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BY FAX

Your reference

Our reference

Date

25 October 1988

Ted Hallett Esq
PAB
Northern Ireland Office
Stormont House
Belfast BT4 3ST
Northern Ireland

Dear Ted,

**VISIT TO NORTHERN IRELAND BY CHARLIE DOUGHERTY AND OTHER
US BUSINESSMEN: NOVEMBER 1988**

You already have my note by fax of 18 October; I now attach a copy of the proposal given to me by Dougherty in Philadelphia last week. I leave it to you to decide whether you would like this to go in its somewhat raw form to the Minister. The following uses the same paragraph headings as Dougherty's note.

2 Participants

This tallies with the list of participants I gave you in my note of October 18; the only possible change is that Mrs Fabiani may also participate in the visit which would bring the total number of Americans to 9 for the Minister's dinner on the night of 19 November.

3 Dougherty has advised that Hennessy is not the easiest person to relate to and it will be important to pay a lot of attention to P X Kelley with whom Hennessy is on very close terms. I understand their friendship goes back many years.

4 Besides this Kelley could, in Dougherty's view, be an influential player if it is decided that the home porting idea should be pursued. It would be important for Kelley and Dougherty to visit H and W - perhaps after lunch on 17 November? I enclose Kelley's entry from American Who's Who. I understand he is involved in other companies besides Allied Signal.

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5 Please also find some biographical notes on Hennessy. I am sending by bag a copy of a 1987 Annual Report on Allied Signal and a briefing note prepared here for a call last May by Jimmy Mellon on Hennessy. During that meeting it seems Hennessy talked about his interest in Fairleigh Dickson University which is adjacent to Allied Signal headquarters and of which he is a trustee. His particular interests would seem to be adult illiteracy and how students make the transition from university life to the real world - something in which DED has a direct interest.

6 Hennessy also met Norman Lamont about three years ago when he apparently berated British Leyland for not buying American (presumably Allied Signal) parts and also expressed his dislike of Japanese investment - particularly in the US!

7 We should not let Hennessy know that we know he is to chair the San Francisco conference next year (see Dougherty's manuscript footnote) - that information was given to me in confidence.

8 Fabiani is responsible for the O'Connell Brothers account in Cassidy and Assoc.; also that of Pirelli in Italy. He has also been in discussion with TCD about a biochemical research facility there which has also involved the Irish Government.

9 Schedule

Again little change here except that Dougherty and Kelley now definitely wish to depart Belfast late afternoon of 17 November in order to attend a reception being held by Mrs Heckler in Dublin that night. As you see Dougherty will be arriving in Belfast late afternoon of the previous day and would be grateful if you would arrange for a room to be booked for him for the night of 16th November in the Europa Hotel (or other suitable accommodation). He will cover the cost of this but grateful if you would make the reservation. Perhaps it would be possible for John McConnell to have an early dinner with Dougherty that evening. For the calls on the morning of 17 November transport will be needed to collect Dougherty at his hotel and take him to Aldergrove to meet Hennessy and Kelley at 8.30 am. Obviously a car will be needed throughout the morning and also to return Hennessy to Aldergrove for 1400 hours. As you see Dougherty and Kelley will be available after lunch for some further calls.

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10 You may also wish to note that Dougherty has stated that all the party except Hennessy would be available for a meeting with any NIO personnel on the morning of Saturday 19 November.

11 Co-ordinating Instructions

Contrary to Dougherty's note no hotel rooms now need to be reserved in Dublin as the party have been able to secure rooms at the Shelbourne Hotel; I have already advised George Fergusson about this.

12 Goals

As you know Cassidy and Associates have offered to undertake on a pro bono basis some lobbying work in the United States on behalf of Northern Ireland. For example - to secure US investment (public or private) in the Laganside or other similar projects to be defined by colleagues in Belfast. This was discussed at Dr Mawhinney's meeting with Cassidy and Dougherty in Washington in September.

13 The important thing here and indeed underlying all discussions with the visitors is for the Northern Ireland representatives to be able to put forward some clear ideas on specific projects or economic development activities which they believe would benefit from a US input and which would make an attractive investment for the US visitors. The Americans will not so much wish to have generalised discussions about the merits of Northern Ireland as an investment location, but instead to focus on particular schemes in which they could play a part and which would be of benefit to both Northern Ireland and themselves. For example are there any private sector activities in Northern Ireland either in industry or education in which a company like Allied Signal might act as a stimulant, perhaps by providing venture or development capital?

14 The Americans fully understand the value of economic development to political progress in Northern Ireland and they believe it is through that vehicle that they can best play a part in promoting peace and stability. However it has to be a

/two-way...



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two-way process and they must also be able to see a real dividend for them.

15 The other important aspect to the visit is the opportunity it presents to establish good personal relationships with a group of Americans who are not only reasonably influential in political and business circles here, but who have a positive interest in Ireland - North and South.

16 The message is however - we should use the opportunity of this visit to capitalise on the serious and sensible interest shown by these people in Northern Ireland and the best way to do that is by

- (i) presenting them with some ideas as to how they might put this interest to work for the benefit of both Northern Ireland and themselves and
- (ii) by seeking to establish a working relationship which is both businesslike and relaxed.

17 The O'Connells mentioned towards the end of page 4 on the note about Fabiani, are a large New England based firm of building contractors who I believe are already involved in a shopping mall project in Derry. I have no details of this but it may tally with the paragraph on the Boston/Ireland Ventures in Boston's Telno. 62 of 20 September reporting on Mr Vigger's recent visit,

18 In my earlier note (para 8) I mentioned that Dougherty will wish to have contact with John Hume when in Ireland. He has now asked if you or John McConnell could put in a call to Hume and find out where and when he might be available to meet Dougherty and Co. I can then let Dougherty know at this end and he can make direct contact with Hume.

19 Give me a call when you have had time to digest all of this.

Yours ever,
Janet

Janet McIver

cc: Mr Cowper-Coles, Washington
Mr Horne
HMCG, NY

Mr Leach, NIO(L)
Mr Fergusson, Dublin
Mr Ritchie, IDBNY
/I ...

Personal and Confidential

MEMORANDUM

To: Brian Mawhinney
From: Charlie Dougherty *CD.*
Subject: Visit - 17-18-19-20 November 1988
Via: (a) John McConnell
(b) Janet McIver
Date: 19 October 88

1. The following is a tentative plan for a visit to Northern Ireland/Ireland on 17-18-19-20 November 1988.

a. Participants

- 1.) Edward Hennessy - Chairman and Chief Executive Officer - Allied Signal Corporation - Member Board of Directors, Irish-American Partnership.
- 2.) General Paul X. Kelley, U.S.M.C. (Retired) - former Commandant of the Marine Corps; member Board of Directors, Allied-Signal Corp.; member, Board of Directors, Irish-American Partnership; may become associated with Cassidy and Associates, if not, a senior position with Bush (Close, personal friend - Vice-President George Bush).
- 3.) Gerald S. J. Cassidy - President, Cassidy and Associates - probable member of Board of Directors, Irish-American Partnership - (Close personal friend of many democratic leaders in Congress including Speaker Jim Wright).
- 4.) James Fabiani - Vice-President, Cassidy and Associates - former Republican Staff Director, House Appropriations Committee - O'Connell contact - working with Trinity College - note background materials on Cassidy and Associates.
- 5.) Charles F. Dougherty - Cassidy and Associates, Philadelphia.

(Note: David Carley will not be able to make trip.)

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b. Proposed Schedule

15 November - Hennessy/Kelley and wives depart U.S. on private, corporate jet for Shannon - stay in Shannon through a.m. on 17 November.

- Dougherty - Departs Philadelphia via Boston and London for Dublin arriving a.m. on November 16.

16 November - Dougherty departs Dublin for Belfast on afternoon train - overnight at Europa.

17 November - 0830 a.m. - Kelley/Hennessy arrive Belfast airport via private, corporate jet - met by Dougherty et al. (Jet departs Belfast with Mrs. Kelley and Mrs. Hennessy for Dublin. Returns to Belfast from Dublin by 1300.)

0900-1330 - Kelley, Hennessy, Dougherty - Belfast - schedule to be developed by NIO.

1330 - Hennessy departs for Belfast Airport.

1400 - Hennessy departs for Dublin

1330-? - Kelley and Dougherty - Belfast - schedule to be developed by NIO.

? - Kelley/Dougherty depart Belfast for Dublin.

Evening - Reception - Ambassador Margaret Heckler.

1930 - Cassidys depart Boston for Dublin.

18 November - Cassidys arrive Dublin - no schedule

Hennessy - Board meeting in Dublin all day.

Kelley/Dougherty - no schedule - available for meetings, if desired, with Irish American Partnership. (Cassidy - maybe).

Dinner meeting - available

(Fabiani arrives from Italy).

19 November -

0900-1300 - Time available for IAP or NIO in
Dublin - for all except Hennessy.

1400 - Boston College - Army game.

1730 - Reception - Irish American Partnership

1800 - Return to Hotel.

1915 - Depart for British Embassy, Dublin

1930 - Dinner at British Embassy, Dublin,
hosted by Dr. Brian Mawhinney M.P., Undersecretary of State for
Northern Ireland. (Hennessys, Cassidys, Kelleys, Fabianis,
Dougherty).

20 November -

0900 - Breakfast meeting - available

Noon - Luncheon Meeting - available

p.m. - Hennessys, Kelleys, Cassidys and
Fabianis depart Dublin for Brussels.

21 November -

Dougherty departs for Philadelphia.

c. Coordinating Instructions

1. Needs -

- Fabianis)
- (a) Hotel room. (Dougherty, Cassidys,
 - (b) Transportation
 - (c) Tight Agenda.

2. Goals -

(a) Cassidy -

(1) Lobbying agenda and implementation plan.

(2) O'Connell Brothers - Laganside - (Cassidy can exert significant influence on O'Connells.)

(3) Carley - specific projects - (Cassidy might be an investor in a Carley project/projects.)

(b) Hennessy -

(1) Specific business project - maybe with Belfast Economic Development Corporation - DeLorean plant? - plus others.

(2) Laganside - perhaps as a corporate tenant or corporate investor.

(3) Connections with other American Corporate Investors.

(c) Kelley -

(1) Lobbying agenda and implementation plan, particularly homeporting.

(2) Reinforce Hennessy.

(3) Connections with other American Corporate Investors - (Emerson for one).

(4) Bush

(5) Cassidy

(d) Fabiani -

(1) Institutional Projects - Trinity - Queen's?

(2) O'Connells.

Note: O'Connell Brothers are currently working on a project in Derry. The success of this will impact on Laganside.

Belfast: 3. Recommended people/places for schedule in

- (a) John Hume
- (b) Fr. Matt Wallace
- (c) Visit DeLorean Plant
- (d) Visit shipyard (with maps available)
- (e) Walk along proposed development site on River Lagan (with maps available).

d. Recommendations

a. I consider this opportunity to be critical to putting together a coordinated effort in the U.S. to address both the political and economic situation in Northern Ireland, from the U.S. perspective.

b. Since the time is limited, the meetings should be maximized with a tight agenda, specific projects for discussion and defined roles.

c. The security/political situations should be addressed clearly and concisely and then rolled over into a discussion on economic development as a key to resolving the troubles.

d. Every session, including lunch, should be viewed as a "working session" and not a formal meeting. Topics/projects should be presented by the key people rather than a series of staff briefings.

e. I strongly suggest a follow-on meeting on Sunday the 20th, in order to finalize and lock in agreements/understandings/assignments/commitments, etc.

f. The dinner meeting, while somewhat formal, should also be somewhat of a working session and should be targeted to:

(1) Creating a positive impression of Northern Ireland particularly with the wives and stress the need for a cooperative effort particularly on employment.

(2) Pairing Mawhinney with Cassidy and Fabiani to discuss the lobbying agenda and Bloomfield with Hennessy and Kelley to discuss specific development projects. At some point in the evening, they should be flipped with Mawhinney on Hennessy/Kelley and Bloomfield on Cassidy/Fabiani, particularly to discuss Laganside.

(3) Pushing the theme "help us to make things better in Northern Ireland."

(4) Creating the need for a "wrap-up" get together on Sunday. Hennessy, Cassidy, Kelley and Fabiani cannot be allowed to leave Dublin without committing themselves to specific tasks.

(5) I am willing to play the role of point man in trying to focus the discussion, if appropriate.

e. The Coordinating Committee on Northern Ireland.

With the need for and the advocacy of "Help us make things better in Northern Ireland" established at the dinner meeting, the goal should then be to establish a "working group" of Senior NIO officials (Mawhinney, Bloomfield, McConnell, et al.) and Cassidy, Hennessy, Kelley, et al. - The "Kelley Group" - to establish and implement a plan for Northern Ireland. The CCNI needs -

(a) To be a "nonexistent, never heard of," but clearly established group of key individuals.

(b) To meet quarterly, on a rotation basis in Washington and Belfast and would establish and implement a plan of activities geared at creating greater U.S. private/public sector investment in Northern Ireland.

(c) To have a "program coordinator" to staff the operation.

(d) To consider the need for/advisability of involvement of Hume/Daly/Dublin et al. in the activities of CCNI.

(e) A first meeting in Washington in December would be finalized before the Kelley Group departs Dublin.

Please advise.

Note: Hennessy will be the Chairman of an Antenna Conference of CEO's from the 400 largest companies in the World, in San Francisco, in the Spring of '87.

KELLEY, PAUL XAVIER, retired marine corps officer; b. Boston, Nov. 11, 1928; s. Albert J. and Josephine C. (Sullivan) K.; m. Barbara Joan Adams, Mar. 4, 1951; 1 child, Christine. B.S. in Econ., Villanova U., 1950, D.Mil. Sci. (hon.), 1982; D.Mil. Sci. (hon.), Norwich U., VI., 1984, Webster U., 1985; LL.D., Jacksonville U., 1986. Dir. edn. U.S. Marine Corps, Quantico, Va., 1976-78; dep. chief staff for requirements and programs U.S. Marine Corps, Washington, 1978-80; comdr. Rapid Deployment Joint Task Force, McDill AFB, Fla., 1980-81; asst. comdt. U.S. Marine Corps, Washington, 1981-83; comdt. U.S. Marine Corps, 1983-87, retired, 1987. Mem. council Rockefeller U.; dir. Washington Nat. Horse Sho, Nat. Cir. Therapeutic Riding, Army and Navy Club, Freedoms Found. Valley Forge. Recipient O.A. Anderson award Nat. Geog. Soc., 1969; Nat. Armed Forces award VFW, 1984. Golden Eagle award Am. Acad. Achievement, 1984, Admiral

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John M. Will award Navy League of U.S., 1985. Irishman of Yr. So. Calif. Ireland Fund, 1986. Semper Fidelis award Marine Corps Scholarship Found., 1987; named to Minuteman Hall of Fame, Res. Officers Assn., 1987. Mem. Council Fgn. Relations, Marine Corps Res. Officers Assn., Marine Corps Aviation Assn., Marine Corps League, Friendly Sons St. Patrick, Mil. Order Canabao, Beta Gamma Sigma. Home and Office: 6635 Madison of McLean Dr McLean VA 22101

America Who's Who.

HENNESSY, EDWARD LAWRENCE, JR., diversified aerospace, automotive products and materials executive; b. Boston, Mar. 22, 1928, s. Edward Lawrence and Celina Mary (Doucette) H.; m. Ruth Frances Schlimm U., 1955; children: Michael E., Elizabeth R. B.S., Fairleigh Dickinson U., 1955; student, NYU Law Sch. With Heublein, Inc., Hartford, Conn., 1965-72; v.p. finance Heublein, Inc., 1965-68, sr. v.p. administration, 1969-72; sr. v.p. fin. and adminstrn. United Techs Corp., Hartford, 1972-77; chief fin. officer, group v.p. United Techs. Corp. (Systems and Equipment Group), 1977, exec. v.p., 1978-79; chmn., pres., chief exec. officer Allied Corp., Morris Township, N.J., 1979; chmn., chief exec. officer Al-Signal Inc., 1985; bd. dir. Nova Pharm Corp., Martin Marietta Corp., DNA Plant Tech., Bank of N.Y. Trustee Cath U. Am., trustee Fairleigh Dickinson U., USCG Found. Served with USNR, 1949-55. Mem. Fin. Execs. Inst., Econ. Club N.Y., Roman Catholic Clubs, Cal. Cay (Bahamas), N.Y. Yacht; Ocean Reef (Key Largo, Fla.).