

**NATIONAL GRAIN AND FEED**  
**19th ANNUAL**  
**COUNTRY ELEVATOR**  
**COUNCIL MEETING**

I APPRECIATE THIS  
OPPORTUNITY TO SPEAK TO THIS  
OUTSTANDING AUDIENCE. YOU  
ARE THE MEN AND WOMEN  
WHO MAKE IT HAPPEN, THE  
DEDICATED WORKERS WHO  
MERCHANDISE, PROCESS AND  
EXPORT AMERICA'S UNRIVALED  
BOUNTY. I AM PLEASED TO  
WELCOME YOU TO KANSAS,  
AND TO THANK YOU FOR ALL  
OF YOUR GOOD WORK.



THIS HAS BEEN A  
CHALLENGING YEAR FOR  
AGRICULTURE. CONGRESS  
SPENT FAR TOO LONG ON  
SHAPING A NEW FARM BILL, A  
BILL THAT HAD TO FIT INTO THE  
TOUGHEST BUDGETARY  
CONSTRAINTS A FARM BILL HAS  
EVER FACED. AND ALTHOUGH  
NO ONE ENJOYS THOSE KIND  
OF CUTS, A HEALTHIER  
ECONOMY MEANS PROTECTING  
AGRICULTURE FROM DOUBLE—



DIGIT INFLATION AND RISING  
INTEREST RATES. SO I BELIEVE  
THAT UNDER THE  
CIRCUMSTANCES, WE FINISHED  
WITH A FAIRLY GOOD BILL; ONE  
THAT IS FISCALLY RESPONSIBLE,  
AND ALSO RECOGNIZES THAT  
THE MARKET SHOULD PLAY THE  
DOMINANT ROLE IN  
PRODUCTION AND MARKETING  
DECISIONS.

AS EVERYONE IN THIS ROOM  
IS AWARE, THE GRAINBELT HAS





BEEN REELING FROM A  
LACKLUSTER MARKET. WITH  
NEAR—RECORD CROPS FILLING  
GRAIN BINS AROUND THE  
GLOBE, OUR DOMESTIC MARKET  
HAS TAKEN A DIVE, EVEN  
THOUGH OUR BIGGEST  
CUSTOMER, THE SOVIET UNION,  
IS DESPERATE FOR FOOD. THE  
TRUTH IS, CUTS HAVE IMPACTED  
FUNDING FOR PROGRAMS SUCH  
AS THE “EXPORT ENHANCEMENT  
PROGRAM,” WHICH HAS ALREADY



USED UP 25% OF ITS  
APPROPRIATED FUNDS SINCE THE  
BEGINNING OF THE FISCAL  
YEAR. IT IS TIME FOR NEW  
IDEAS AND NEW COMMITMENTS  
TO GET OUR GRAIN MOVING  
OUT OF OUR PORTS AGAIN.

AND WE SHOULD START WITH  
THE SOVIET UNION; THAT'S WHY  
I WENT TO THE WHITE HOUSE  
TWICE THIS WEEK TO ASK  
PRESIDENT BUSH TO HELP US GET  
THE JOB DONE. IT IS TIME FOR

A FRESH LOOK AT "JACKSON-  
VANIK" — TIME TO RECOGNIZE  
THERE IS A NEW WORLD OUT  
THERE; TIME TO WAIVE  
"JACKSON-VANIK" WHEN IT  
COMES TIME TO EXTEND  
CREDITS TO THE SOVIET UNION  
WHEN THEY WANT TO BUY OUR  
WHEAT.

( — GULF TRANSITION — )  
" BUT MOST PEOPLE AREN'T  
THINKING ABOUT WHEAT  
THESE DAYS . . . THEY ARE  
THINKING ABOUT THE  
PERSIAN GULF. " →



# ( TALKING POINTS: GULF CRISIS )

→ IF ANYONE HAD ANY DOUBTS  
ABOUT AMERICA'S  
DETERMINATION TO SETTLE THE  
IRAQI CRISIS PEACEABLY,  
PRESIDENT BUSH BLEW THOSE  
CRITICS OUT-OF-THE-WATER IN  
DRAMATIC FASHION LAST WEEK.  
HIS DECISION TO SEND  
SECRETARY OF STATE JIM BAKER





TO IRAQ IS A BOLD MOVE, THE  
RIGHT MOVE AT THE RIGHT TIME.

COUPLED WITH HIS INVITATION  
FOR A FACE—TO—FACE  
MEETING WITH IRAQI'S FOREIGN  
MINISTER, GEORGE BUSH HAS  
SENT AN UNMISTAKABLE  
MESSAGE AROUND THE WORLD  
THAT AMERICA WANTS PEACE.

THE PRESIDENT IS RIGHT. WE

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DON'T WANT ONE SHOT FIRED,  
NOT ONE LIFE LOST. AND HE IS  
GOING TO GO THE EXTRA MILE  
TO "GIVE PEACE A CHANCE."

NO ONE WANTS WAR. NOT  
PRESIDENT BUSH, AND NOT BOB  
DOLE. AND LET ME TELL YOU,  
THE SOLDIERS I TALKED TO IN  
SAUDI ARABIA THIS  
THANKSGIVING DON'T WANT

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WAR, EITHER..

BUT THEY UNDERSTAND YOU  
WON'T CONVINCЕ DICTATORS  
LIKE SADDAM HUSSEIN TO GIVE  
UP THEIR DEADLY GAMES  
UNLESS YOU ARE DEALING FROM  
STRENGTH —— REAL STRENGTH,  
THE KIND OF STRENGTH THE  
ALLIED FORCES IN THE GULF ARE  
NOW POINTING AT IRAQ; THE

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KIND OF STRENGTH SADDAM  
HUSSEIN UNDERSTANDS; THE KIND  
OF STRENGTH THAT GIVES US  
THE BEST CHANCE FOR PEACE.

THE U.N. HAS SPOKEN LOUD  
AND CLEAR. THE PRESIDENT HAS  
LAID IT ON THE LINE. IF EVER A  
BALL HAS BEEN DUMPED IN  
SOMEONE'S COURT, THIS IS IT —  
— IT'S ALL IN SADDAM'S LAP.

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THERE ISN'T MUCH MORE THE  
REST OF THE WORLD CAN DO.

UNFORTUNATELY, THERE IS  
PLENTY MORE THE CONGRESS  
CAN -- AND SHOULD -- DO.  
TOO BAD: WHILE THE PRESIDENT  
AND THE U.N. WALKED THE  
"EXTRA MILE," CONGRESS TOOK  
A HIKE.

IT'S POLITICS FIRST, AND ASK

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QUESTIONS LATER.

IF CONGRESS CAN'T SUPPORT  
THE PRESIDENT IN A CRISIS AND  
OUR TROOPS IN THE GULF WITH  
SADDAM HUSSEIN BREATHING  
DOWN THEIR NECKS, THEN IT'S  
TIME TO FIND ANOTHER LINE OF  
WORK.

CONGRESS IS GREAT WHEN IT  
COMES TIME TO BOOST TAXES,

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BUT WHEN IT COMES TIME TO  
BOOST MORALE, CONGRESS IS  
A.W.O.L. !

YOU PAY A PRICE FOR  
LEADERSHIP: PRESIDENT BUSH IS  
PAYING IT RIGHT NOW. SO IS  
GORBACHEV. AND SO ARE THE  
COUNTRIES WHO ARE BACKING  
US UP IN THE GULF AND IN THE  
U.N. CONGRESS DOESN'T WANT

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TO PAY THE PRICE — IT  
WANTS A FREE RIDE.

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NATIONAL GRAIN AND FEED ASSOCIATION  
 BOARD OF DIRECTORS

<u>Name</u>	<u>Company</u>	<u>City</u>	<u>State</u>
John C. Anderson	Central Washington Grain Growers	Waterville	WA
James N. Andrews	Holly Farms Foods, Inc.	Wilkesboro	NC
Martin H. Bailey	Farmers Elevator Co.	Oakville	IN
Frank Bailey, Jr.	Frank Bailey Grain Co., Inc.	Fort Worth	TX
W. Ed Balsiger	Harvest States Cooperatives	St. Paul	MN
Dan Barnard	Garnac Grain Co., Inc.	Kansas City	MO
Bruce A. Benschoter	Bunge Corporation	Kansas City	KS
David Bickerstaff	Riceland Foods, Inc.	Stuttgart	AR
Scott K. Bjornson	Hunter Grain Company	Hunter	ND
Dewayne Bloom	Cenex/Land O'Lanes Ag Services	St. Paul	MN
L. Shane Brady	Brady Grain, Inc.	Edmond	KS
Guy Brady, Jr.	Woodhouse Corp.	Galena Park	TX
Donald Brouillette	Demeter Inc.	Fowler	IN
Donald G. Brucker	The Andersons	Champaign	IL
James B. Buchanan	Illinois Cereal Mills, Inc.	Paris	IL
Les Busboom	Busboom Grain Co. Inc.	Royal	IL
Stephen Cavanaugh	Indiana Farm Bureau Cooperative	Indianapolis	IN
W. Jerry Cotter	Port of Corpus Christi Authority	Corpus Christi	TX
William F. Crawford	Moweagua Farmers Coop Grain Co.	Moweagua	IL
Dennis R. Curtis	Evans Grain & Elevator Co.	Rupert	ID
John A. Didion	Didion Inc.	Johnson Creek	WI
Michael Donnelly	R.F. Cunningham & Co., Inc.	Melville	NY



<u>Name</u>	<u>Company</u>	<u>City</u>	<u>State</u>
David C. Duncan	The Metamora Elevator Co.	Metamora	OH
Paul Eckhoff	United Suppliers Inc.	Eldora	IA
Craig Elkins	Southwest Grain Company	Edinburg	TX
James A. Erickson	Kenyon Farmers Mercantile	Kenyon	MN
Duane A. Fischer	Scoular Grain Co.	Omaha	NE
W. Michael Fisher	Producers Rice Mill	Wynne	AR
John M. Fletcher	Fletcher Grain Company, Inc.	Marshall	MO
Elmer Gibbons	Ritzville Warehouse Co.	Ritzville	WA
L. Scott Hackett	General Mills, Inc.	Minneapolis	MN
Keith Hainy	South Dakota Wheat Growers	Aberdeen	SD
Thomas P. Hall, Jr.	The Hall Grain Co.	Akron	CO
James L. Hasler	Clinton Landmark, Inc.	Wilmington	OH
Edwin Hershberger	English River Pellets, Inc.	Kalona	IA
Yvonne Hines	Continental Grain Company	Tupelo	MS
Roger L. Hodgson	Almira Farmers Warehouse Co.	Almira	WA
T.L. Sam Irmén	The Andersons	Maumee	OH
Lyle Johannsen	D & J Feed Service Inc.	Monona	IA
Herbert Jones	Consolidated Grain and Barge	St. Louis	MO
Mike Knobbe	Hunting Elevator Company	Austin	MN
Gwen W. Lafferty	Wheeler-Evans Elevator Co.	White Deer	TX
Mike Mahoney	Wheeler Brothers Grain, Co.	Watonga	OK
Donald E. McElmury	CPC International Inc.	Argo	IL
Jack McEowen	Management Consulting Service	St. Johns	MI
Brice McRee	Goodpasture Inc.	Brownfield	TX
Herbert C. Meissner	Shoup & Sons Inc.	Sutherland	NE
Edward P. Milbank	Milbank Mills Inc.	Chillicothe	MO

<u>Name</u>	<u>Company</u>	<u>City</u>	<u>State</u>
Jan R. Moyer	Garvey International, Inc.	Wichita	KS
Gregory C. Muench	Archer Daniels Midland Co.	Decatur	IL
Joe Petrowski	Louis Dreyfus Corporation	Wilton	CT
Roy O. Pinske	Benson-Quinn Company	Minneapolis	MN
Ashmead Pringle	Grain Service Corporation	Atlanta	GA
Thomas M. Racciatti	ConAgra Trading Companies	Minneapolis	MN
Peter W. Reed	Cargill, Incorporated	Minneapolis	MN
William A. Sauder	Evans Grain Co.	Salina	KS
William Saunders	Murphy Farms Inc.	Rose Hill	NC
Donald O. Schmidt	Walla Walla Grain Growers	Walla Walla	WA
Eugene A. Severson	Fronings Western Grain Co.	Belle Plaine	IA
Ned L. Skinner	A.E. Staley Manufacturing	Decatur	IL
Donald C. Slachta	Agri Sales, Inc.	Saginaw	MI
Donald Stranik	Continental Grain Company	Stockton	CA
Stephen O. Theis	Simonds-Shields-Theis Grain	Kansas City	MO
Granville Tilghman	General Utility Co.	Dunn	NC
John A. Trainor	Trainor Grain & Supply Co.	Forrest	IL
Jake Vrabel	Geldermann, Inc.	Chicago	IL
Robert Walters	Good Thunder Feed & Grain	Good Thunder	MN
M. Don Wells	Scoular Grain Co.	Wallace	NE
Wellington White	O.H. Kruse Grain and Milling	Ontario	CA
Gary E. Williamson	Williamson Marketing Associates	Marrietta	GA
John T. Zick	Continental Grain Company	Chicago	IL