

PAN AMERICAN PETROLEUM CORPORATION

SECURITY LIFE BUILDING

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February 23, 1966

Mr. Hugh G. Gallagher
Legislative Assistant to
Senator E. L. Bartlett
Room 248, Old Senate Office Bldg.
Washington, D.C. 20510

Dear Hugh:

The thoughts in your letter of February 2, 1966 are much appreciated and I feel you should know what has developed.

Certainly it was not our intent to get a "pub-hopping, back-slapping, drink-buying 'representative'". We fully recognize the fallacies of such an approach. For the moment, and probably as a temporary expedient, we are attempting to engage an Attorney in Juneau to keep us informed on legislative developments. It would not be our intent that he would be a lobbyist, as such, but the Alaskan laws are quite specific on this point and he would have to register as a lobbyist for Pan American.

I am concerned about the lack of communication between the State and the industry. Why there should be a mutual suspicion escapes me, as it probably does you, since you have had some contact with people in the industry. At various times in the past, some legislators in some states may have been in somebody's hip pocket. I doubt, however, that this would be any more true of oil than of lumber, mining, labor or any other industry. Probably it is less true of a major corporation in any industry than of smaller less conspicuous organizations. Many times, for example, I have seen my company lean completely to the conservative side when I thought they should come out swinging to justify a logical position. Such conservatism should breed trust. As you say, it has not.

There is an organization of Alaska oil producers. It is the Alaska section of the Western Oil and Gas Association and through this organization we are investigating the feasibility of employing a full time representative who can furnish factual data both to and from the industry.

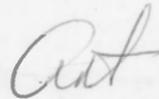
The Western Oil and Gas Association does not lobby nor engage in political activity in any way, therefore, this representative would perform, as you suggest, as an information center for any and all. This job has recently been approved, but has not been filled.

Last fall some of us had an opportunity to spend several hours with Senator Bartlett (as usual a well intended trip to the Inlet was weathered in) and we discussed many subjects outside the oil business. Hugh Gallagher was included and I believe the Senator would look unfavorably on anyone depriving him of your services. I was much impressed.

For your information, the economy of the State should improve quite rapidly with income from producing royalty, booming employment through construction of offshore platforms and related activities. There seems to be a spirit of cooperation between Government and industry which is a necessity during a period of development of a new State and an industry new to the State. As the industry's operations expand, a better understanding should result on both sides which would help to dispel the feelings of suspicion you mentioned. I would hope, if you hear of any situation developing which could become a problem for either the State or the industry, you could let me know and I'm sure corrective measures can be taken.

Seems I've gotten a little windy, but always did enjoy discussing Government and industry with you. I would wish you luck in the forthcoming campaign but it seems unnecessary. The State of Alaska needs Senator Bartlett badly and everyone in the State seems well aware of it. By the way, what is the title and subject matter of your book?

Yours very truly,

A handwritten signature in cursive script, appearing to be the initials 'C. A. T.' or similar, written in dark ink.