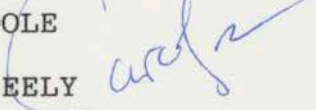


OCTOBER 24, 1989

TO: SENATOR DOLE  
FROM: CAROLYN SEELY   
SUBJECT: SPEECH TO MAGRAW-HILL BUILDING PRODUCTS EXECUTIVES  
CONFERENCE

On Thursday October 26, 1989, you are scheduled to give the keynote speech at the 50th Anniversary Building Products Executives Conference sponsored by Magraw-Hill Information Services. The theme of the Conference is "A Blueprint for the 1990s"; you have been asked to speak on the "Government's Role in Bolstering Competitiveness of U.S. Corporations Abroad".

The audience will consist of approximately 500 industry executives from companies of all sizes (for example, USX will be represented). William Wilson President and CEO of Carrier Corporation will chair the program. Most of the Conference speakers are businessmen (H. Ross Perot will be the luncheon speaker); however, Senator Robb will follow you to discuss "How Globalization Can Benefit the Economic Future of Our States".

You have been asked to speak for 30 minutes and to allow 10 minutes for Q&A.

October 26

McGraw-Hill Information Services Company

1221 Avenue of the Americas  
New York, New York 10020  
Telephone 212/512-3851



Marilyn M. Nickel  
Manager, Meetings and Conferences

October 18, 1989

OVERNIGHT MAIL

*Joyce*

The Honorable Robert J. Dole  
SR-141-Senate Office Building  
Washington, D. C. 20510-1601

Dear Senator Dole:

Attendees at this year's Building Products Executives Conference, scheduled for Thursday, October 26, 1989, at the Capital Hilton Hotel will be looking forward to your presentation. To date, we have over 450 registrants for this 50th anniversary Conference.

Attached is a final copy of the program which was issued to building products executives last week. As a recap, the following is a review of arrangements for your presentation:

Arrival/Speech Time: 8:20 a.m. - met at front entrance of Capital Hilton Hotel by Paul D'Armiento, McGraw-Hill Information Services Company.

Presentation: 30 minute presentation with 10 minutes of questions from the audience.

Subject: Government's Role in Bolstering Competitiveness of U. S. Corporation's Abroad.

Senator Dole, I will contact your office early next week to reconfirm the details of your presentation at the above Conference.

We are very much looking forward to your presentation at this Conference, and know it will be a highlight for all Conference attendees. If I can provide further assistance regarding preparations for your presentation at this year's Conference, please advise.

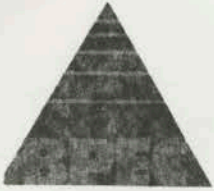
Sincerely,

*Marilyn Nickel*  
Marilyn Nickel

Attachments

cc P. D'Armiento, McGraw-Hill Information Services Company  
B. Meyer, Executive Assistant to Senator Robert J. Dole

October 26  
Building Products Executives Conference



*Joyce*

*Speak*

Program Chairman:  
Russell C. White  
Executive Vice President  
Construction Information Group  
McGraw-Hill  
Information Services Company

September 22, 1989

OVERNIGHT MAIL

The Honorable Robert J. Dole  
SR-141 Senate Hart  
Office Building  
Washington, D. C. 20510-1601

Dear Senator Dole:

As mentioned in Russell White's letter welcoming you as a speaker to the 50th Building Products Executives Conference, I would be contacting your office regarding our upcoming Building Products Executives Conference at which you will be our keynote speaker. Attached for your reference is the formal invitation that was recently issued to 6,000 executives of the building products industry. The following is specific information regarding your presentation:

Conference Date: Thursday, October 26, 1989

Arrival/Presentation Time: 8:20 a.m.

Location: Capital Hilton Hotel--  
16th and K Streets, N. W.,  
Washington, D. C.,  
Front Entrance--met by Paul D'Armiento,  
Vice President, Government Affairs,  
McGraw-Hill Information Services Company

As our audience is comprised of building products executives with a growing concern of maintaining their company's position in the U. S. marketplace and an eye towards global influences, Conference attendees would be very interested in hearing your thoughts on:

"Government's Role in Bolstering the Competitiveness of U. S. Corporations Abroad."

Senator Robert J. Dole

-2-

September 22, 1989

If your speech content could be geared specifically towards our audience--**building products manufacturers**--it will prove to be of great interest to all attendees. As discussed with your assistant, Ms. Meyer's, speaker presentations are scheduled for approximately thirty minutes with ten minutes of questions from our audience. Hopefully, your schedule will permit a presentation of similar length at our Conference. Within the next week we will be issuing our finalized agenda announcing your participation in the Conference. Approximately 500 business executives are anticipated to attend this year's Conference.

Senator Dole, as mentioned, Paul D'Armiento will meet you at the front entrance of the Capital Hilton by 8:20 a.m. on October 26th, (the Hilton will have a reserved parking area held for your car at the front entrance). Mr. D'Armiento will then escort you to the Presidential Ballroom where our Conference Chairman, William Wilson, President and CEO of Carrier Corporation a Division of United Technologies, will introduce you to the audience.

Senator Dole, we are very much looking forward to your presentation, and meeting you at the Conference in Washington.

Sincerely,



Marilyn M. Nickel  
Manager, Meetings and Conferences  
McGraw-Hill Information Services Company

MMN/mrp

Attachments

cc: P. D'Armiento, McGraw-Hill, Washington, D. C.  
B. Meyers, Executive Assistant, Office of Senator Robert J. Dole

*Speak*

*October 26  
Thurs. A.M.*

*Jayce*

**McGraw-Hill Information Services Company**

1750 K Street, N.W., Suite 1170  
Washington, DC 20006  
Telephone 202/955-3844  
Fax No.: 202/955-3839

Paul R. D'Armiento  
Vice President  
Marketing Development-Federal Government

August 21, 1989

The Honorable Robert Dole  
SH-141 Hart Senate Office Building  
Washington, DC 20510-1601

Dear Senator Dole:

On Thursday, October 26, 1989, 500 business leaders representing the manufacturing segment of the vast construction industry will convene at the Capital Hilton in Washington, DC. This year's gathering will be the 50th anniversary of the Building Products Executives Conference (BPEC). We will, as we have in the past, examine critical national issues related to the construction industry as well as focusing our attention towards the future and the impact of the new global economy and how we should be prepared to meet these opportunities.

It is my pleasure to formally invite you on behalf of the chairman to be the featured keynote speaker at this national meeting. As Senate Minority Leader, your thoughts and outlook on the future of government programs and their potential influence on construction in the USA would greatly interest the audience. As a leader in this administration, our audience would welcome your personal views on where you see the Common Market's unification in 1992 impacting American business.

Your time investment will be approximately one hour on October 26th. After greeting you personally at the entrance to the Capital Hilton at 8:00 a.m. and escorting you to the Ballroom, the morning session will start at 8:20 a.m. You will be introduced by our Program Chairman, William Wilson, President and Chief Executive Officer of Carrier Corporation at 8:30 a.m. Your presentation will be scheduled for a half hour with ten minutes to respond to written questions submitted by the audience. The commitment of time is minimal and you will be able to depart the Capital Hilton by 9:20 a.m.

It would be an honor, indeed, to have you address the 1989 Building Products Executives Conference. In 1983 you addressed this group of business leaders and I know they would give you a warm welcome once again. We hope you will be able to take this opportunity to present your views before this audience of key business leaders.

Enclosed is the program from last year's BPEC illustrating the scope of the Conference and the nature of participants from government and industry. Previous speakers have also included such congressional leaders as Michel, Kemp, Rudman, Moynihan, and former Secretary of Labor Brock. Our 1989 Conference plans are well underway with William Wilson chairing the meeting for the day, and our luncheon speaker will be Ross Perot.

*Capital Hilton  
8:20 SPEAK  
Carolyn  
Whit*

*Subject: Govt role in helping corp. survive competition*

*8-21-89 Letter in letter \$2,000 honor*

*Paul or Kathy North  
marilyn nichel-1989*

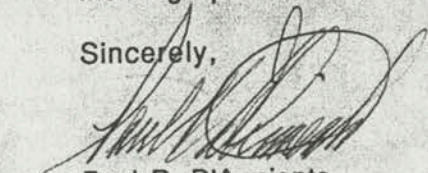
The Honorable Robert Dole  
August 21, 1989  
Page 2

Attendance at this meeting, which McGraw-Hill has conducted as a service since 1939, is by special invitation only and without charge. We are anticipating 500 executives will attend this year's meeting, over 50 percent hold positions ranging from vice president to chairman of the board; the remaining hold middle management positions.

Senator Dole, as we are trying to confirm all program participants as early as possible to ensure another successful program, it would be appreciated if we could discuss your participation in this Conference as soon as possible. Our Marketing Services staff located in New York will be handling all program announcements and will alert the many business leaders and press planning to attend the Conference of your presence on the program.

Within the next 2-3 weeks, we will contact your office and Betty Meyer to bring you up-to-date on other speakers on the program and to hopefully receive your confirmation to participate in the conference as the keynote morning speaker.

Sincerely,



Paul R. D'Armiento

PRD: kn

Enclosures

cc: Betty Meyer

OCTOBER 26, 1989

TALKING POINTS

BUILDING PRODUCTS EXECUTIVES CONFERENCE

- O THANK YOU FOR INVITING ME HERE THIS MORNING  
TO CELEBRATE THE 50TH ANNIVERSARY OF THIS  
CONFERENCE AND TO DISCUSS THE GLOBAL  
CHALLENGES WHICH WILL CONFRONT YOUR  
INDUSTRY DURING THE NEXT 50 YEARS.

THE REPUBLICAN COMPETITIVENESS TASK FORCE

- O LAST MAY, AT SUGGESTION OF SENATOR DANFORTH,  
  
I CONVENED A TASK FORCE OF REPUBLICAN  
  
SENATORS TO ADDRESS THOSE BARRIERS TO  
  
COMPETITIVENESS WHICH ARE WITHIN THE CONTROL  
  
OF THE FEDERAL GOVERNMENT.
  
- O WE WERE NOT LOOKING TO ESTABLISH AN  
  
INDUSTRIAL POLICY. WE BELIEVE THAT  
  
PROTECTIONISM AND GOVERNMENT INTERVENTION



IN THE MARKETPLACE CREATE OBSTACLES TO  
COMPETITIVENESS BY RAISING THE COST OF CAPITAL  
AND MATERIALS FOR U.S. MANUFACTURERS.

- O NEVERTHELESS, AMERICA NEEDS LEADERSHIP AND  
COORDINATION IN ITS TRADE AND ECONOMIC  
POLICIES. OUR TASK FORCE AIMS TO ESTABLISH  
THOSE PRIORITIES.

- O OUR INITIAL FOCUS HAS BEEN ON THE WAYS IN WHICH GOVERNMENT IMPEDES COMPETITIVENES -- WHETHER THROUGH ANTI-TRUST LAWS, TAX POLICY, OR EXCESSIVE REGULATION. IN ADDITION, WE WILL SEARCH FOR WAYS TO ASSIST PRIVATE SECTOR INITIATIVES -- FOR EXAMPLE, THROUGH REASONABLE PRODUCT LIABILITY STANDARDS, PATENT PROTECTION AND BETTER TRANSFORMATION OF FEDERAL RESEARCH ADVANCES INTO PRODUCTIVE USES BY AMERICAN BUSINESS.

- O AS CURRENTLY ENVISIONED, THIS TASK FORCE WILL RECOMMEND TAX INCENTIVES FOR RESEARCH, EDUCATION, SAVINGS AND INVESTMENT, PRODUCT LIABILITY REFORM, ANTI-TRUST REFORM, FEDERAL CO-ORDINATION OF THE DEVELOPMENT OF STRATEGIC TECHNOLOGIES AND STREAMLINED PUBLIC/PRIVATE PARTNERSHIPS TO TRANSFORM FEDERAL RESEARCH DISCOVERIES INTO NEW PRODUCTS AND SERVICES.

- O AS WE PROGRESS IN THIS INITIATIVE, WE WILL NEED YOUR INPUT AND SUGGESTIONS FROM WHAT IS, IN EFFECT, THE FRONT LINE OF OUR STRUGGLE FOR COMPETITIVENESS.

### THE BUDGET

- O IT IS NOW OFFICIAL. CONGRESS' FAILURE TO MEET ITS DEFICIT REDUCTION DEADLINE UNDER THE GRAMM-RUDMAN-HOLLINGS LEGISLATION HAS TRIGGERED \$16.1 BILLION IN ACROSS-THE-BOARD SPENDING CUTS. THIS IS REAL DEFICIT REDUCTION, BUT IT IS NOT "GOOD GOVERNMENT".

- O I HAVE OFTEN CRITICIZED THE AMOUNT OF SMOKE AND MIRRORS NEEDED TO ACHIEVE THE MODEST, \$14.1 BILLION SAVINGS REQUIRED UNDER THIS YEAR'S FISCAL 1990 BUDGET -- TAKING THE POSTAL SERVICE OFF BUDGET UNTIL IT PRODUCES A SURPLUS; ACCELERATING SPENDING UNDER CERTAIN AGRICULTURAL PROGRAMS INTO FISCAL 1989, RATHER THAN 1990.

- O HOWEVER, THE SOLUTION IS NOT TO APPLY AN  
AUTOMATIC MEAT AX TO THE ENTIRE FEDERAL  
BUDGET. THE SOLUTION IS FOR CONGRESS TO DO  
ITS JOB AND FACE UP TO THE TOUGH CHOICES.
  
- O THE PEOPLE IN MY STATE -- AND IF YOU BELIEVE THE  
POLLS, THE AMERICAN PEOPLE, GENERALLY -- STILL  
THINK THAT DEFICITS MATTER. REDUCING THE  
DEFICIT WOULD HAVE MANY POSITIVE EFFECTS ON  
OUR ECONOMY, FROM REDUCING INTEREST RATES

TO LOWERING OUR TRADE DEFICIT, TO MAKING  
MORE MONEY AVAILABLE FOR SAVINGS AND  
INVESTMENT. THAT IS WHY I HOPE THAT THE  
PRESIDENT WILL REVIVE HIS PLAN FOR A FLEXIBLE  
SPENDING FREEZE WHICH WOULD ELIMINATE AT  
LEAST ONE YEAR'S INFLATIONARY GROWTH FROM  
MANY FEDERAL PROGRAMS.

THE "CLEAN" BILL

- O IN A FINAL EFFORT TO AVOID A SEQUESTER, THE SENATE STRIPPED ITS BUDGET RECONCILIATION BILL OF MORE THAN 300 PROVISIONS, AND NINE POUNDS OF LEGISLATIVE LANGUAGE, THAT DID NOT REDUCE THE BUDGET DEFICIT. UNFORTUNATELY, THE HOUSE DID NOT FOLLOW SUIT IN TIME.



O THESE SO-CALLED "EXTRANEIOUS" PROVISIONS INCLUDED MANY PROVISIONS THAT WERE GOOD FOR KANSAS AND GOOD FOR AMERICA, SUCH AS RURAL HEALTH CARE REFORM WHICH IS A HIGH PRIORITY FOR ME PERSONALLY. HOWEVER, THE SENATE ACTION RESTORED THE RECONCILIATION BILL FROM AN ALL-PURPOSE LEGISLATIVE GRAVY TRAIN TO ITS ORIGINAL ROLE -- AN EXPEDITED VEHICLE FOR DEFICIT REDUCTION.

- O NEVERTHELESS, SENATORS -- BOTH REPUBLICAN AND DEMOCRAT -- WHO WERE INCREASINGLY FRUSTRATED WITH THE RECONCILIATION PROCESS, HAVE SET A PRECEDENT WHICH CAN AVOID FUTURE SEQUESTERS. AND THE DELETED PROVISIONS CAN NOW BE DEBATED AND AMENDED FREELY IN THE SENATE. IN OTHER WORDS, NORMAL LEGISLATIVE PROCESSES CAN GO FORWARD.

## CAPITAL GAINS

- O ONE PROVISION WHICH DOES ENJOY THE SUPPORT OF A BI-PARTISAN MAJORITY OF BOTH HOUSES AND OF THE PRESIDENT IS A REDUCTION IN THE CAPITAL GAINS TAX RATE. NOW THAT THE CAPITAL GAINS DEBATE HAS BEEN SEVERED FROM THE RECONCILIATION PROCESS, IT HAS ALSO BEEN FREED FROM PROCEDURAL CONSTRAINTS BY WHICH A MINORITY, WITH THE CONCURRENCE OF THE

DEMOCRATIC LEADERSHIP, COULD MANEUVER TO  
PREVENT AN UP OR DOWN VOTE ON THIS IMPORTANT  
INITIATIVE.

- O I BELIEVE THAT THE MAJORITY IN FAVOR OF CAPITAL  
GAINS WILL RAISE THIS ISSUE -- AND WIN -- AT THE  
NEXT OPPORTUNITY.

CONFERENCE

O SO FAR, INTERNAL POLITICS HAS BLOCKED HOUSE  
ACTION ON THE SENATE RECONCILIATION INITIATIVE.  
HOWEVER, I AM OPTIMISTIC THAT THE "GOOD  
GOVERNMENT" MOVEMENT WILL CATCH ON THERE,  
AS IT DID LAST WEEK IN THE SENATE --  
PARTICULARLY, SINCE LOADING DOWN THIS  
LEGISLATION WILL ATTRACT A CERTAIN PRESIDENTIAL  
VETO, A PERMANENT SEQUESTER AND THE  
CONTEMPT OF THE AMERICAN PEOPLE.

## THE AGENDA

- O IN THE FEW WEEKS REMAINING IN THIS YEAR'S LEGISLATIVE SESSION, CONGRESS MUST FACE UP TO THE REALITY OF A THREE TRILLION DOLLAR NATIONAL DEBT. WE WILL RETURN TO THE IMPORTANT ISSUE OF CHILD CARE, WHICH IS ALSO A PRIORITY OF THE PRESIDENT. AND NEXT YEAR WE WILL DEBATE HIS CLEAN AIR INITIATIVE AND CONFRONT OUR OWN ETHICS PROBLEMS.

CONCLUSION

- O AND NOW IT IS UP TO ALL OF YOU TO MEET THE  
CHALLENGES OF FOREIGN COMPETITION -- AND TO  
HELP US HELP YOU SO THAT WE CAN WORK  
TOGETHER IN THIS IMPORTANT EFFORT.
  
- O THANK YOU.