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and  
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February 17, 1989

**MEMORANDUM**

**TO: Kay Thomas**

**FR: Lee Payne JP**

**RE: BCIA**

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In response to your request earlier this week, I am submitting BCIA's research needs in writing.

BCIA serves two functions for its primary members who pay full dues: one, access to information, and two, representation of joint interests on the Hill and before federal agencies. Additional operating funds are needed to carry out these two functions.

BCIA believes there is a secondary market for the information service and plans to seek second-tier memberships with nominal dues. Second-tier members would be companies in industries less vulnerable to, but still affected by, potential legislation and regulation. A list of those industries is attached.

To pursue second-tier membership, BCIA needs the names of the companies in these categories, and the names and addresses of the appropriate company officer for each company. Only companies with more than 50 employees need be considered. The appropriate officer would be the officer/director of Government Affairs or Regulatory Affairs, if there is one. If not, the officer/director of Research and Development, General Counsel, Policy Development, External Affairs, or the Chief Executive Officer would be the appropriate person.

Please let me know if the Institute will provide this research and if so, when the completed list will be available.

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