

**1992 NRSC PAC Briefing
Tuesday, February 25, 1992**

As of 2/24/92

Ailsworth, Mike	Sandoz
Aloisi, Jennifer	Dun & Bradstreet
Anderson, Jon	Eaton Corporation
Andrukitis, Barbara	Kendall & Associates
Armbruster, Carol	Credit Union National Association
Bates, Bill	Hallmark Cards
Bates, Mike	Timmons & Co., Inc.
Bludworth, Bo	National Beer Wholesalers
Boland, Jim	Philip Morris
Bolduc, Mark	Mortgage Bankers
Boozar, Lyndon	United States Telephone Association
Brazil, Noel	American Optometric Association
Brewer, Mike	Dun & Bradstreet
Brooks, Matt	National Jewish Coalition
Cashen, Henry	Dickstein, Shapiro & Morin
Coe, Jo-Anne	Campaign America
Colclasure, Sheila	AICPA
Conover, Dave	CH2MHILL
Cook, Dick	Lockheed
Cook, Sandy	EDS

Cosgriff, Barbara	American Council of Life Insurance
Crawford, Marjorie	Pfizer
Creighton, Dick	American Cement Alliance
Currio, Bob	VFW PAC
Davis, Carol	General Motors
Davis, Smitty	Akin Gump
Dulmans, Tom	American Consulting Engineers Council
Farmer, Mary	Barnett Banks
Farrell, Chris	Natl Assn of Retired Federal Employees
Finnerty, Peter	Sea-land
Fischione, Debbie	Chicago Mercantile Exchange
Ford, John	Kellogg Company
Fordham, Kirk	Natl Assn of Casualty & Surety Agents
Frank, Pete	Kerr-McGee Corporation
Friedman, Susan	Prudential
Fritts, Eddie	National Association of Broadcasters
Gibbons, David	NRA
Graham, Michael	Natl Assn of Medical Equipment Supplies
Gribbin, DJ	NFIB
Guilford, Pat	Fluor
Hanagan, Mary	Americans for Free International Trade
Harris, Jay	US League of Savings
Harris, Marilyn	USX Corporation

Harvill, Sheila	FDS
Haught, Mary	Sun Company
Herr, Walt	Coltec Industries
Hillings, Joe	Enron Corporation
Hobson, Linc	National Association of Homebuilders
Hoggatt, Linda	National Auto Dealers Association
Hutter, Lindsay	Natl Assn of Convenience Stores
Huyatt, Kimberly	Food Marketing Institute
Inculano, Russ	Met Life
Jackson, Al	National Association of Letter Carriers
Jacobson, Rachel	Natl Assn of Federal Credit Unions
Jemal, Tim	National Aggregates Association
Johnson, Jacquelyn	W.R. Grace & Company
Johnson, Mike	The Loeffler Group
Jones, Barbara	Dresser Industries
Karmel, Mary Pat	National Forest Products Association
Keene, Russ	American Gas Association
Kelley, Teresa	American Sugarbeet Growers Association
Kendall, Bill	Kendall & Associates
Kiland, Ing	General Motors
Kimberly, Richard	Kimberly Clark
King, Judy	American Furniture
Kopperud, Steve	American Feed Industry Association

Kuhn, Herb	American Hospital Association
LaBelle, Regina	Career College Association
Lack, Nathaniel	National PAC
Lacoste, Rene	Orthopedic PAC
Lefkin, Peter	Fireman's Fund Insurance Companies
Lenz, Ed	National Association of Temporary Services
Lewis, Karen	Williams & Jensen
Lighthizer, Bob	Skadden Arps
Little, Jack	Helath Insurance Association of America
Little, Tom	Dairymen, Inc.
Long, Carol	National Right to Life
Marck, Chuck	Dow Chemical
Mattoon, Dan	Bell South
May, Jim	National Association of Broadcasters
McLaughlin, Frank	American Dental Association
McMillan, Jim	Exxon
McPherson, Laura	Manufactured Housing Institute
Menell, Howard	Coffield, Ungaretti & Harris
Mengebier, David	Consumers Power Company
Messick, Neil	General Electric
Miller, Mark	Campaign America
Moore, Matt Anne	PMA
Moorhead, Randy	North American Philips Corporation

Morris-Lent, Barbara	NYNEX
Morrison, Mark	Lockheed Corporation
Murray, Danny	Bell South
O'Donnell, Pat	O'Connor & Hannan
O'Grady, Terri	NRA
Oglesby, B	RJR Nabisco
Parks, Carl	Sears
Pearson, Ron	Conservative Victory Fund
Peter, Phil	General Electric
Peterson, Jack	National Association of Manufacturers
Pfotenhauer, Kurt	UPS
Puckett, Jeanette	AAI
Reeves, Ron	USAir
Rehr, David	National Beer Wholesalers
Rice, Roman	Public Services PAC
Roldan, RaeAnn	National Association of Broadcasters
Sable, Ron	McDonnell Douglas
Sandherr, Steve	AGC
Schick, Tom	Shearson Lehman Brothers
Schneider, Steve	APAC
Schultz, Leslie	International Dairy Food Association
Scott, Lisa	NFIB
Shipp, Jeff	Farm Credit Council

Simon, Mike	Arthur Anderson
Slone, Kelly	Baxter International Inc.
Smith, Bennie	American Trucking Association
Sobba, Alan	National Cattlemen's Association
Stephens, VA	Petroleum Marketers Assn of America
Stout, Susan	Grocery Manufacturers of America
Sullivan, Becky	International Council of Shopping Centers
Sullivan, Gae	LTV
Swonger, Chris	UST
Talley, Bruce	Asea, Brown, Boveri
Taylor, Charles	Natl Assn of Independent Insurers
Thompson, David	Thompson & Hutson
Thorn, Don	National Restaurant Association
Timko, Timmie	Texas Utilities
Tower, Chuck	Dun & Bradstreet
Turenne, Bill	Eli Lilly
Vanderbush, Darlene	Natl Assn of Business PACs
VanHoose, Todd	Farm Credit Council
Wackerle, Rex	Northrop
Walker, Steve	Reynolds Metals
Waller, David	The Williams Companies
Ward, CD	Martin Marietta
Wells, Kent	Southwestern Bell

Whelan, Mike

Winkeljohn, Katie

Wolfe, Tom

Zeller, Don

Action Committee for Rural Electrification

Union Pacific

National Restaurant Association

Amoco Corporation

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1992 NRSC PAC BRIEFING

TUESDAY, FEBRUARY 25, 1992

9:00 AM - 11:15 AM

HYATT REGENCY ON CAPITOL HILL
YORKTOWN ROOM

CROWD SIZE: 100-135 PAC REPRESENTATIVES

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A G E N D A

8:45 Registration and Coffee

9:15 Welcome and Introduction -
Jeb Hensarling, Executive Director, NRSC

9:20- REMARKS - Senator Gramm, Chairman
10:00 (Briefing on 1992 Senate Races)

10:00- Q&A - Senator Gramm
10:15

10:10 SENATOR DOLE arrives --
MET BY: Jo-Anne Coe and Mark Miller

10:15 INTRODUCTION OF SENATOR DOLE - SENATOR GRAMM
(Senator Gramm departs event at this time)

10:15- REMARKS - SENATOR DOLE
10:30

10:30 REMARKS - Bob Teeter, Bush/Quayle Campaign Manager
(Update on Presidential campaign)

10:50 Closing Remarks - Jeb Hensarling

11:00 Program concludes

OPEN SEATS:

	<u>CASH ON HAND</u>	<u>PAC \$ RAISED</u>
CAMPBELL (R)	2,096,866	193,975
HERSCHENSOHN (R)	496,378	15,055
BONO (R)	10,624	0
LEVINE	3,724,744	75,855
BOXER	1,257,826	74,878
MCCARTHY	801,489	54,510
KEMPTHORNE (R)	52,947	14,000
STALLINGS	137,349	160,965
CANNON (R)	75,548	0
WARD (R)	27,159	0
BENNETT (R)	13,515	4,000
STEWART (R)	11,317	0
OWENS	195,863	111,202
ANDERSON	1,011,732	0

FINANCIAL POSITION OF SENATE CANDIDATES
6-MONTH PERIOD ENDING DECEMBER 31, 1991

CHALLENGER RACES

	<u>CASH ON HAND</u>	<u>PAC \$ RAISED</u>
CONSIDINE (R)	32,620	0
WIRTH	1,013,674	210,433
BURNHAM (R)	3,624	0
DODD	1,062,166	203,075
GRANT (R)	5,812	0
GRAHAM	1,662,809	217,680
BARR (R)	2,510	150
COVERDELL (R)	158,766	48,819
FOWLER	1,639,868	276,043
WILLIAMSON (R)	N/A	N/A
DIXON	1,567,168	214,783
FAIRCLOTH (R)	1,123	10,125
JOHNSTON (R)	5,520	0
MYRICK (R)	2,841	5,000
SANFORD	97,435	120,800
HARTNETT (R)	-2,205	0
HOLLINGS	1,748,076	171,005
CHANDLER (R)	420,269	114,299
ADAMS	504,408	114,329
DEWINE (R)	N/A	N/A
GLENN	724,002	127,169
SYDNESS (R)	N/A	N/A
CONRAD	1,152,320	252,512

- SADLY -- IN EVERY CASE BUT ONE -- THE REPUBLICAN CHALLENGER IS LAGGING WOEFULLY BEHIND THE DEMOCRAT INCUMBENT IN PAC DOLLARS RAISED -- AND IN THE OTHER CASE, ROD CHANDLER AND BROCK ADAMS ARE ABOUT EVENLY MATCHED.
- LIKewise, IN TWO OF THE THREE OPEN SEAT RACES, OUR REPUBLICAN CANDIDATES ARE TRAILING THEIR DEMOCRAT CHALLENGERS BY WIDE MARGINS IN TERMS OF PAC FINANCIAL SUPPORT.
- YOU HERE TODAY HAVE DEMONSTRATED RATHER CONSISTENTLY YOUR SUPPORT FOR OUR EFFORTS, AND I APPLAUD YOU FOR THAT. PHIL GRAMM HAS OUTLINED OUR TARGETS OF OPPORTUNITY FOR THE REST OF THE YEAR, AND I HOPE YOU WILL CONTINUE TO HELP THESE CANDIDATES. BUT I ALSO HOPE YOU WILL HELP US GET OUR MESSAGE ACROSS TO YOUR COLLEAGUES IN THE PAC COMMUNITY WHO PERHAPS HAVE NOT BEEN SIMILARLY INCLINED.
- IN CLOSING, LET ME SAY I HOPE YOU HAVE ALL RECEIVED YOUR INVITATION TO MY PAC FUNDRAISER ON MARCH 25. ALTHOUGH DAN GLICKMAN HAS APPARENTLY TAKEN HIMSELF OUT OF THE RACE, WE WILL UNDOUBTEDLY HAVE SOME OPPOSITION -- AND I TAKE NOTHING FOR GRANTED. I LOOK FORWARD TO SEEING YOU MARCH 25 AT THE WASHINGTON COURT HOTEL! THANK YOU FOR YOUR SUPPORT.

TALKING POINTS -- NRSC PAC BRIEFING

- UP-DATE OF WHAT IS GOING ON IN THE SENATE --
VIS-A-VIS PRESIDENT BUSH'S MARCH 20 DEADLINE ON
ECONOMIC RECOVERY PACKAGE.
- ATTACK DEMOCRATS FOR THWARTING PRESIDENT BUSH'S PLANS.
- HOPES FOR PRO-BUSINESS LEGISLATION IN THE NEXT CONGRESS
DEPEND ON ELECTION OF PRO-BUSINESS REPUBLICANS TO THE
SENATE.
- SPECIFICALLY, NEED YOUR HELP FOR MY GOOD FRIENDS AND
COLLEAGUES SEEKING RE-ELECTION:
FOR EXAMPLE, FRANK MURKOWSKI, BOB KASTEN,
BOB PACKWOOD, AL D'AMATO, JOHN SEYMOUR AND OTHERS --
WHO COULD FACE SERIOUS OPPOSITION IN NOVEMBER.
- FINANCIALLY, MANY OF MY COLLEAGUES ARE DOING WELL -- OR
AT LEAST HOLDING THEIR OWN IN THE PAC COMMUNITY. BUT I
AM DISAPPOINTED TO NOTE FROM REVIEWING YEAR-END F.E.C.
REPORTS THAT IT APPEARS TO BE THE SAME OLD STORY FOR OUR
CHALLENGERS:
- OF THE 35 SENATE ELECTIONS THIS YEAR, REPUBLICAN CHALLENGERS
HAVE CHANCES OF WINNING BACK SEATS IN TEN OR SO RACES --
WHICH COULD PUT THE REPUBLICANS BACK IN THE MAJORITY. BUT
WITHOUT ADEQUATE FUNDING, THESE QUALIFIED CANDIDATES WILL
HAVE LITTLE OR NO OPPORTUNITY FOR VICTORY.