHN F. SANDNER**

Chairman
Chicago
Mercantile
Exchange
Revenue:
\$150 million
Employees:
10,000

The Colgate-Palmolive Company's products are some of the world's most recognized brands, including Colgate toothpaste, Ajax, Murphy Oil Soap, and, yes, Irish Spring soap. The company has massive sales worldwide and a huge support network in the United States. Colgate-Palmolive has a subsidiary in Ireland. Shanahan, who hails from Ohio, is responsible for making sure the entire operation runs smoothly, and its growth in volume over the years is a testament to his talent. He was appointed company president within the last twelve months.

Shanahan graduated from Dartmouth College, where he earned a BA. A third-generation Irish American, he traces his father's family to County Tipperary. He has four children.

**WILLIAM SHANAHAN**

President & COO
Colgate-Palmolive
Company
Revenue:
\$7.7 billion
Employees:
25,000



JOHN F. SMITH, JR.

**President & CEO
General Motors
Corporation**
Revenue:
\$138.2 billion
Employees:
700,000

General Motors is the world's largest full-line vehicle manufacturer, making and selling cars and trucks worldwide. Other business interests include electronics, telecommunications and information technologies.

The big three American car manufacturers have had their share of hard times due to foreign competition in recent years, but General Motors has pulled out of the slump to emerge stronger than ever.

John Smith was born in Worcester, Massachusetts. He obtained a bachelor's degree in administration from the University of Massachusetts and a master's in business administration from Boston University. Smith was later awarded honorary doctoral degrees from both of those universities, and another from Providence College.

A second-generation Irish American, his father John F. Smith, Sr.'s family came from Cavan and Clare. His mother, Eleanor Catherine Sullivan's family were from Kerry. Smith is married and has three children.



G. CRAIG SULLIVAN

**Chairman of the Board, President & CEO
The Clorox Company**
Revenue:
\$1.6 billion
Employees: 4,700

The Clorox Company is an international company whose main business is developing, manufacturing and marketing premium quality consumer products sold in grocery stores and other retail outlets. Products of the company are sold internationally in 94 countries.

As chairman of the board, president and CEO, Sullivan has the overall responsibility for directing this Fortune 500 company's total business. He has been with Clorox since 1971, when he joined the sales department. Before coming to Clorox, Sullivan held various sales management positions with the Procter & Gamble Company and American Express.

Born in Huntington, New York, a graduate of Boston College, Sullivan is a self-professed "red-blooded Irish boy" and considers his Irish heritage very important. He is third-generation Irish American with great-grandparents from County Cork, and is married with three children.



THOMAS J. SULLIVAN

**Executive Vice President
McGraw-Hill, Inc.**
Revenue:
\$2 billion
Employees:
13,393

McGraw-Hill is a multimedia publishing and information services company that has been in operation for over 100 years. It serves worldwide markets in business, education, industry and government, and has an Irish subsidiary, McGraw-Hill Data Services, in County Galway.

Thomas J. Sullivan was appointed executive vice president of administration for McGraw-Hill in June 1986. He is responsible for manufacturing, purchasing, travel, operating services, information systems and technology and circulation. Sullivan joined the company in 1965, and in 1977 was appointed senior vice president and executive assistant to the president. An accounting graduate of St. Peter's College, he received a JD degree from Seton Hall University School of Law.

With parents from County Cork, Sullivan is a charter member of the Ireland Chamber of Commerce, USA, and a member of the Friendly Sons of St. Patrick. He is married and has two children.

Anne Sweeney is the unassuming executive behind media mogul Rupert Murdoch's newest venture — cable TV. Murdoch, who owns the successful Fox network, is relying on Sweeney to make this business as profitable as his others. The new network, called FX, was previewed in 18 million homes in June. Sweeney is also working on developing a Fox movie channel using the 20th Century Fox film library.

Born in Hudson, New York, she earned a BA at the College of New Rochelle, and a master's in education from Harvard in 1980. Sweeney came to FX from Nickelodeon, the children's cable network.

"People who work directly for her love her," says a former boss of Sweeney's. "Those who don't just see the drive." After 12 years at Nickelodeon, Sweeney says the decision to leave was a difficult one. "But I've always dreamed of starting something from scratch."

John Tierney was elected chairman of Chrysler Financial Corporation in 1987, and has overall responsibility for the direction of the corporation, one of the nation's leading non-bank financial services company. CFC provides car and truck financing to automotive dealers and customers, commercial and industrial leasing and financing, commercial property loans and property and inventory insurance.

Before joining Chrysler, Tierney spent 24 years with American Motors Corporation in numerous management and executive positions. A native of Detroit, Tierney is a cum laude graduate of the University of Detroit, and is a certified public accountant.

Tierney is vice-chair of the board of trustees for Siena Heights College in Michigan, and a director of the American Financial Services Association. His grandparents came from Counties Roscommon and Limerick. He is married and lives in Bloomfield Hills, Michigan.

Merrill Lynch & Co., Inc. is a worldwide financial services corporation which has been in business for 109 years. Daniel P. Tully has spent his entire business career at Merrill Lynch, which he joined in 1955, beginning in the accounting department. After his grounding in the firm's operations functions, he entered the Merrill Lynch Training School and in 1959 became an account executive. He was appointed manager of the Stamford office in 1970 and was elected as a Merrill Lynch vice president in 1971. He served as president and COO since June 1985 and became CEO in 1992 and chairman of the board in 1993.

Tully's accomplishments include serving as president of the Ireland United States Council for Commerce and Industry from 1990 to 1992, and as vice chairman of the American Stock Exchange from 1984 to 1986. He is currently a director of the New York Stock Exchange and a board member of the New York Racing Association. A graduate of St. John's University, Tully is married with four children and seven grandchildren.



ANNE SWEENEY

**Chairman & CEO
FX Cable Network**
Revenue: N/A
Employees: N/A



JOHN P. TIERNEY

**Chairman & President
Chrysler Financial Corporation**
Revenue: \$60.3 billion (financing)
Employees: 3,000+



DANIEL P. TULLY

**Chairman & CEO
Merrill Lynch & Co., Inc.**
Revenue:
\$13.4 billion
Employees:
40,000

**JOSEPH M. WALSH**

Chairman & CEO
Curtis Circulation
Company
 Revenue:
 \$550 million
 Employees: 525

A worldwide exporter of magazines, the Curtis Circulation Company represents 25 percent of the retail sales volume of magazines sold in the U.S. and Canada. Co-owned by Walsh and Matra Hachette, a French multimedia company, Curtis Circulation is the largest distributor of consumer magazines, with more than 200,000 retailers in North America. Among many of the prominent publications distributed by Curtis are

Business Week, Newsweek, Ladies' Home Journal and U.S. News & World Report.

Born in New York and an alumnus of Iona College, Walsh graduated with a degree in accounting. He is a member of Project Children and the Irish American Partnership, and has been awarded the Anti-Defamation League Distinguished Service Award. A first-generation Irish American whose parents are from County Cork, Walsh, his wife and five children became Irish citizens several years ago.

**PATRICK J. WARD**

Chairman,
President & CEO
Caltex Petroleum
Corp.
 Revenue:
 \$17 billion
 Employees:
 7,800

This group of companies market an array of petroleum products around the world, in places such as Africa, Asia, the Middle East, Australia and New Zealand. A joint venture between Texaco and Chevron, the Dallas-based Caltex Petroleum Corporation has become an incredible success in the marketplace. As a member of the World Economic Forum and a governor of the World Energy Council, Ward brought his excellence and expertise to Caltex.

Earning degrees in accounting and economics from Fordham University and New York University, respectively, Ward began his successful career at Caltex in 1948 and served in various domestic and international positions. He became CEO in 1990. A native New Yorker, Ward lives in Dallas with his wife and five children. His parents emigrated from Ireland, his mother from County Tipperary and his father from County Donegal.

The name Sheraton implies classy, up-market luxury hotels, but ITT Sheraton is a diversified, global enterprise engaged in three major business areas: financial and business services, manufactured products and Sheraton Hotels.

Recently the corporation branched into the gaming industry, acquiring the Desert Inn properties in Las Vegas, and entered into a partnership agreement for the 50 percent ownership and operation of four hotels to be constructed at the Universal Studios Florida expanded theme park in Orlando.

And ITT Sheraton has bought a group of 35 luxury hotels throughout Europe, now operating in 87 countries.

Weadock was appointed to his present position in 1993. He joined ITT in 1961, and served in various management positions in both Europe and America. Born in New York City, Weadock holds a bachelor of science degree in finance from Fordham University. He and his wife, Florence, have four children.

**DANIEL P. WEADOCK**

President & COO
ITT Sheraton
 Revenue:
 \$22.8 billion
 Employees:
 125,000

Jack Welch's energy and ideas have allowed him "to do what so many haven't — take a large, complex and mature company with a problematic future and restore its greatness," said *Chief Executive* magazine. In 1993, his fellow CEO's selected Walsh as Chief Executive of the Year for the publication's annual feature.

Since 1981, GE's revenues under the leadership of Walsh have more than doubled to \$62 billion, and profits have almost tripled. "If you're not fast, you can't win," Walsh has said, and his style is so successful it has been the subject of a book called *Control Your Destiny or Someone Else Will*.

Born in Peabody, Massachusetts, Walsh has a degree in chemical engineering from the University of Massachusetts and post-graduate degrees from the University of Illinois. He is second-generation Irish American, and was on hand to accept an Irish Ellis Island Medal of Honor, which pays tribute to the achievements of different ethnic groups.

**JOHN F. WELCH, JR.**

Chairman & CEO
General Electric
Co. (USA)
 Revenue:
 \$62.2 billion
 Employees:
 230,000

Unity Life Salutes

John F.X. Mannion

for making the Irish America 100 — again!
 And congratulates all of this year's honorees



Unity Mutual Life Insurance Company, One Unity Plaza at Franklin Square, Syracuse, New York 13250-5000

Keeping promises for over 90 years

John F.X. Mannion
Chairman of the Board,
President & Chief Executive officer

Patrick A. Mannion
Executive Vice President &
Chief Operating Officer

THE WHITE HOUSE
WASHINGTON

November 14, 1994

MEMORANDUM TO NANCY SODERBERG

FROM: MARCIA HALE ~~Walt~~

SUBJECT: Northern Ireland Trade Mission

The following is a list of eight elected officials who I would recommend for the Trade Mission to Northern Ireland. I would suggest inviting five of them to accompany Secretary Brown.

Mayor Ed Rendell
Philadelphia, PA
(215) 686-2181

Mayor Thomas Menino
Boston, MA
(617) 635-4000

Mayor Richard Daley
Chicago, IL
(312) 744-3300

Mayor Frank Jordan
San Francisco, CA
(415) 554-6141

Mayor Dick Riordan
Los Angeles, CA
(213) 847-2489

Mayor Kurt Schmoke
Baltimore, MD
(410) 396-3835

Mayor Rudy Guiliani
New York City, NY
(212) 88-3000

Mayor Joe Riley
Charleston, SC
(803) 577-4727

Please contact me if you have questions about anyone on this list.

cc
To Kathy Stevens + Redman
pls ~~add~~ add to packet
for ncs to Brown. Let's
talk on wed.

**OFFICE OF THE SECRETARY
OFFICE OF POLICY AND STRATEGIC PLANNING
THE DEPARTMENT OF COMMERCE**

14th and Constitution Avenue, N.W., Room 5834
Washington, D.C. 20230
(202) 482-4127
(202) 482-4191 FAX

TO:

Nancy Loderburg

FROM:

Jonathan Deltit

FAX NO.:

456-9690

NUMBER OF PAGES INCLUDING COVER:

3

MESSAGE:



UNITED STATES DEPARTMENT OF COMMERCE
Office of the Secretary
Washington, D.C. 20230

The Honorable Nancy Soderberg
Special Assistant to the President and NSC Advisor
The White House
Washington, D.C. 20500

VIA FACSIMILE

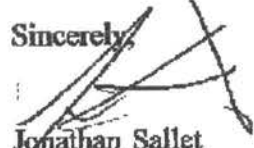
December 7, 1994

Dear Ms. Soderberg:

As part of the preparations for the Presidential Trade and Investment Mission to Northern Ireland and the Republic of Ireland, the Department of Commerce is planning a Send-Off Event for delegates on Monday, December 12 (day of departure). I am writing to invite you to be a speaker at the Send-Off Event, which will consist primarily of a mission briefing and will be attended by Secretary Brown and delegation members, the British and Irish Ambassadors, Senior White House officials, and others to be determined.

Enclosed is a draft agenda. I hope that you can join us.

Sincerely,


Jonathan Sallet
Assistant to the Secretary
and Director, Office of
Policy and Strategic Planning

**PRESIDENTIAL TRADE AND INVESTMENT MISSION
TO NORTHERN IRELAND AND THE REPUBLIC OF IRELAND
SEND-OFF EVENT**

**U.S. Department of Commerce
Monday, December 12, 1994 - 12:00 p.m.**

12:00 p.m. LUNCHEON WITH IRISH AND BRITISH AMBASSADORS
Informal buffet luncheon with brief remarks by Irish and British Ambassadors.

1:15 p.m. MISSION BRIEFING

Welcome	—	Secretary Ronald H. Brown
Goals & Objectives	—	Chuck Meissner Assistant Secretary, International Economic Policy Jonathan Sallet Director, Office of Policy and Strategic Planning
Overview of Mission	—	Melissa Moss Assistant to the Secretary, and Director, Office of Business Liaison
Policy Briefing	—	Anthony Lake Assistant to the President for National Security Affairs Nancy Soderberg Special Assistant to the President and NSC Staff Director James Lyons International Fund for Ireland
Press Overview	—	Carol Hamilton Press Secretary
Security	—	??

3:00 p.m. DEPART FOR ANDREWS AIR FORCE BASE

To Nancy Soderberg

*Irish Times,
7 Dec. 94*

White House visit boosts Adams's status

From Conor O'Clery,
in Washington

THE Sinn Féin president, Mr Gerry Adams, entered the White House on foot yesterday and left over an hour later in a limousine, underlining his new status in the eyes of the US administration as a respectable political leader.

Mr Adams was invited to the 4 p.m. (2 p.m. Irish time) meeting by President Clinton's National Security Adviser, Mr Anthony Lake, to discuss "ways in which the peace process can be further advanced and economic prosperity can be promoted."

During the 75-minute get-together in Mr Lake's office,

Commerce Secretary Ron Brown dropped in for a quarter of an hour to discuss the investment conference in Belfast next week and a similar conference which will be chaired by President Clinton in Philadelphia.

Mr Adams said afterwards it was a very good meeting at which he had commended Mr Clinton's support for the peace process. The meeting was also attended by Ms Nancy Soderberg of the National Security Council.

Mr Lake told Mr Adams that the administration agreed the peace process needed momentum, and compared it with a bicycle which had to be kept

moving or it would fall over, according to a senior official.

When he emerged Mr Adams gave a brief account of the event in Irish to an uncomprehending White House press corps, then said in English that on this, the first occasion on which Sinn Féin had ever visited the White House, he wanted to put on record "our view that the British Government should leave our country."

The historic occasion got off to an inauspicious start. Mr Adams was at first refused admission when he arrived at the White House gates with his colleagues, Mr Richard McAuley, Ms Mairead Keane and Mr Kieran

Staunton, as he had no identification. "Nobody told us to bring ID," Mr Adams complained.

However, after a few minutes an official appeared to escort them in past two Christmas trees to the West Wing and past the Oval office, where Mr Clinton was working.

Mr Adams said that the issue of fund-raising had been touched upon and would be resolved. Later a senior White House official, asked if the Sinn Féin leader could raise funds on his next trip, said, "I wouldn't rule it out."

Mr Adams outlined Sinn Féin's complaints about not getting par-

ity of treatment from Britain with other parties in the peace process. He said that the level of participation of Sinn Féin in the investment conference next week was unacceptable, but stopped short of calling for a boycott.

Earlier the Sinn Féin leader met the incoming Republican chairman of the House of Representatives Foreign Affairs Committee, Mr Ben Gilman of New York, a long-time supporter of Irish causes. He told him that Britain had excluded Sinn Féin's senior leadership from the Belfast conference, which will be attended by a top US delegation led by Mr Ron Brown.

Daily Mail, 7th December 1994, Page 2

By CHRISTOPHER HILL and TONY BURNTON

SINN FEIN was on course to becoming Northern Ireland's wealthiest political party last night after being given permission to raise funds in America.

What looked like another breathtaking snub to John Major effectively hands the IRA's political wing the keys to a bottomless treasure chest filled by American supporters.

Gerry Adams, making the rounds of Washington's Congressional offices, learned of the reversal in policy during a meeting at the White House with Bill Clinton's top security advisor, Tony Lake.

Sinn Féin's President had hoped to meet Clinton face-to-face, a move he sees as the key to his elevation to the rank of world leader.

But the fund-raising switch is of equal significance, allowing him for the first time to use his high profile and clever tongue to beg Irish-Americans for cash.

His current three-month visa forbids him from engaging in fund-raising in America. But when it runs out early next year, he will be free to apply for another allowing him to launch his appeal.

A full-blown campaign on television, in newspapers and speeches across the length and breadth of America is likely to follow with anti-British feeling exploited to the full.

The move angered Tony Blair at Westminster, where Northern Ireland Secretary Sir Patrick Mayhew was told to leave Ireland heaven and earth to prevent the ban being lifted.

But with the special relationship between Washington and London now in tatters, Downing Street has less and less influence on American policies.

Adams was told that the ban would be dropped on those conditions.

He must publicly guarantee that no money raised in America will be used to buy weapons or explosives for IRA terrorists, no arms must be procured from American



Adams: White House meeting

CLINTON LIFTS THE BAN ON AN ADAMS DRIVE FOR DOLLARS



Joe Kennedy: Protest in London

And a political crisis nearer to home

JOHN MAJOR was left playing a waiting game over the future of the Ulster peace process last night after the Irish Republic looked set for an unexpected general election.

Efforts to form a fresh coalition collapsed after the abrupt withdrawal from talks by Irish Labour Party leader Dick Spring, who said there was no basis for further negotiations.

New Fianna Fáil party leader Bertie Ahern admitted that the dramatic turn of events meant there was no chance of the former coalition partners forming a new government.

A general election in the republic is now almost inevitable and while all the main parties are committed to the peace process, the delays caused by a campaign mean that it will be left making time.

Mr Spring pulled out of the talks following Irish revelations about outgoing Prime Minister Albert Reynolds's handling of a controversial top law office appointment.

According to the latest disclosures, Mr Reynolds asked former Attorney-General Harry Wheahan, who has been stopped for a day in extraditing a paedophile priest to Northern Ireland, to step down

Irish High Court. Mr Reynolds then went on to endorse the nomination publicly when Mr Wheahan refused to resign.

Labour believes the disclosure implicates other Fianna Fáil cabinet members. The Bill had been expected to elect a new premier yesterday, but there was no prospect of that after the last-minute collapse of the talks.

But Mr Spring is understood to have initiated immediate contacts with other opposition parties after his withdrawal from the discussions — opening up the possibility of a new coalition which might head off an election.

dealers, and there must be 'tangible evidence' of IRA movement towards general disarmament in Northern Ireland.

Adams was triumphant. 'After years of being demonised by the British we are dealing with the most important country in the world,' he said.

Among his allies in Congress was Joe Kennedy, who has been protesting in London for failing to provide Sinn Féin with an invitation to the approaching trade and

investment conference in Belfast. Kennedy and other congressmen threatened to organise pressure on US businessmen to boycott the Belfast conference.

In opposition to the ban being lifted, British diplomats pointed out that the notorious Ronald fund-raising group has for years been raising money for arms while claiming to be using it for humanitarian purposes. Largely discredited, the organisation has been reduced to

selling paper cups around Irish-American pubs. The Americans countered by claiming that dropping the ban was designed to help push the peace process.

Last night Tony Blair's aide Olga Matland, secretary of her party's backbench Northern Ireland committee said she was 'absolutely horrified'.

She said: 'This is another example of the possibility of the American State Department. Why does Sinn Féin want these

funds if it doesn't need arms any more? The three provisions seem totally inadequate — we will have to see now whether Gerry Adams will deliver.'

But former Northern Ireland minister Michael Bates was less critical.

He said: 'The conditions means that Adams has not been able to keep his current line which he has used with the British Government — that he is not moving on the question of arms.'

Daily Telegraph
7th December 1994
Page 12
LATE EDITION

Gerry Adams in 'symbolic' visit to the White House

By Maurice Weaver
in Washington

MR GERRY ADAMS, the Sinn Féin president, visited the White House last night, taking an important step towards full political respectability, even if he did not meet President Bill Clinton.

But it was a step in the right direction — "a visit that holds tremendous symbolism in its own right," said Mr Richard McAuley, a Sinn Féin official on the tour.

Mr Adams spent an hour — twice as long as planned — in what he called a "very good meeting" with Mr Anthony Lake, the President's national security adviser, and the Commerce Secretary, Mr Ron Brown.

Mr Adams discussed with Mr Lake the President's plans for a conference on Ulster investment, due in April, and urged him to press Britain to allow fuller Sinn Féin participation in a British-sponsored economic conference on Dec 13.

Mr Adams said he had not brought up the issue of fund-raising at the White House session but a Clinton administration official said that Mr Lake had raised it.

Mr Adams said later: "I am quite satisfied it will be resolved and it will be resolved satisfactorily for all concerned."

The US official told reporters that Mr Adams would not be allowed to raise funds on this visit but refused to rule out that he might in future trips.

As for meeting the US President, the Administration official said Mr Adams had not asked for such a meeting and "it is not something that is on the table right now."

URES

THE IRISH TIMES, Friday, December 2, 1994



Spring warns that further grenades rolling through the door could affect resumption of partnership

Solo runs by Albert

How will the church pay any future

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U.S. Department of Commerce
International Trade Administration

Office of the Assistant Secretary for
International Economic Policy

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FACSIMILE TRANSMITTAL FORM
UNCLASSIFIED DOCUMENTS ONLY

TO:

Nancy Soderberg

DATE:

11/17/94

FAX NO.

456-9460

TELEPHONE NO.

456-9460

FROM:

Charles F. Meissner
Assistant Secretary

Page 1 of

10

Phone: 482-3022

Jonathan Sallet

482-4127

Facsimile Cover Sheet

To: Jonathan Sellett
William Morton
John Huang
Frank Vargo
Peter Hale
Nancy Soderberg
Kathy Stephenson

From: Charles F. Meissner

Please pass at once to all addressees.

Subject: Secretary Ronald Brown's planned participation in the December 13 and 14 North Ireland Trade and Investment Forum.

1. Our advance trip has been successful in helping us grasp both the mood in Northern Ireland (NI) and the many logistical details that will need to be decided upon at our meeting on Monday, November 21. My sincere thanks need to be extended to Val Martinez, our Consul General in Belfast, Cantwell Walsh from the Commercial section in the U.S. Embassy, London and the U.K. government's Northern Ireland Office (NIO). I will provide a complete list of all those we have had contact with during this trip upon my return. Please note that this fax is written prior to our visit to Dublin. Other important information may arise from these calls.

2. Themes We have stressed that the Secretary's trip will have two broad objectives or themes. The first theme is one of peace and reconciliation within the broad spectrum of the community of interests in N.I. This is the message to the local audience. The second theme is geared to the international business community, and in specific to the U.S. business community, that civil society has been re-established in NI, that an environment exists in which foreign direct investment (FDI) is encouraged and that money can be made in N.I. Obviously, we are encouraging FDI so that on the margin and in conjunction with local investment jobs can be created. It is hoped that this economic activity will help extend and deepen the cease fire while over time bring more prosperity to the region. We have discussed the Secretary's trip in the context of carrying out these two themes.

3. Schedules and Attendees:

Total Pages (9)

It has been our assumption that we will need to develop three schedules: the Secretary's schedule, a schedule for the business delegation and a schedule for the Congressional delegation. NIO has informed us that spouses will be invited. We have stated that our official party will be principals only although some spouses may come independently. We noted we will arrive by official aircraft with a party of approximately 50 people of which 30 plus would comprise the official delegation: the Secretary, Amb. Crowe, myself, some 5 to 15 business persons and possibly as many as 20 members of Congress.

4. Governor Weld of Massachusetts will by coincidence be in Belfast on December 13th with a delegation from his State. The maid-Weld option seems best, where the Governor and elected officials of the State would join our official delegation but the Weld business delegation would not. It is also understood that these business people would attend the conference with other U.S. business people invited by the Industrial Development Board. The official business delegation will be only those vetted by the White House. The NIO would prefer as large an official business delegation as possible, ie closer to 15 rather than 5. I would concur.

5. The Secretary's Schedule:

We have assumed that there would be a White House send off on the evening of Monday December 12 with a departure from Andrews at approximately 7:30 P.M. We recommend an arrival in N.I. at approximately 7.00 A.M. local time. Where we land is an important issue and will determine the schedule of the morning of December 13 as well as how well we carry out the broad themes of the mission to N.I.

6. We have discussed here as an option, and I repeat option, that the plane land at Londonderry (also called Derry) in North West N.I. near the border with the Irish republic. Derry has a Catholic majority, is home of Mr. Hume and an innovative community in that its structure of governance (an annually rotating mayor and town council upon which all factions are represented) is very inclusive. It is also the location of some of the oldest U.S. investment (Dupont) and some of the newest and most high tech (Seagate). Assuming the U.S. official plane can land (the airport can take a 737 according to the mayor) and that the Secretary, coming out of Miami will be rested enough to push through the day with little sleep, all parties (and especially the mayor and management of Seagate) believe it would be of great value to make this stop. I would concur. The mayor would host a breakfast with the town council leadership. We recommend a Seagate visit and a bilateral with Mr. Hume. The official plane would go on to Belfast. The U.K. government would provide helicopter transport to Belfast (about 40 minutes) for the secretary and the rest of the party would proceed to Belfast by bus approximately a one and a one-half hour trip, or the plane could be held for them. Derry is not an option if we can not land the plane there. Spending three hours round trip on the road is out. Helicoptering just the Secretary and a small party to Derry is a possibility but the impact of having the business people and the Congressional delegation would be lost. We would assume that the Secretary would arrive in Belfast by 12:30 P.M. from Derry with the remaining party arriving by 2:00 P.M. Getting some rest for these people is an issue.

7. If the Secretary does not go to Derry we would recommend a "soft" morning with an opportunity to rest. The international airport is located 17 miles north of Belfast, about 30 minutes from the Europa Hotel in Downtown Belfast.

8. The Secretary's schedule in Belfast would be as we had originally discussed. In discussions with the NIO we have agreed that the Secretary would address the P.M. dinner after John Major and Jacques Delors, President of the E.U. He would also address the conference on the morning of 14 December. The dinner speech would stress U.S.

interests in peace and reconciliation while the December 14th presentation would be on U.S. economic policy towards Europe, how N.I. fits into this scheme and why business persons should consider investment in N.I. The afternoon of December 13th in Belfast would include a plant visit (most likely Ford), a business round table with U.S. and local business, a bilateral with Molyneux and a bilateral with P.M. John Major just prior to the reception and dinner which begins at 6:45 P.M. We strongly suggest that the Secretary go to Molyneux's office in Belfast for reasons of courtesy and balance since we would have visited Hume in his home district: office is across the street from the hotel.

9. On December 14 the morning session at which the Secretary will speak will commence at 9:00 A.M. and end at 11:00 A.M. The Secretary will be free to proceed to Dublin at this time. The business people will stay the full day in sessions. The Congressional delegation may opt for their own schedules, accompany the business delegations, or accompany the Secretary. Dublin is two hours by car or train. We assume the plane will remain in Belfast and return on Thursday 15th to Washington with the business and Congressional delegations. If a second plane has been secured to fly the Secretary to Brussels or Moscow we suggest it pick him up in Belfast, fly him to Dublin and then fly him to his next destination Wednesday evening out of Dublin. A second option would be to have the second plane meet us in Dublin and we take surface transportation.

10. We might consider, time being available, that the Secretary meet at the hotel some of the community leadership from West Belfast (Catholic) and East Belfast (Protestant). This could be done over breakfast on the morning of December 14th. Alternatively, this breakfast could be used for the Secretary to meet with the U.S. business community attending the conference, the official party plus others.

11. Business Party's Schedule: The NIO plans to break up the Business Party "thematically" after the Forum, and have them visit plant sites that fit their different interests.

12. Congressional party's Schedule: Our Consul General in Belfast can arrange for a separate Congressional schedule for the post-conference afternoon of Dec. 14, or even the afternoon of Dec 13, if desired. This would be done in consultation with the NIO. Please note, however, that if some of the Congressional party wish to see the leaders of Provisional Sinn Fein (ie, Gerry Adams et al), British government officials might not be able to accompany. It would depend on circumstances. Our Consul General would accompany, however.

13. Science and Technology Agreement: Will be worked out between Under Sec. Mary Good and DOD Science Deputy Norman Morrison. Thought that MOU could be signed at P.M.'s bilateral

14. Press Opportunities.

- Plane side arrival at Derry or Belfast. Sec. Brown will be first U.S. cabinet member to visit N.I.
- Meeting with Hume in Derry.
- Meeting with Molyneux in Belfast.
- Meeting with P.M. Major.
- Meeting with Belfast community leaders at breakfast Dec. 14.

- Concluding Press Conference at 11:00 A.M. Dec. 14.

14. Comment: A very notional schedule follows. Notional schedule A includes a stop in Derry. Notional schedule B is Belfast only. Please find attached an NIO 2-page document on the Investment Conference.

RL30

This message originated in Belfast.

Please acknowledge receipt to U.S. Consulate, Belfast.

CC: DAB CROWL

OCM BEAL

TELETYPE PLANNING

Embassy London

NOTIONAL SCHEDULE A
(including Derry stop)

Monday, December 12

1800 - White House "send off" of official delegation.

1930 - Depart Andrews AFB for Derry, Northern Ireland.

Tuesday, December 13

0700 - Arrive Derry, met by Ambassador Crowe and appropriate HMG officials.

0745 - Breakfast with the Mayor of Derry, Mr. Guy, and representatives of the Derry City council.

0900 - Visit to Seagate Technologies.

1000 - Bilateral meeting with John Hume, leader of the Social Democratic and labor Party (SDLP) -- site to be determined.

1045 - Meeting with Hume ends.

1100 - Secretary and immediate party depart for Belfast via helicopter; business and Congressional groups follow via bus (should arrive Belfast at 1230).

1145 - Secretary arrives Europa Hotel.

1145 - 1245 Rest at Europa.

1300 - Business round table at Europa, with U.S. and local businessmen (over lunch?).

1430 - Secretary departs for Ford plant.

1600 - Visit Ford plant.

1600 - Depart Ford.

1630 - Arrive Europa.

1630 - 1730 Staff time.

1730 - Bilateral with Ulster Unionist Party (UUP) leader James Moynihan, at UUP Headquarters (across the street from the Europa).

1800 - Bilateral with Prime Minister Major, at Europa.

1845 - Reception at Europa, hosted by British Government.

2000 - Dinner and speech.

Wednesday, December 14**0800 - Breakfast with 12 leaders of community groups.****0900 - 1100 Investment Forum at Europa, includes remarks by the Secretary.****1100 - Depart for Dublin.**

NOTIONAL SCHEDULE B
(excluding Derry, Belfast only)

Monday, December 12

1830 - White House "send off" of official delegation.

1930 - Depart Andrews AFB for Belfast, Northern Ireland.

Tuesday, December 13

0730 - Arrive Belfast, met by Ambassador Crowe and appropriate HMG officials.

0800 - Arrive Europa Hotel.

0800 - 1100 Delegation checks in, rests at Europa.

1100 - Secretary's bilateral with John Hume, leader of the SDLP, at the Europa.

1200 - 1300 Lunch; options open.

1300 - Business round table.

Rest of schedule the same as schedule A, except Moynaux meeting would take place at Europa, if that is where Hume meeting takes place.

INTERNATIONAL INVESTMENT CONFERENCE IN NORTHERN IRELAND

Note by Department of Economic Development

1. *The investment conference in Northern Ireland will take place in Belfast on the evening of Tuesday 13 December 1994, continuing during the day of Wednesday 14 December 1994. The Prime Minister will launch the event, which is to be called the "International Investment Forum".*
2. *Through the Forum it is intended to show potential investors that Northern Ireland is an excellent investment opportunity and a good place to do business. Industrialists will see for themselves what the region has to offer, and will have the opportunity to meet industrialists who have benefited from investing in Northern Ireland*
3. *Invitations will issue shortly to the following categories:*
 - *senior industrialists (and partners) from the United Kingdom and overseas;*
 - *leading City of London figures;*
 - *business organisations in GB and Northern Ireland, including the IOD, the CBI, and the Association of British Chambers of Commerce;*
 - *Representatives from the European Commission and the Government of the ROI;*
 - *representatives of the US Government; the US Secretary for Commerce, Mr Ron Brown will attend, with a delegation of potential US investors. Governor Weld of Massachusetts and (possibly) Alan Hevesi, New York City Comptroller, will be part of the delegation.*

4. *The shape of the event is as follows. Evening of 13 December:- reception and dinner at the Europa Hotel, to which local businesspeople, trade union representatives, community leaders etc will also be invited; a total of up to 400 may attend; we anticipate that there will be short speeches by the Prime Minister, the Secretary of State, President Delors, Secretary Brown. Day of 14 December:- conference at Europa (duration two hours maximum) including speech by Prime Minister and presentations by IDB, an existing inward investor (Seagate) and a tax/financial adviser; guests then disperse in groups to companies in relevant sectors throughout Northern Ireland for lunch and industrialist-to-industrialist contact on operating in Northern Ireland; guests re-assemble in late afternoon for wrap-up session prior to departure or, for some, a further overnight stay.*
5. *The logistics of the event are in hand. Overnight hotel reservations have been made, reception and transportation arrangements for the invitees are being worked up and conference design and literature is being developed. Separate programmes are being put together for partners of invitees who attend the event. The local business organisations (CBI, IOD, Chambers of Commerce) are being involved and through them, their national parents. The media and public relations aspects of the event are being planned; the aim is both to achieve maximum coverage on the day and also to obtain continuing long-term publicity benefit from the event for IDB's inward investment effort.*
6. *A committee has been set up to co-ordinate the various aspects of the event outlined above. It is chaired at US level by DED and its membership includes IDB, Central Secretariat and the NI Information Service. This committee will meet at least weekly in the run up to the conference.*

9 November 1994