



PAUL J. FANNIN
1908-2002

Honored as a Historymaker 2001
Arizona Governor and U.S. Senator



The following is an oral history interview with Paul Fannin (**HM**) conducted by Pam Stevenson (**PS**) for Historical League, Inc. and video-graphed by Bill Leverton on April 11, 2000 at Mr. Fannin's home in North Phoenix. Bob Fannin (**BF**) was present.

*Transcripts for website edited by members of Historical League, Inc.
Original tapes are in the collection of the Arizona Heritage Center Archives, an Historical Society Museum, Tempe, Arizona.*

PS: The first question is always the toughest one. I want you to give me your name, so it'll be on the tape; and tell me about when and where you were born.

PF: Well, I was born in Ashton, Kentucky on January 29, nineteen and seven. And my name is Paul Jones Fannin. My middle name is Jones.

PS: Was that a family name?

PF: Yes, it was. A family name of an uncle of mine. Was a doctor in Texas, was very popular, with the family members and they named me after him.

PS: Tell me about your family. Were you the youngest, oldest? Do you have brothers and sisters?

PF: I guess I'm about in between. I had brothers older and one sister older. So I guess I'm in between those. My brother, oldest brother, Ray, I had a half brother older than Ray, Roy. And then I had a brother Ernest and that was the family.

PS: You had younger brothers and sisters too?

PF: Yes I had a younger sister. The only two members of the family still left are my youngest sister, and I, and she lives in California. I don't see her very often.



PS: When did your family come to Arizona; why did they, and why did they come here?

PF: Well, Dad really came out here first of all, he thought from the standpoint of the climate, he wanted to find a warm climate. And so he came out here and he found it (laughs). And Dad loved it here. He come out here and first of all we just stayed here for a winter. And then we'd go back to Ashton, Kentucky. So, we then decided to move here for good and Dad moved everything out here.

PS: What did your father do for a living when he came out here?

PF: Well when he came out here, he purchased some farm land and at one time he had a dairy. He had varied interests in the family as far as business was concerned.

PS: What was Phoenix like when you were a boy?

PF: Oh, it was small, very small. I can remember being on Roosevelt and Central Avenue and I was practically out of the city limits. That was just practically where the city limits were at that time. And so it was very small and the population was about 35,000, while I was growing up. And so it was a very, very small place. A very lovely place.

PS: And where was your father's dairy at that time?

PF: 35th A venue and Thomas Road along there. Really his dairy was in the area of 27th A venue and Thomas Road. So that took in the 27th A venue to 35th Avenue area, where there were cows on it, we at one time had a few horses, but most of the time we had cattle and that was in the dairy.

PS: Was that outside of Phoenix then?

PF: Yes that was just outside of Phoenix. Almost in Phoenix. We were almost in the downtown area. One time, we had milk cows and there, you know where Kenilworth School is? Well, they had some fields along there one time we had a few urban cattle. But we had milk cows, I can remember that we had three boys old enough to milk the cows and if that was necessary. We were always hoping it wouldn't be, because we hated to milk those cows.

PS: So. What were your chores as a boy around the farm?

PF: Well, usually we had a cow, had to be one of the milkers. We all hated that, milking the cows, but then we had chickens and we had what you'll have around a little farm. So, we loved it.

PS: But you didn't like milking cows?



PF: We didn't like the chores, but we liked the living there.

PS: So was milking the cows your major chore or did you have other -

PF: Oh, yeah that was really the major chore. To us it was but we didn't have very much to do. We were lucky. The family was very good to us and, I look back and Dad was always very good to us and helping us out in every way possible; and so I can be thankful for that.

PS: How long did your Dad have the dairy there?

PF: Well, the dairy was there for quite some time. But, finally he just decided he didn't want to bother with it and so he turned it over. At one time my brother Ray and an uncle of mine, Ernest Davis, ran the dairy,. And that was a chore for Dad, because Dad had to take care of everything. But at the same time, at times we all had to pitch in and work. As I said it, it wasn't too much of a job for Ernest and Ray and me, we tried to get out of it all we could.

PS: How did you keep the milk cool in those days?

PF: Well, we stayed cool with evaporative coolers finally when they came in. But for a long time we didn't know there was anything to keep you cool, and so we just didn't stay cool (laughs) We had to wait until we could build equipment that would help us out in staying cool all day long. Evaporative coolers were very satisfactory until refrigeration came in. Then of course when refrigeration came in everything changed. Refrigeration changed the whole state. The stores were cool, and we had great growth following that. And so we give some credit to refrigeration for our growth.

PS: When you were a boy on the Fannin the dairy, after you milked the cows what did you do with the milk after you milked the cows?

PF: We took it to the creamery in town. When I was going to school I had a Ford car, little pickup, and I could take the back end off, it had a lid for the back for storage, and we could take that off and it would hold 60 gallons of milk, approximately that. I'd go out and pick up the milk and take it to the creamery and then I'd go to school.

PS: So those were those big milk cans?

PF: Yes, uh-huh. Ten gallon I think they were. Around that.

PS: Do you remember the name of the, the creamery you took it to?

PF: Well, at one time we took it to, I'm not sure, but I believe it was Maricopa Creamery. We had some place in Tempe that took the milk at times. So, it all depended on just where we were taking the milk, where we could sell it best; get the best price for it.



PS: Did your family have electricity back then?

PF: Yes, we had electricity then. And we had equipment on the farm. Tractors and whatever was needed. We weren't what you'd call a well-equipped farm because we didn't have the need for very many things as far as that was concerned. Then later on when my brother and uncle took over the dairy, why., they, they expanded it and had it for several years.

PS: So when you lived at the dairy, was it outside of Phoenix, and then you would come into Phoenix to go to school.

PF: Oh, well, we never lived really at the dairy. We lived at 55 West Moreland, that's where we lived when we were going to grammar school -Kenilworth School. That was my first school, Kenilworth. I went to Kenilworth the first year that it opened. I went to 8th grade at Kennelworth. It was a great step forward. Yeah it really was. The Newell(?) school we went to before that, we had two small little schools that we used to go to Fillmore and McKinley Schools. They were located, one on about Third A venue I guess and then the other school was about Fifth, no, I'm not sure, but that was on McKinley.

PS: When did Kennel worth School open?

PF: Kennelworth School opened in, uh, 19.. let's see (silence) oh, I'm trying to think. When it opened I was in the 8th grade. I remember that so it dates back, uh, when I first went to school.

PS: So you just went to Kennelworth for one year, for 8th grade.

PF: One year; uh-huh. Then I went to high school.

PS: Did you ever go to Monroe Elementary School?

PF: Oh, I was at Monroe School, yes. I did go to Monroe School.

PS: What was that school like?

PF: Well, it was a very big school. It was next to Phoenix Union High School and so it was a very fine school. I really enjoyed it.

PS: When you went to elementary school, who were some people you went to school with?

PF: The people that you know that I went to school with, there are very few of them alive today, cause I'm 93 years old and so, but the McCraes, they were Ray and Frank McCrae and Barlow Davis and, uh ... Kemper Marley. Yeah I went to school with Kemper, yeah. Kemper and I we, we had a victory garden at



Monroe School. I kid sometimes and say that I was the first one that farmed with Kemper Marley. And we had a little acreage, oh I mean a little space, about equivalent to about a tenth of an acre. a very little space. But I knew Kemper real well and later on in life why I got associated with Kemper...at one time in business. Of course business, he was in a big way and I was in a small way. I was trying to think back to some of the people that are in business today, Bob was the one that I stayed in touch with more than anybody else, Bob Goldwater. Somehow later on, you know I went to Stanford with him.

PS: Tell me more about your victory garden. What did you grow in the victory garden?

PF: Oh, we grew, I can remember radishes, and onions ... lettuce, as I remember our lettuce didn't do too well. But, it never did pan out very well. But we did pretty good with radishes and with onions I can remember that.

PS: Where did you go to high school?

PF: Phoenix Union. I went four years to Phoenix Union High School. And it was located at where, it's still there, and it was a Union School, in other words, it's the only school we had in town, North Phoenix and North High and West High all came later. And the kids all went to the other schools.

PS: So when you went to Phoenix Union, who were some of the people you went to school with?

PF: Oh, Barry Goldwater, Well, Barry went part time and Barry went to Military School most of the time. But Bob Goldwater was one, Barlow Davis, Lee McCrae. A great number of people that we associate with even today.

PS: Were you a good student?

PF: Well I was a fair student I wasn't anything excellent. But I did all right. I finally went to, I went to Stanford University. And I graduated from Stanford.

PS: When you were in high school or grade school, what were favorite subjects?

PF: Favorite subjects? Well, I would say the subject that I liked was mathematics I liked math very much and I liked history. And of course at that time I didn't realize how much it meant to me but then I never thought of politics. It was later on before I ever thought about getting into politics.

PS: You got good grades in school?

PF: Fair. Well, I got pretty good grades, yes. I was able to get into Stanford. I had to have good grades for that.



PS: Why did you choose Stanford?

PF: I chose Stanford because some very close friends that had gone there. Orme Lewis. A fellow named Orme Lewis, and I was going to school with his brother Bob Lewis. And, Bob Goldwater went to Stanford. Barry didn't go to high school he, as I said he went to military school.

PS: I read some place that you went to the University of Arizona, too.

PF: I went to the University of Arizona my first year of college, yes. In fact, I was going to go to my second year and my Dad wanted me to drive him back to Kentucky and so, I stayed on in school back there and once I drove him back to Kentucky and stayed back there with him for several months. He had business there to do and I wasn't much help but I tried. But I drove him around. So that occupied the other part of a school year.

PS: So you took a year off. That must have been quite a trip.

What about your father, did you have a harness store at one time?

PF: Yes, he had a store. He loaned some money to a fellow named Collings and Mr. Collings had a store at 35 East... Mr. Collings couldn't pay him his debt And Mr. Collings just came in one day and said, "Mr. Fannin, here are the keys to the store, I just can't pay you." And so that was the way we went into business - otherwise we might been longer going into business if it hadn't been for that.

PS: What did you sell at that store?

PF: Uh, at that store we sold wagons, some implements, we sold some tractors later on. Uh, but, uh at the first store, uh, we didn't have tractors. It was farm implements mostly.

PS: Where was that store located?

PF: Next to the Adams Hotel... just East of the Adams Hotel.

PS: Did you work there as a boy?

PF: Yes, I worked there as a boy, uh-huh. You've heard of, well I don't know if you ever heard of, Frank Luke, Jr.? Frank Luke, he worked for us there as a boy when he was going to school. Just for a short time.

PF: Then we had another store that my brother Ray, older brother, he ran and it was at 35 East Adams. And then he, my brother moved to Colorado. Went into business up there in the appliance business and in the farming supply business.



PS: What was your first paying job?

PF: Let's see, well I had a paper route, and that was the first paying job.

PS: What was the newspaper that you delivered?

PF: Arizona Republic.

PS: When you delivered the Arizona Republic, what how did you do it, on your bike?

PF: On my bike, uh-huh. Very early in the morning. I got up around 5 o'clock, 6 o'clock. Around that time and go to the paper then. I delivered over a 100 papers. And I delivered in my bicycle. And, on Central Avenue, go on Van Buren and Central and going to Roosevelt and then one side of Central and then First Avenue and Second Avenue and part of Third Avenue. As I remember, I liked it. Yeah, I'm sure I enjoyed it.

PS: Let's talk again about when you were a boy, what kind of things did you do for fun?

PF: Well, I played ball. I have, baseball. And then softball. I played a lot of softball. Afterwards I mean we, we went on trips to, one trip we, went to Chicago for a national tournament. Then other times we went to tournaments, one in St. Louis. And so I enjoyed very much the sports. That was my greatest chance to have a lot of fun and so it was very helpful to me.

PS: You must have been pretty good to go play in those tournaments. What position did you play?

PF: Pitcher. I wasn't the best, but I was the best, when I can remember when we won the state championship, our first state championship, I pitched for that, and we won that and then we decided we needed another pitcher too and, so, we got a fellow from California named Paul Watson. They called him Windmill Watson, because of his windup with the ball then let loose. Then Windmill moved to Arizona. We had a team here named Funk (sp?) Jewels, and Art Funk, was the manager of it. And Art, got him a job here and he moved to Arizona.

PS: When you were the pitcher, did they have a nickname for you?

PF: Fanny (laughs). That was a bad one. They just used to kid me, like that. Bob Goldwater used to kid me. When we were playing for the state championship, Bob Goldwater was my catcher and I was the pitcher and so we did pretty well.

PS: What year was it that you went to the national championships? Do you remember how long ago that was?

PF: Paul Watson was our main pitcher. I was number two, as far as that's concerned.



PS: How did you get to Chicago?

PF: Bus. We bought a big bus. That was a long story. Joe Hunt and I went to California and we saw the buses advertised, the former city buses there. And a fellow that was in charge of selling the buses, he was just trying to dispose of them, most any way he could get rid of them. And so he made us a real good bargain, sold us the bus. And we went to Chicago in it a couple of times.

PS: It must quite a trip back then. The roads weren't like they are today.

PF: Oh, no. Nothing like they are today. Well, we had to be very careful. The biggest problem we had is that, to avoid hitting these chuck holes and having a blow out. We had several of those.

PS: How did you change the tire on a big bus like that?

PF: Oh, we had plenty of help. We had one fellow that worked for an auto supply company in Winslow, Arizona, was on the bus. We didn't know that he did that work until after we got back, cause he didn't want to do all the work himself, but he did help.

PS: Did you win when you went back to Chicago?

PF: We won the finals two times. We never did win. While I was playing with them, they won the finals a couple of times.

PS: But never won the national championship?

PF: Never won, no. Our girls team won it several times. The Queens and that's when they had the Ramblers and the Queens, the two girls teams. And they won the national championships.

PS: Let's talk a little bit more about when you went to college, what did you decide to major in? You went to the U of A first?

PF: I went to the U of A first.

PS: What was your major down there?

PF: Well, first at the U of A I just took up the preliminary courses. But later on I took up accounting.

PS: What was U of A like then; was it still pretty small school?

PF: Oh, a small school then. I don't remember what the students enrollment was, but it wasn't very much. I don't think it was more than a thousand students. But not too many.



PS: It was the only University then in Arizona?

PF: Well, Arizona State University came in while I was going to school.

PS: Then you transferred and went to Stanford? And what was Stanford like back then?

PF: Well, it was a pretty good sized school. And it was it was a very popular school. And the enrollment then, there I think was about 3,000, something like that.

PS: And what did you study there?

PF: Accounting mainly.

PS: Did you have any goals of what you wanted to do when you got out of school?

PF: Yes, I had it all planned out already before I got out of school to go into business with my brother, Ernest, and so, as soon as I got out of school, when I came home, I immediately went into business with them.

PS: What kind of business?

PF: We had the hardware business and farm equipment business. 712 Grand Avenue was where the store was when we just in the hardware business and, then we moved our business down to what was formerly a little farm we had out between 27th Avenue and 35th Avenue, part of it was on Thomas Road.

PS: And what year was it that you started that business?

PF: Let's see... 1930 it seems, that doesn't sound right but, I think 1929, 1930, yeah.

PS: So you started your first business right around the time of the Depression?

PF: We were right in the middle, now, you made me remember that, we started, Dwayne and I, and we said we were starting out in the Depression.

PS: So how did you do?

PF: We did well. We just felt, you know that the people weren't working and really trying hard, and we'd get in there and we did real well.

PS: Even though it was the Depression?



PF: Well, we didn't want to accept that.

PS: So do you remember how you got through that Depression?

PF: Well, we just worked hard, and did pretty well and we came out of it with a better business. In some ways it was a help to us, so many people were not willing to take gambles, and I can remember when we went in the farm equipment business, a lot of people thought we were crazy, because we had the Depression at that time.

PS: So what did you think?

PF: Well, we did well. We worked hard and did real well and we came out of it with a better business.

PS: What kind of things did you sell in that business?

PF: Oh, we sold everything. We sold farm equipment and then we went into the gas business. That's when we finally did decide to change over, and we went into the gas business and appliance business and we still stayed selling some farm equipment but mainly we changed over to appliances and petroleum gas. We called it "do"(?) gas. And that's what put us on top, the gas business.

PS: And how did you sell gas?

PF: Well, we just had salesmen that went from one house to another and selling. We used to have a trailer, we had fixed it with a refrigerator on it, and the refrigerator doors would open and the salesman would pull that trailer around and then we had the appliances in it working and we'd demonstrate to the farmer or the farm lady or whoever they were demonstrating to. That's the way we were selling it. They'd see how it works, how well it works. We'd just park it, sometimes we park it right next to their kitchen door or nearby and just let them walk, back and forth and leave it there for a few days.

PS: So it was refrigerators that you were selling to them?

PF: Oh, yes, the gas refrigerator. So we had a tank right there and we'd just operate it on the bottle of gas. We called it bottle, we called it Fannin "do gas" (sp?).

PS: So once you sold them the refrigerator then you kept selling them the gas for it after that? Is that how it worked?

PF: Oh, yeah, of course, when we'd sell them the refrigerator, we'd just install it and if they didn't have natural gas, we'd put in liquid petroleum gas, a tank for them. And that was the biggest part of our business from then on.... Our business from then on was filling it, units of all sizes of tanks according to what their



needs were.

PS: So what kind of refrigerators, other refrigerators were there besides gas-

PF: Oh, there were all kinds. General Electric had refrigerators, I remember we sold for a while, we sold Leonard Electric and Kelvinator, all kinds of them..

PS: But you thought gas was better?

PF: Well, of course, it was, for us it was better, cause we could move it any place. I can remember we put in I don't even know how many. Rock Springs, was one, several little places, mining towns where we put gas refrigerators in cause the electric load was not too steady yet in those days and so, we'd sell them a gas refrigerator.

PS: It must have been a pretty nice convenience in this hot climate to have a gas refrigerator.

PF: Oh, it was, yes, it was.

PS: Let's see, tell me a little about your personal life. When did you meet your wife and when did you get married and that sort of thing?

PF: Well, I was married twice. Once before, but just for a couple of years, I mean. I was just married for a short time and we had one son, Tom. And we didn't get along too well and so after a couple of years why we broke up and then after several years, I married my present wife.

PS: And how did you meet her?

PF: Her sister was a real good friend of ours. And they lived not too far from where we did and so I got acquainted with her just by visiting back and forth. And later why we got married.

PS: And then you had more children?

PF: We had three more children. Three children from my present wife.

PS: Why don't we go back and talk a little more about your business. Tell me how your business grew.

PF: Well, as I said we went into the gas business and that just really boomed for us. So finally when we sold out the gas business, it was a real big business. And we worked on that for several years though before we sold it. That's what gave us a chance to buy another business and another types of endeavors.

PS: How many years did you have your gas and equipment company?



PF: We had it for quite a number of years. And we sold to what they call a suburban gas company, that was a company was growing very fast and they decided they wanted to expand and so they expanded into Arizona.

PS: So tell me a little more about how you expanded your business. How big did it get?

PF: Well, it became quite a large business. We expanded it by just salesmen, we had salesmen out selling the equipment and all. That's the way we expanded it. And as far as size was concerned, why we had some years that were really big.... We were all over Arizona. We expanded, we went into Prescott and we bought a business there that was formerly a dealer of ours and then we bought a business in Casa Grande. And, expanded there a big business in Casa Grande. We had that and the farm equipment business and also in the liquid petroleum gas business. We had dealers in Tucson and had dealers in Globe.

PS: So did you travel around the state too?

PF: Well, I did and so did Tom (his son)

PS: So did you ever expand outside of Arizona?

PF: Well, just into Lordsburg, New Mexico. Not very much business outside of Arizona.

PS: Did you have sort of a philosophy of business. What do you think made you successful?

PF: Well my brother, and I both had the philosophy that you have to work hard and study hard to be a success in business. It's gonna be tough, we knew it was gonna be tough and we accepted that. And it was tough but we were very successful.

PS: How about your employees? Did you have lots of employees. Did you have lots of people working for you?

PF: Oh, yes, yes. We had, gee at one time we had trucks and tractors and everything all over this state. We had over a hundred employees, I remember that.

PS: Did you ever have trouble making your payroll and being able to pay all of them?

PF: Yeah, we always did, we never went broke. We never went out of business, we never had bankruptcy or anything. We were successful all the time. So we ended up selling out our business for over a million dollars.

PS: I read that sometimes you'd pay your workers before you paid yourself. Is that true?



PF: Oh, absolutely (laughs) Yeah, that's right. Yeah, we had to forego paying ourselves a lot of times So that happens in a lot of businesses... Had to pay the workers before we paid ourselves.

PS: I heard you became pretty well known in the state and you got involved in sponsoring some television programs? Can you tell me about how that happened?

PF: Yes. Well, we did a lot of advertising on television and the newspaper, but on the television was where I got a lot of the exposure. I was really the one that handled the advertising though and most of that type work, I handled for the business. Ernest did a lot of traveling. He was president of the Liquefied Petroleum Gas Association. First president of the national organization and so that helped us too.

PS: Television was pretty new back then What made you decide to uh, advertise on television?

PF: Well, we had an advertising agency, Jennings (sp?) Advertising Agency. _Jennings, he would recommend and we'd either accept it, go along or change it around, but we did quite a lot of advertising on TV. It was just coming in then, strong.

PS: What kind of programs did you advertise on?

PF: We advertised on shows, it would be like a show, and then we have our ads in there, right during a show, and then we'd advertise on news programs. Mostly news programs, local news programs.... I can't remember the names of all the programs, but we'd advertise mostly news. Mostly on news programs.

PS: Did you know Jack Murphy?

PF: Oh, yeah, I knew him well. He just handled the news program, for us, that's all he did.

PS: Was that KPHO?

PF: That was like the 6 o'clock news or 10 o'clock news and then he'd advertise our company.

PS: What about some sports programs?

PF: Yeah, we had sports programs. We broadcast the first football game that was ever advertised in Arizona. It was the ASU game. ASU, U of A game one year. I don't remember how long ago that was but, long time ago.

PS: I read about something called "The Fannin Sports Carnival." What was that?

PF: I remember that, that was regular news program. We called it that, but that was just a news program.



We advertised the sports and all on that.

PS: So you got your name well known out there then?

PF: That helped.

PS: Back then, when you were in business, did you get involved with a lot of community organizations?

PF: Oh, yes. I was president of the Better Business Bureau of Arizona.... I'm trying to think of some of the names of those. Better Business Bureau is the most prominent company I worked with.... I was member of the Phoenix Rotary....The Thunderbird organization was the sports division of the Chamber of Commerce.

PS: Were you a golfer?

PF: Yeah. I was, but I wasn't a good golfer. I wasn't a very good golfer. But Bob was a good golfer. Bob was state champion.

PS: Were you involved when the Thunderbirds got started?

PF: Well, the Thunderbirds are involved in putting on tournaments. And I was involved in the first Phoenix Open. I was chairman of that. For years I participated in the Thunderbirds. ...The first year, as I remember we had about \$7500, I'm not sure what it was, but the first tournament that we had was \$2500, prize money. And now it's several million. So you see what the difference is, and the importance of it.

PS: Did lots of people come out to play that first year?

PF: Oh, yeah, a lot of people came out to play, but mostly to watch the tournament. Most of them came out to watch the tournament.

PS: Where was it held?

PF: Phoenix Country Club, we held it there and then Arizona Country Club we held, back and forth between those two for a while. Mostly Phoenix Country Club for a while. And then we went to Arizona and later on we had to go out. And now of course it's out... big, club out somewhere in Scottsdale.

PS: Have you ever gone out there to see it, at the new one?

PF: The new one I haven't seen. The very latest one.

PS: What about the Phoenix Chamber of Commerce? Were you involved with that, too?



PF: Yeah, I was, uh involved with the Phoenix Chamber of Commerce. When I was chairman of the Phoenix Open, it was part of the Phoenix Chamber of Commerce.

PS: That's a pretty important group of those back then, the Phoenix Chamber of Commerce? **PF:** Well, yeah, the Phoenix Chamber of Commerce, the Thunderbirds was the sports event of the Phoenix Chamber of Commerce.

PS: Tell me how you first got involved with politics. What was your first involvement with politics?

PF: My first involvement was when I ran for Governor. That was the first involvement. I had a lot of good friends in office and they were involved in politics. We searched around, and I was helping out, finding somebody to run for office, for the governorship. We were searching and every time that we'd meet that they'd come back and say, "well, why don't you run." And so finally, I said all right, okay, if you really give me the support that I'll need, I'll go ahead and try it. And so I did and I, and I won the first time. So I was lucky.

PS: What was Arizona politics like back then?

PF: Well, I think it was a lot better. A race today, now it's a money raising proposition and then it was just getting around the state. I just went from place to place and shook hands with everybody and walked the streets and shook hands. Every time I'd go to a meeting or something and the meeting was over with, I'd stand at the door and shake hands with people. And then after that I'd go up to the people that were waiting for a streetcar or, a bus and just say, "My name is Paul Fannin and I'm running for Governor. I'd appreciate your support." And I just worked on that constantly. I think it paid off.

PS: So you didn't have to have a lot of money for TV ads and things?

PF: We didn't have much money so that's the reason we were doing the other. Cause we didn't have the money to have all the TV ads and all that. We used TV but just as sparsely as possible without going broke. We just had a lot of expenses. Everything is good. Radio is good. TV is better. But, of course the thing about radio is it's so much cheaper. So I had ads constantly too on radio.

PS: Did you campaign at sports events?

PF: Oh, yes. I'd go out to be introduced. I can remember one football game, let's see was it, Glendale against Phoenix, I'm not sure about that. But anyways, the football game was there and I drove all the way from there down across the river to the auto racing. So I got introduced at both of them that night. That's the way that I had to travel around and anywhere I could to get introduced.... Oh, yeah I ended up the campaign at midnight and I'd go to a bowling alley and they usually they'd be closing at midnight and I'd ask if they'd let me make a little campaign speech. And, then, they'd usually be glad to do it. And so that's the way I'd end my campaign.



PS: We were talking about Arizona politics back when you got involved the mid-fifties. What was Arizona politics like back then?

PF: Well, pretty tough for Republicans. At one time it was as bad as ten to one against you. A lot of the time it was as much as 4 to 1 against you. And, so that was really tough when you had to face all those Democrats and you're a Republican. But, see on the first two times I was elected if I had just depended on Republicans I couldn't get elected because there wouldn't be enough of them. So, course now, that's different. Republicans, have control, so it's a lot different today.

PS: How come you were Republican back then in such a Democratic state?

PF: Well, that was my philosophy. And, I felt that if I was going to run for office, I was going to run as Republican and take the consequences. I felt that it was strong enough that the Republicans were building a party back and they were. And I would be better off running as a Republican. Well, in fact, I never even considered Democrat. Running as a Democrat.

PS: Who were some of the other Republicans back then that encouraged you to run?

PF: Well, Goldwater, both the Goldwaters. The women were very strong then. Annie Johnston of Tucson was a real strong Republican and, encouraged me to run. Any number of party people. Of course they were trying to get somebody to run, and they didn't quite have very much luck before I happened to come along, and so I was lucky. Lucky to get their support.

PS: What, what office did Barry Goldwater have back then?

PF: Well, Barry never did have any office. Well he was a Senator of course, he was a Senator and then ran for the Presidency.

PS: But back in the '50s when you first ran, Barry was on the City Council? Then he ran for the Senate? Didn't he run for the Senate at the same time you were running for Governor,

PF: I ran to be Governor. When he ran to be Senator, yes. We ran together and won. **PS:** Did you expect to win when you ran for Governor?

PF: Well, I had a great chance because Barry was very popular and that helped me. So I had a good chance.

PS: And what else do you think helped you win?

PF: Because I'd been known through business around the state and that helped a lot. And I had been in



sports, I'd been in a lot of different activities. And that helped. Just working over the years is what helped me.

PS: When you got elected Governor, what was it like when you moved into the Governor's Office at the Capitol?

PF: Well, it was a pretty tough job when I first got in there. But then I knew all the people, I had campaigned around the state and knew most of the people I worked with. I felt that I was very fortunate that I had so many supporters.

PS: In the Legislature, were there many Republicans in the Legislature then?

PF: No, that's what I was saying just a minute ago. It was about four to one when I first got in the race. And then it changed as time went along. It had been tougher than that before. It had been as much as ten to one.

PS: So was it hard as Governor to get things accomplished that you wanted to?

PF: Well, you never get everything accomplished that you want to, but I did get the important things accomplished. I was successful in making enough of an impression that I was able to get more support from that. When I ran again.

PS: While you were Governor, were there some policies or some things that you did differently than other Governors?

PF: Yes, I was more conservative than most other Governors. That was one thing.

PS: I heard you had an open door policy.

PF: Well, I had an open door policy, yeah. Some of the other Governors had advertised that they had open door, but they weren't very much open door. But I tried to have it where I'd invite the people to come in. Visit with me and that was helpful. ...Worked good, I mean, I had a lot of people that would come to the office and, I'd be in the main office and they could see me in there and when they went through the hallway and they'd ask to see me and I had them come on in, and that was really helpful.

PS: I heard every afternoon people would just come see you they wouldn't have to have appointments or anything.

PF: We just had an open door policy, we'd be glad to welcome anyone that wanted to come in.

PS: What kind of things did they come talk to you about?



PF: Everything from their chickens to important things and taxes. It always ended up with taxes.

PS: Speaking of taxes, I heard that you raised taxes when you were Governor.

PF: Well, only for specific purposes. Raise them to accomplish certain programs and that was very helpful. In other words, the tax would have to go to a certain point for the lowering in other areas or to help our economy. And that was important.

PS: What would be so important that would make a Republican Governor raise taxes? **PF:** Well, let me think of something...

PS: How about education?

PF: That was important thing. I was trying to think of education. That was what was important. Because our schools, if we could educate our children, then means so much more to our economy than if we don't. I mean, that's something that's very important to us. And so that's what was very helpful.

PS: So what did you do to help education?

PF: We missed the amount of money that they could spend. And helped to increase that amount a couple of times.

PS: With the sales tax is that what you did?

PF: Sales tax was one, one program, yeah. It could just do so much with sales tax. But that was very helpful. ... The sales tax, we raised it as I remember, I'm not sure about this; it seems to me that we just about doubled it.

PS: I heard that you took it from like 2 percent to 3 percent? Was that right?

PF: That sounds right, uh-huh?

PS: And what was that money going to be used for?

PF: Education.

PS: How did you get the state legislature to do that when you had so many Democrats in the Legislature?

PF: Well, we had a lot of Democrats that would support education. And we were able to contact them and



work with them. And so we had support from a number of the top legislators as far as education was concerned. So that was what was very helpful to me.

PS: Another thing I heard about education, you started a Junior College system?

PF: Yeah, I, I was responsible for Junior College program getting underway. Yes. I went to California. I met with junior college administrators there and got all the information I could and worked with them. They gave me the different reasons that it was good have it and so I came back and was able to sell it to our legislature to get the programs through.... I just had to get together with different legislators and get them to start it. All I can do is recommend as Governor and then we had to get them to do the work in getting it started.

PS: So where were the first Junior Colleges?

PF: Well, the first junior college we had was in Safford, Arizona. Or in that area of Thatcher, that was the first one. That was not in the program. That was before. And the first junior college, we had the Phoenix Junior College which was a big junior college and that was the main one. By the time we got those two started then we went ahead and started several more in places didn't have any junior college before. And so that was very helpful.

PS: What about Tucson?

PF: Well, Tucson they fought it. They didn't like the idea of a junior college program and they fought it first, but then later on they came through and they had junior college. The main college that we had of course was the University of Arizona and Arizona State University and Northern Arizona University. Those were the main colleges we had then.

PS: I heard that Tucson wanted a medical school instead.

PF: They sure did and they really got me in a bind for the medical school. I had to threaten to veto a medical school and I got things all straightened out and that way we worked together and got the medical school in Tucson. We had the medical school, and then we had junior college program following and that's about the way it was.

PS: I heard there were some headlines down there that you didn't like though. Do you remember any of those

PF: Oh, yeah, they said, what they should do is to kick me out of office. And some of them tried. But it didn't work out.

PS: Why did they want to kick you out of office?



PF: Well, they wanted a medical school for Tucson and that was the reason.

PS: They thought you were against it?

PF: Well, they knew I was against it from the standpoint of having it now, immediately. And I was working so that we could have different schools on the way. In other words, we could have a medical school, we could have a junior college and we expand the junior college program around the state like Prescott, and that's the reason that I did that.

PS: Let's see some of the other issues when you were Governor, the US Supreme Court was making decisions about the Colorado River water

PF: Yes. I worked very hard on that and having the legislation that we passed. I handled that on the floor of the Senate and all the way through, the CAP Bill. And, so we'd be able to get the Projects through while I was in office.

PS: That was while you were in the Senate. What about when you were Governor?

PF: Well, the first part of it, we worked on it both while I was in the Senate and while I was in the Governor's office, both.

PS: It started when you were Governor, though?

PF: Yes.

PS: You ran for Governor three times? Who were some of the people you ran against?

PF: Well, Roy Allison was one, he was Senator Hayden's administrative assistant. He was one. Uh, let's see, ... Sam Goddard. I ran against Sam and one other. Sam Goddard and one other person I ran against...

BF: Lee Ackerman.

PF: Yeah, that's I guess all of them.

BF: And then Goddard. Those three.

PS: Did your family help you campaign too?

PF: Oh, yes. Very important part of my campaign. Bob really helped me, Ron, he was in military then, when we won the first term he was still in the military.



PS: And what about your wife; did she help, too?

PF: Yes, and my daughter did and my daughter-in-law, Pamela, Bob and Tom's wives, they helped me and Tom and Bob helped me. I had a lot of the family.

PS: Did you have a campaign office?

PF: Oh, yes, we had a campaign office and around the state, we had a big office in Phoenix and also in Prescott different times and in Flagstaff and Tucson we had an office. That was it.

PS: What about some of the other people in the Republican Party at that time that helped you like Harry Rosenswieg?

PF: Oh, Harry was a big help, tremendous help. Yeah, Harry passed away though. Uh, Harry was a tremendous help to me.

PS: What was his role with the Party?

PF: He was Chairman of the Party. That was a big role.

PS: Who was your campaign manager?

PF: Sam Mardian. He had an office where during the campaign Sam had several girls working with him and really doing a job for him, a real good job. He had Barbara Leonard and John Leonard was her husband. We had real good help from them. And we had good help from oh, a lot of different people.

PS: Tell me why you decided not to run for Governor again and you ran for the Senate instead.

PF: Well it was just evident that it would be more important to me and to the State of Arizona than if I retained that office, the Senate office. So, that's why I thought I should run for the Senate.

PS: Tell me what was happening in 1964 that made you run for Senate?

PF: Barry Goldwater was running for Presidency. That was the important thing. And so then I ran, Barry wouldn't run for the Senate. And, see some of them would run for the Senate and run for presidency all together. And Barry said "no, I'm not going to do it. I'm not going to do it. You're going to run for the Senate." And, so I did..

PS: And what was that like? Uh, was it harder to run for Senate than for Governor?



PF: Well, same, same people. I established a good working relations with the Governorship; and I had the same people and more working for me as I ran for the Senate.

PS: Did, were you expecting to win that then?

PF: Oh, yeah. I expected to win that. Yeah, I didn't have Roy Allison, let's see was it Roy Allison? As a opponent? No I expected to win that.

PS: But that meant you had to move to Washington.

PF: Had to move to Washington. Mama didn't like that.

PS: What was that like? That's a big change.

PF: Quite a change. I wasn't wild about moving to Washington but I was certainly wanted to have that Senate position.. And Mama, she went right along with me. And, did whatever was needed. My whole family just worked with me night and day. Moving into Washington was quite a move. But we enjoyed it very much.

PS: What was the biggest change about living in Washington?

PF: Well, they have those dinners and the meetings all the time. Just constantly had people coming in from the state that expect you to take them out to dinner. Or, do whatever was necessary they want done. You've got to do it because that's the only way to get re-elected. If you don't do that, you're not going to have much luck in getting re-elected.

PS: Who was the other state Senator from Arizona back then? When you went to Washington, you were one Senator and there was another Senator. Who was that?

PF: Carl Hayden was still there -yeah Carl Hayden was still there. He was a Democrat. And the next election, he passed away, you see.

PS: But when you came back there as sort of the freshman Senator, how did Carl Hayden treat you?

PF: Oh, beautifully. He was very kind to me and considerate. Roy Allison was his manager and he didn't treat me very well.

PS: Where was your first office in the Senate.

PF: Senator Hayden just told me like it was the natural thing. He came to my office and just told me that he'd like to have me move next door to his office and just like that, that's all it took. Because he was the



number one Senator and whatever he said to do, why they'd do. So, they gave me a good break on an office.

PS: So your office was next door to his? Is that pretty unusual for a brand new Senator?

PF: That was brand new, yeah it was very unusual. And it was really a break for me.

PS: What are some of the things you remember about being in the Senate?

PF: In the Senate? Well, I remember the Right to Work Bill, which I fought for very hard. And I was a leader in that, on the Right to Work Bill. CAP, of course, was the most important that I had, winning the CAP Bill. Getting that passed through. Those are the two very important measures that I worked. There were a lot of things along the way that are tied in with those bills.

PS: Why don't you tell me a little bit about the CAP Bill.

PF: Central Arizona Project Bill. We had been working for that for a long time and then the opposition was from California. So what we had to do was to work with California members of the Senate and the House and so, we worked with them and we got a satisfactory solution. With a bill that would go through that would be beneficial for both states. So that's what we did.

PS: Why was California opposed to it?

PF: Well, because it took their water, they said. First, they were opposed to it because they wanted to keep all the water. And then they realized they couldn't do that and they finally consented and let the Bill go through.

PS: So did you ever think you'd actually get to see the CAP get built through the state?

PF: Well, I thought it would be, but it was very tough; it was very difficult. And we weren't too sure about that. But afterwards, yes, it was evident it was a benefit to both states.

PS: What about some of the energy issues?

PF: Well, I worked on energy practically all my lifetime, being in my business and all. So, I was very well adapted to working on the energy bill and I was able to get a lot of things done to the energy bill because of my knowledge and my participation in different projects on energy.

PS: What sort of things did you get accomplished?

PF: Well, we got the CAP was the biggest one. It was a energy bill. That was the biggest one.



That accomplished lots of other things. But that was the biggest one.

PS: And you served for 12 years in the Senate? That's a long time.

PF: Yes, 12 years, uh-huh.

PS: So did you enjoy working in the Senate?

PF: Very much.

PS: What did you like about it?

PF: Well, I liked the work, as far as Washington was concerned. And then I liked it because we were able to get things through that we'd been fighting for years. And so that's why I liked it.

PS: And so why didn't you run again in 1976; you decided to retire?

PF: Yes, I decided to retire and we had a good man to run; take my place. But it was best, I thought for me, I was getting up in years and I thought it'd be best that I retire.

PS: You weren't that old though.

PF: Well, no, but the thing about it is, you know, I had a good man to take my place. And that was what was important.

PS: Who was running ...

BF: Sam Steiger

PF: No, he didn't succeed me did he?

BF: Steiger ran against Dennis DiConcini. And he lost to DiConcini

PS: But you decided it was time to come back to Arizona? When you came back to Arizona, had it changed much?

PF: Well, of course, I was going back and forth all the time anyway, so it hadn't, no, it hadn't changed a great deal from the way that I left. Because I, I was back and forth so much.

PS: What did you get involved in then after you left the Senate?



PF: As little as possible. (laughter) When a Senator gets elected he's supposed to go do his job. I didn't want to be interfering with their jobs and their work.

PS: You didn't want to stay in the Senate like Carl Hayden? You could still be in the Senate.

PF: Yeah, well Carl Hayden was better off out of the Senate because of his age. I mean Carl, he couldn't do the work that was needed, he had, uh, have so much help, well he was retired.

PS: Yeah, but when you went back to the Senate, Carl Hayden was about the age then that you are now, right? Or maybe even a little older.

PF: Let's see uh, 93, he was 94 I think. That's right.

PS: Well, you could still be in the Senate today, if you had stayed.

PF: Yeah, I could have been.

PS: So, but you decided to come back and retire. And what are some of the things that have kept you busy though, since you've been back here?

PF: Oh, gee, I've been real busy, I still stayed busy. I'm on boards, I'm on the CAP Board, I'm still on that. And working on that, just as an individual. And, still working on the water, still working on the water.

PS: What about energy things?

PF: Well, I've been working on energy practically all my lifetime. Cause it was so important to us and so I've been working on energy too.

PS: What about solar energy here in Arizona?

PF: Oh, solar energy was helpful. Solar energy is a helpful energy, but it isn't as controllable as you'd like it to be and it's just not the answer to our total problem. We have to work on everything. We have to have solar, we have to have electric development programs, we need the water, hydro, to develop. We need everything. And so that's the way we have to work.

PS: What about nuclear energy? You've seen that

PF: Well nuclear is one of the main sources that we have to work. There's nuclear and solar and there's hydro-electric. And they're all very important.

PS: Since you've been back here, you've got quite a few grandchildren and great grandchildren. Have you



been helping out with them?

PF: Oh, been trying. Yeah, it's been a great pleasure to be able to visit with the kids. Yeah, to have that opportunity. It has been a tremendous opportunity.

PS: Do you give them some advice about things they should be doing?

PF: Well, the older ones, Bob and Tom, they're two very successful men and they don't need my advice.

PS: What about your grandchildren.

PF: Well, I have a time with grandchildren, Paul, he visits with me. And, but he's very successful too, so I've been lucky.

PS: But do you have any advice for young people that are just starting their careers in business. Do you have advice for them?

PF: Yes, work real hard. That's the biggest advice I can give them. And then, other than that, just be sure to work as hard mentally as you do physically. That's the way to get by in business.

PS: What about in politics? Do you have advice for people that want to get into politics.

PF: Same. The same thing. Same thing. Work hard physically and mentally both in politics. And there's no substitute for hard work.

PS: Do you think politics has changed much since you got into it?

PF: Not a great deal. Not a great deal, no.

PS: What do you think about all the women in Arizona that are running the state now?

PF: I think it's good. They're good women, good, practical women and they're working hard. And that's why they're so successful.

PS: You think we'll see more women getting into politics?

PF: Well I don't know whether there'll be more because we had a good percentage of them now. But I encourage them to.

PS: They said that you were a master in politics of compromise. You think that's an important thing in politics.



PF: Well, that's always good, to get a bill through to your favor by a compromise, that's the thing to do. But if you give up too much then that's a poor thing to do. So you have to weigh that side. You have to do what is possible to accomplish what you want to do and still satisfy the other person.

PS: I heard that somebody one time when you were out campaigning and shaking hands and you said, "I'm Paul Fannin and I'm running for Governor," and the person said to you, "Why are you running for Governor?"

PF: That's right.

PS: What did you tell him?

PF: I told him because I feel an obligation to get into work in my state and I enjoy my work and I had a wonderful relationship in Arizona with the people. I wanted to continue that relationship.

PS: So when you hear politicians talking about public service, you think that's true?

PF: That's, that's true. As long as they're just not trying to do something selfishly, but if they're performing a service that is beneficial to the state, then that's good.

PS: Do you think most politicians are out there trying to serve the state.

PF: Well, I think most of them. There're some that are selfish, but most of them I think are desirous of serving.

PS: What do you think is the greatest change that you've seen, you've lived a long time - the greatest change you've seen in Arizona or in Phoenix?

PF: The greatest change of course is the tremendous population growth. That's been the biggest change.

PS: Did you ever think it would get this big when you were a boy?

PF: No, I never did. No, I just feel, we've been able to keep up our job service quite well for the people of our state and we don't have a lot of people surplus employment. Or a lot of people out of work. So I think it's been very good.

PS: What do you think it is that's made Phoenix, or made Arizona grow so much.

PF: Popularity of the climate is the number one and then I think too that the opportunity in the state for employment and for businesses to prosper. I think those are important, the most important.



PS: And it's a right to work state still, like you fought for.

PF: Yeah, that's right, the right to work state, that encourages people to settle in the state. John the president, one time said he would never settle in Arizona if it hadn't been for the right to work bill. That was back several years ago. But that's the thing that encourages people to go into business and to have a chance to prosper.

PS: You mention earlier too about refrigeration, when air conditioning came in.

PF: Oh, yeah, that's been a Godsend to us. And, we wouldn't have had the fast growth we've had if it hadn't been for that. I think that's been very helpful in the rapid growth of our state.

PS: Seems like a lot of the growth came right after World War II.

PF: That's right. Yeah, well that's the thing there was the people coming home. Expanding their businesses, doing things they wanted to do, and I think that's helped too.

PS: So, let's see uh, I think I've covered most of the questions.

PF: I think you have.

PS: I'll probably think of something later but,

BF: I have one thing, I think you really, what you were getting at, you were really proud of John McCain and Jon Kyl both. You know that's what you were talking about you successors and you're proud of Jon Kyl and John McCain.

PF: Well, I say we're so fortunate now we have Jon Kyl and John McCain both in office. They're two of the finest Senators in the Senate. That is today a great help to us. I think it's going to mean a lot to us in the future.

PS: Do they ever get in touch with you or ask your advice?

PF: Well, directly or indirectly, yes. I've had a lot of touch with Kyl when he was running for office. I appeared with him on programs and went on TV with him and things like that. And then McCain, went through Bob, McCain has worked a lot through Bob. You know every once in a while, they'll want to know what I think or what I would do. Of course, they're so in touch with it that they're much, so very much more in touch than I am, that they now don't depend on me, like they would then.

PS: Did you ever think you'd see so many Republicans in office in Arizona?



PF: You can't have too many Republicans. (laughs lightly) No. No, no.

PS: It sure has changed though from when you ran for Governor it's changed a lot.

PF: Oh, I know it. That's true, but it's the quality of the people that you're involved with. And so, that's why we've had real good people, people like Barry Goldwater that have been in office and done so well. that's helped our party. And, we got Jack Williams who was an excellent Governor and so we've been very fortunate. And now John McCain is a fine man and so, it's all dependent on the person.

PS: And you kind of led the trail there.

PF: Well, I helped out. But it took all of us. That's how I feel.

PS: Thank you, thank you for taking so much time with us this morning.

PF: Oh, fine. Thank you.

