

Mr. PATMAN. Either speak up or bring the microphone closer to you.

Mr. HAYES. As trustee do you ask me to?

Mr. CONTE. I am asking you as an individual now, "How much compensation do you receive from ABC?"

Mr. HAYES. None.

Mr. CONTE. What do you receive from all connected foundations?

Mr. HAYES. All connected foundations?

Mr. MOORE. Or member foundations?

Mr. CONTE. Or member foundations?

Mr. HAYES. The question is not clear, Mr. Conte.

Mr. IRWIN. Mr. Chairman, I have a feeling that the question was answered in a very limited scope. You answered as an individual you don't receive any money. Do you receive some money as trustee?

Mr. HAYES. No; I do not.

Mr. CONTE. Where do you receive your compensation, and how do you receive it?

Mr. HAYES. Where do I receive compensation?

Mr. CONTE. Yes.

Mr. HAYES. I receive compensation as a director and an officer of Sales Analysis Institute Foundation.

Mr. CONTE. That is your only source of income?

Mr. HAYES. Correct.

Mr. CONTE. Do you receive other compensation? Do you receive any outside benefits, fringe benefits?

Mr. HAYES. Yes; I receive certain fringe benefits.

Mr. CONTE. Such as?

Mr. HAYES. Part of my transportation, part of an insurance program.

Mr. CONTE. Accident, health, and life?

Mr. HAYES. No; not accident. Life, yes.

Mr. CONTE. What amount would the life insurance program involve?

Mr. HAYES. Sales Analysis Institute Foundation has insured my life, and this has been some years ago. Sales Analysis Institute Foundations owns the policy, and is the beneficiary of the policy.

Mr. CONTE. You didn't tell me——

Mr. HAYES. You asked the amount?

Mr. CONTE. Yes.

Mr. HAYES. \$200,000.

Mr. CONTE. Is Sales Institute Foundation a nonprofit or a profit foundation?

Mr. HAYES. A not-for-profit foundation.

Mr. CONTE. Nonprofit foundation.

Mr. HAYES. Correct.

Mr. CONTE. Any other fringe benefits?

Mr. HAYES. Not that I think of at the moment.

Mr. CONTE. How does Sales Analysis Institute obtain their funds?

Mr. HAYES. Through fees for services rendered.

Mr. CONTE. To whom?

Mr. HAYES. General Motors, Chrysler Corp., General Electric Co. and many others.

Mr. CONTE. Does it receive anything from ABC?

Mr. HAYES. Yes, it does, under contract.

Mr. CONTE. How much?