

August 1, 1990

MEMORANDUM FOR THE LEADER

FROM: JUDY BIVIANO *JB*  
SUBJECT: SENATORIAL TRUST EVENT

Attached are the following:

1. Points of interest regarding current events that have taken place in a number of States with major Senate races.
2. Most recent polling information (there are some pleasant surprises you may wish to cite!)
3. List of attendees of the Senatorial Trust Luncheon {You may want to keep an eye open for these supporters of yours, marked with an asterisk (\*)}

You are the keynote and the NRSC has requested a partisan attack on the Democrats' inaction on the budget summit as well as your "personal assessment" of Senate races.

Keep in mind that this group is the "big kahunas" who contribute \$10,000 to the NRSC, and are allowed to allocate their money as they see fit to Senate incumbents and challengers.

Senate challengers addressing the group at the morning session are Congresswomen Lynn Martin, Pat Saiki, and Claudine Schneider.

Thank you.

Attachments

July 23, 1990

*Kelly  
Judy*

TO: YVONNE/JOYCE  
FROM: MO  
RE: REPUBLICAN SENATORIAL TRUST FORUM

Yvonne and Joyce, I'm so happy Senator Dole is addressing the Trust Members on August 2nd. Below is the schedule for the luncheon:

12:00 p.m. Cocktail Reception

Location: Columbia C Room  
Hyatt Regency on Capitol Hill  
Event runs: 12:00 - 12:30 p.m.  
Attendance: 150

12:30 p.m. Luncheon

Location: Columbia B Room  
Hyatt Regency on Capitol Hill  
Event runs: 12:30 - 2:00 p.m.  
Attendance: 150  
Format: 1:30pm Senator Nickles introduces  
Senator Dole  
1:31pm Senator Dole gives remarks  
(15 minutes) and Q & A  
(15 minutes)  
2:00pm Senator Dole concludes remarks  
Facility: Podium/mike on riser  
Round tables of 8, - no head table

The theme for the afternoon briefings, after lunch, is the budget. They will hear a panel discussion from 4 Senators on the Fiscal Realities of the nineties - inside Congress. After that, they will hear from Secretaries Ryan and Brady on the fiscal realities of the nineties - inside the White House. In the morning they will have heard from Lynn Martin, Pat Saiki and Claudine Schneider on their Senate races.

Therefore, we would like Senator Dole to speak on the Budget Summit and touch on the Senate races.

One of our Trust staff will meet him at the door on New Jersey Avenue and escort him to the room. If he would like to join us for lunch let me know.

If you have any questions, call me at 675-6108.

*Thanks -  
mm*

TRUST ATTENDEES NAME AND ADDRESSES

Mr. and Mrs. Donald C. Alexander  
2801 New Mexico Avenue, N. W. #PH2  
Washington, D. C. 20007 (Don and Margaret)

Mr. and Mrs. Paul E. Arneson  
1555 Connecticut Avenue, N. W. #308  
Washington, D. C. 20036 (Melinda)

Mr. and Mrs. Gayle O. Averyt (Peg)  
Chairman of the Board  
Colonial Life & Accident Insurance Company  
Post Office Box 1365  
Columbia, SC 29202

\* Rabbi Milton Balkany  
5402 15th Avenue  
Brooklyn, New York 11219

Mr. and Mrs. F. Harlan Batrus (Veronique)  
Lazard-Freres and Company  
One Rockefeller Plaza  
New York, NY 10020

Mrs. Judy Black  
1199 North Fairfax  
Suite 204  
Alexandria, VA 22314

\* Mr. and Mrs. William Bone  
Sunrise Company  
42-600 Cook Street, Suite 200  
Palm Desert, California 92260 (Uta)

Mr. William Brachman  
Brachman Properties  
122 South Michigan Avenue  
Chicago, IL 60603

Rabbi Jacob Bronner  
1369 45th Street  
Brooklyn, New York 11219

Mr. and Mrs. Henry Brown  
Reserve Management Company, Inc.  
R. D. Route #4 Box 75  
Leesburg, VA 22075 (Betsey)

\* Mr. and Mrs. Dean L. Buntrock  
Chairman of the Board and CEO  
Waste Management, Incorporated  
3003 Butterfield Road  
Oak Brook, Illinois 60521 (Rosemarie)



Mr. Robert S. Coit  
10250 Gaywood  
Dallas, Texas 75229

Combs Gates Denver  
Stapleton International Airport  
Denver, Colorado 80207

Mr. Robert Conway  
Goldman, Sachs and Company  
85 Broad Street, 28th Floor  
New York, New York 10004

Mr. and Mrs. Ben Cooper (Kathryn)  
n. l. ing Insurance of America  
1700 North Lynn Street  
Arlington, VA 22209

Mr. Jack L. Copeland  
Copeland Wiley Securities  
1250 24th Street, N. W. #600  
Washington, D. C. 20037

Mr. and Mrs. Ron Cornelison  
9398 Mount Vernon Circle  
ALEXANDRIA, VIRGINIA 22304 (Billie)

Mr. and Mrs. Ronald Crawford  
F/P Research Associates  
1700 K Street, N.W.  
Suite 404  
Washington, DC 20006 (Carol)

Post Office Box 1927  
Winter Park, Florida 32789

Mr. and Mrs. George Daniels  
Daniels Manufacturing Corporation  
6103 Anno Avenue #5083  
Orlando, Florida 32809 (Sherry)

Mr. Jody Darling  
President  
Pacific Training Systems  
3007 East Barnes  
Simi Valley, California 93065

Mr. and Mrs. George C. Delp  
1905 Millersville Road  
Lancaster, Pennsylvania 17603 (Grace)

Ms. Lisa Duperier  
2006 Columbia Road, Suite 34  
Washington, D. C. 20009

Honorable Albert B. Fay <http://dolearchives.ku.edu>  
515 Houston Avenue  
Houston, Texas 77007

Mr. Peter Flamer  
Attention: Barbara Sansone  
The Flamer Group  
150 S. Wacker Drive #950  
Chicago, IL 60606

Mr. and Mrs. Edward H. Forgotson (Judy)  
1350 I Street, N.W.  
\* Suite 700  
Washington, DC 20005

Mr. and Mrs. Foster Friess  
Friess Associates, Inc.  
Post Office Box 4166  
Greenville, DE 19807 (Lynn)

Mr. and Mrs. Jack Gray, Jr.  
AT & T  
\* 1120 20th Street, N. W. #1000  
Washington, D. C. 20036 (Nancy)

Mr. Robert Harrison  
10 Murray Hill Road  
Scarsdale, New York 10583

Mr. Ralph Hooper  
650 E. Swedesford Road #126  
#8 Valley Forge Executive Mall  
Wayne, PA 19087

Mr. Wayne Hoyle  
Post Office Box 608  
Wrentham, Massachusetts 02093

Mr. and Mrs. Don Ingram  
Summit Partners Management Co.  
2200 Ross Avenue #4300E  
Dallas, Texas 75201 (Julie)

Mr. James L. Ketelsen  
Chairman  
Tenneco, Inc.  
Post Office Box 2511  
Houston, Texas 77252

Mr. and Mrs. Dick Kimberly  
Kimberly-Clark  
1201 Pennsylvania Avenue, N. W.  
Washington, D. C. 20004 (Karen)

Mr. Thomas F. Kranz  
1200 Ballantrae Lane  
McLean, VA 22101

Mr. and Mrs. Robert H. Kriebel  
214 Massachusetts Avenue, NE #460  
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Dr. and Mrs. Ralph Landau (Claire)  
Listowel, Inc.  
Two Park Avenue  
Suite 1525  
New York, NY 10016

Dr. Laurie J. Landeau  
367 Asharoken Avenue  
Northport, New York 11768 (Laurie)

Mr. and Mrs. Meric Legnini  
1005 North Glebe Road  
\* Arlington, Virginia 22201 (Barbara)

Mr. Earl T. Leonard  
Vice Chairman  
The Coca-Cola Company PAC  
Post Office Drawer 1734  
Atlanta, Georgia 30301 (Earl)

Mr. Stephen Loughlin  
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Bloomington, Minnesota 55431

Ms. Debbie Mace  
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Los Angeles, California 90026

Mr. Martin Massman  
M and B  
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Los Angeles, California 90045

Mr. William Moss  
3811 Turtle Creek Boulevard #700  
Dallas, Texas 75219

Mr. E. Leslie Peter  
Health Maintenance Organization  
710 Oakfield Drive, #220  
Brandon, Florida 33511 (Les)

Mr. Bob Pines  
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New York, New York 10019

Mr. and Mrs. George Ramonas  
Cassidy and Associates  
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Washington, D. C. 20005 (Denise)

Mr. and Mrs. Duane Roberts  
D.R.R. Investments  
Post Office Box 2447  
Riverside, California 92516 (Lorraine)



Mr. Bob Rosenkranz  
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New York, New York 10019

Mr. James Rybicki  
Post Office Box 6844  
Incline Village, Nevada 89950

Mr. and Mrs. Bernie Schuchmann  
Americity Federal Savings Bank  
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Suite 1500  
Dallas, Texas 75201 (Tara)

Mr. and Mrs. Henry J. Smith  
Clark Barden Inc.  
3811 Turtle Creek Boulevard  
Suite 1320  
Dallas, Texas 75219 (Bud and Jane)

\* Mr. W. Clement Stone  
Post Office Box 649  
Lake Forest, IL 60045

Mr. and Mrs. William H. Strong  
Salomon Brothers Inc  
Two New York Plaza, 17th Floor  
New York, New York 10004 (Bill and Sandi)

\* Mr. Chuck Tower  
Dun and Bradstreet  
600 Maryland Avenue, S. W. #240  
Washington, D. C. 20005

\* Mr. and Mrs. John Venners  
2000 Pennsylvania Avenue, N. W.  
Washington, D. C. 20006 (Mei-Mei)

Mr. Galen G. Weaver  
Route 4  
Lebanon, PA 17042

Mrs. Dorene Whitney  
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La Jolla, CA 92037

Mrs. Marguerite Williams  
Post Office Box 378  
Thomasville, GA 31799

Ms. Barbara K. Winer  
880 Fifth Avenue 9-D  
New York, New York 10021

Honorable Diane R. Wolf  
28 East 73rd Street  
New York, New York 10021

POINTS OF INTEREST ON SENATE CANDIDATES

FOR REPUBLICAN SENATORIAL TRUST

KEYNOTE ADDRESS

THURSDAY, AUGUST 2, 1:30 P.M.

IOWA

This past Sunday, Tom Tauke and Tom Harkin faced off in their first televised debate on defense spending, crime, drugs, and foreign policy. There's not a doubt in Iowa voters' minds that our Tom beat their Tom. Congressman Tauke was quick on his feet, and Senator Harkin was caught off balance. Even the Des Moines Register, a paper slanted towards the left, called the debate a "draw" (which generally means victory for the challenger).

Tauke said Harkin "was at the top of the list among the Senate candidates" in taking money from S & L political action committees; Harkin replied that he had given back thousands of dollars in campaign contributions and challenged Tauke to do the same.

The next debate will be on August 15, and the subject is abortion. (Tauke's "debate coach" is Linda Divall, the foremost strategist on this and women's issues).

The latest head to head poll taken July 18-22 by American Viewpoint (Divall) shows Tauke within 8%. Harkin is only at 50%.

ILLINOIS

Lynn Martin's name identification among Illinois voters is significantly on the rise (now at 75%), and the latest poll taken on July 20, shows Martin trailing Simon by a mere twelve percentage points. In addition, Martin nearly matched Simon dollar-for-dollar during the second quarter of 1990. Simon still refuses to debate Martin, and she has asked Illinois voters to write him to ask why he's afraid to debate.

With Illinois among the major media states, Lynn will need alot of cash to keep pace, since Simon leads the pack among PAC recipients. We can win this one.

HAWAII and RHODE ISLAND

Pat Saiki and Claudine Schneider are running energetic, futuristic, and vital campaign against Senators Pell and Akaka, who are about as exciting as watching paint dry on the Senate wall. Saiki and Akaka are dead even at 45%, in the latest poll taken at the beginning of July.



POINTS OF INTEREST  
PAGE TWO

In addition, **Saiki** outraised **Akaka** last period with \$374,287 to **Akaka's** \$269,573. With Democrats greatly outnumbering Republicans in Hawaii, it's important that we work hard to keep **Saiki** well financed.

The first wave of TV advertisements for **Claudine Schneider** began weeks ago. President Bush is going to Rhode Island on August 20 to do a fundraising appearance for the Rhode Island GOP. **Schneider's** latest poll shows a slight decline, but only due to a statewide announcement tour by Pell. She's still a "Tier 1" candidate.

MONTANA

There was a poll released today by PMR Research, which shows Senator **Baucus** ahead by only fourteen percentage points (52-38%). Clearly **Alan Kolstad** is closing the gap. President Bush appeared in Billings for **Kolstad** on June 20 and raised \$175,000 - a record amount for any political event in Montana.

IDAHO

Another record breaking event took place in Boise, where **Larry Craig** brought in \$225,000 during President Bush's visit. **Craig** had over 900 people in attendance at \$100/plate.

While **Craig** is well ahead in the polls, Democrat challenger **Twilegar** reports a net worth of \$4.5 million, and has the resources to make this a close race. It may be good to mention **Craig** to the Trust members as someone in need of cash.

COLORADO

The Democrat primary between **Josie Heath** and **Carlos Lucero** will occur on August 14. Most recent surveys show that the race is tightening, with **Heath** still leading. She's the "bigger lib" of the two.

**Hank Brown** has raised \$3 million and has \$1.3 million on hand. The campaign is on the air with positive media.

MICHIGAN

With the **Schuetten-Durant** bout scheduled for August 7, there is no head-to-head polling data available since April between **Schuetten** and **Levin**. **Schuetten** should win the primary comfortably, but has a mere \$411,998 cash on hand to **Levin's** \$3,237,473.

With **Levin's** flip-flop on the flag issue, **Schuetten** has been running some "All-American" media spots.

Stress the importance of Michigan as a major media state and **Schuetten's** need for additional cash.

POINTS OF INTEREST  
PAGE THREE

NEBRASKA

Hal Daub outraised Exon during the last reporting period \$390,000 to \$336,000. Daub has \$100,000 cash on hand, but since he's not accepting PAC contributions, we should stress him as someone that needs individual contributions. In contrast, Exon has received 60% of his contributions from PACs.

Neither campaign is on the air this week, although Exon ran TV last February, and Daub ran an endorsement by President Bush on radio in Western Nebraska earlier this month along with some newspaper ads.

Daub is running an aggressive, grassroots campaign designed to portray him as "more in touch" with Nebraska's needs.

The President raised \$200,000 for Daub on June 8, and Daub's most recent survey of June 11-12, showed him 8 points behind (keep in mind, it's a Wirthlin poll).



July 31, 1990

M E M O R A N D U M

TO: JUDY BIVIANO

FR: JOHN DIAMANTAKIOU

RE: LATEST POLLING DATA FOR MAJOR SENATE CHALLENGERS

<u>STATE</u>	<u>CANDIDATE</u>	<u>%</u>	<u>DATE OF POLL</u>	<u>POLL TAKER</u>
Illinois	Simon*	51%	7/20/90	PMR Research for WCIA-TV (Champagne)
	Martin	39%	N = 500	
Iowa	Tauke	37%	7/9-13/90	PMR Research/ Washington
	Harkin*	47%	N = 818	
	Tauke	34%	7/16-25/90	D Moines Register
	Harkin*	47%	N = 561	
Nebraska	Tauke	42%	7/18-22/90	Tauke poll thru American Viewpoint
	Harkin*	50%	N = 500	
Idaho	Daub	44%	6/11-12/90	Wirthlin
	Exon*	52%	N = 500	
Colorado	Craig	64%	6/01/90	Tarrance & Assoc **Do not let figures out**
	Twilegar	23%		
Hawaii	Brown	48%	late April	Hill Research Assoc-Houston
	Lucero	23%		
	Heath	23%		
Rhode Island	Saiki	45%	7/05-09/90	Honolulu Star & KGMB-TV
	Akaka*	45%		
Montana	Pell*	51%	Mid-July	Brown University
	Scheider	36%	+5	
Montana	Baucus*	52%	7/23-26/90	PMR-Mason-Dixon
	Kolstad	38%	N = 811	



South Dakota	Pressler*	64%	7/01-02/90	Wirthlin
	Muenster	23%		

Michigan	Schuette - no polling data available
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REPUBLICAN SENATORIAL  
TRUST FORUM  
STATEMENT  
ON FISCAL REALITIES  
OF THE NINETIES

O FOR THE LAST THREE MONTHS,  
THE CONGRESS AND THE  
ADMINISTRATION HAVE BEEN  
LOCKED IN HEAVY DUTY  
NEGOTIATIONS ON THE  
BUDGET. THIS WEEK THESE

NEGOTIATIONS HAVE ALL BUT  
COLLAPSED, AFTER THE  
DEMOCRATS RENEGED ON  
THEIR PROMISE TO PUT A  
BUDGET PROPOSAL ON THE  
TABLE.

O THE DEMOCRAT'S FAILURE TO  
OFFER A PLAN IS  
IRRESPONSIBILITY AT ITS  
WORST. PRESIDENT BUSH HAS



MORE THAN HELD UP HIS END  
OF THE BARGAIN, INCLUDING  
MEETING DEMOCRAT  
DEMANDS THAT HE WALK THE  
PLANK ON REVENUES. WHAT  
HAVE WE GOTTEN IN RETURN?  
NOTHING. NOT A PENNY'S  
WORTH OF SAVING.

A SEQUESTER WOULD MEAN CRISIS  
O BOTH DEMOCRATS AND

REPUBLICANS, SHOULD REALIZE  
BY NOW THAT WE HAVE A  
CRISIS ON OUR HANDS. IF  
WE CONTINUE TO DO  
NOTHING, WE WILL BE FACED  
WITH A BUDGET SEQUESTER  
OF \$100 BILLION IN OCTOBER.  
O WHAT WOULD A CUT OF THIS  
SIZE MEAN? REDUCTIONS IN  
MILITARY PERSONNEL OF UP

TO 1.0 MILLION OR ONE—  
HALF OF THE FORCE,  
ELIMINATION OF 1.2 MILLION  
EDUCATION GRANTS TO  
COLLEGE STUDENTS, AND  
HUGE CUTS IN FARM  
COMMODITY SUBSIDIES —  
TO NAME A FEW OF THE  
CUTS THAT WOULD HIT US  
LIKE A TON OF BRICKS.



O WHILE SEQUESTER IS THE  
MOST IMMEDIATE PROBLEM  
WE FACE, OTHER CRISES ARE  
LOOMING IN THE WINGS.  
INTEREST ON OUR NATIONAL  
DEBT IS APPROACHING \$200  
BILLION A YEAR, TWICE AS  
MUCH AS THE ENTIRE FEDERAL  
BUDGET WHEN I WAS FIRST  
ELECTED TO CONGRESS.

AND SOMETIME THIS WEEK,  
WE WILL HAVE TO PASS A  
BILL TO INCREASE THE DEBT  
LIMIT AGAIN — TO  
SOMETHING WELL OVER \$3  
TRILLION DOLLARS — THAT'S  
TRILLION WITH A 'T'.

CRAFTING A \$50 BILLION  
PLAN WILL NOT BE EASY

O I AM NOT SAYING THAT IT

7

WILL BE EASY FOR THE  
DEMOCRATS TO COME UP  
WITH A PLAN. TO MAKE A  
DENT IN THE 1991 DEFICIT, WE  
WILL NEED TO LOOK AT  
BUDGET CUTS TOTALLING AT  
LEAST \$50 BILLION. EVEN  
FOR A BLOATED AND  
WASTEFUL CONGRESS, \$50  
BILLION IS NOT PEANUTS.



LAST YEAR, FOR EXAMPLE, WE  
SPENT 10 MONTHS AND  
DEVOTED OVER 60% OF OUR  
ROLL CALL VOTES IN THE  
SENATE TO REDUCE THE  
DEFICIT BY ONLY \$16 BILLION.  
AND TO DO THAT, WE  
NEEDED FOUR MONTHS OF  
AUTOMATIC, ACROSS-THE-  
BOARD, GRAMM-RUDMAN

CUTS.

O STILL, REPUBLICANS HAVE  
MADE THE TOUGH CHOICES  
AND COME UP WITH A  
SERIOUS, HARD—HITTING  
BUDGET PROPOSAL. IT'S NOT  
PRETTY —— ALMOST  
EVERYONE MUST MAKE  
SACRIFICES UNDER THE  
REPUBLICAN PLAN. BUT THE

BOTTOM LINE IS THAT IT  
SAVES OVER \$50 BILLION IN  
THE FIRST YEAR AND \$500  
BILLION OVER 5 YEARS.  
THAT IS MORE THAN ANY  
OTHER BUDGET CONGRESS  
HAS EVER SERIOUSLY  
CONSIDERED.



## CONCLUSION

O THE PRESIDENT HAS NOW  
GIVEN THE DEMOCRATS 48  
HOURS TO PUT THEIR PLAN  
ON THE TABLE. IF THEY FAIL  
TO LIVE UP TO THEIR  
RESPONSIBILITY, THE PRESIDENT  
HAS EVERY RIGHT TO END HIS  
CODE OF SILENCE AND TAKE  
HIS CASE TO THE AMERICAN

PEOPLE.

O IF HE FOLLOWS THROUGH ON  
HIS THREAT TO VETO  
BLOATED SPENDING AND LET  
THE SEQUESTER AX FALL,  
THINGS COULD GET VERY  
BLOODY, VERY QUICKLY.  
BUT, TAKING THE HARD  
KNOCKS IS ALL PART OF  
BEING A LEADER. I THINK

THE AMERICAN PEOPLE WILL  
UNDERSTAND THAT AND  
SUPPORT REPUBLICANS IN OUR  
EFFORTS TO END THE  
DEMOCRATS' SPENDFEST.  
O THANK YOU.