

April 3, 1992

TO: SENATOR DOLE
FROM: STACY HOFFHAUS
SUBJECT: BACKGROUND ON SNACK FOOD ISSUES FOR APRIL 6 SPEECH

I WANTED TO GIVE YOU SOME BACKGROUND ON TWO ADDITIONAL ISSUES OF INTEREST TO SNACK FOOD FOLKS, IN CASE YOU GET INTO SOME Q AND A

COMPETITIVE FOODS USDA PROHIBITS THE SALE OF COMPETITIVE FOODS (SOME CANDIES AND POP) IN AND AROUND SCHOOL CAFETERIAS DURING LUNCH. ASFSA HAS LONG WANTED COMPETING SALES PROHIBITED ANYWHERE IN A SCHOOL FROM MORNING THROUGH THE LAST LUNCH PERIOD. SNACK FOOD TYPES OPPOSE EXPANDING THE BAN ON COMPETITIVE FOODS.

IF ASKED ABOUT COMPETITIVE FOODS YOU CAN SAY THAT CONGRESS ISN'T HEARING FROM ASFSA NOW ON THIS BECAUSE THEY'RE PREOCCUPIED WITH OTHER ISSUES (UNIVERSAL SCHOOL LUNCH AND COORDINATED REVIEW). THAT'S NOT TO SAY, HOWEVER, THAT WE WON'T HEAR FROM THEM ON COMPETITIVE FOODS ONCE THE 1994 REAUTHORIZATION GETS CLOSER.

METRIC LABELING YOU WERE ASKED ABOUT THIS ISSUE WHEN YOU SPOKE TO THE AMERICAN FROZEN FOOD INSTITUTE. I'M STILL LOOKING INTO THIS BUT HERE'S WHAT I'VE FOUND OUT SO FAR: AS OF FEBRUARY 14, 1994, THE PRIMARY QUANTITY DECLARATION ON A FOOD LABEL WILL HAVE TO BE IN A METRIC MEASUREMENT -- INCH-POUND LABELING WILL BE OPTIONAL. CONGRESSMAN GEORGE BROWN INCLUDED THIS PROVISION IN A COMMERCE DEPARTMENT APPROPRIATIONS BILL. THE IDEA IS THAT AMERICAN FOOD PRODUCTS WILL BE MORE COMPETITIVE ABROAD IF THEY HAVE METRIC LABELING. APPARENTLY, HOWEVER, SOME STATES HAVE PACKAGING LAWS THAT MAY REQUIRE FOOD PROCESSORS TO CHANGE THE SIZE OF THEIR PACKAGING ONCE THEY'VE SWITCHED TO METRIC -- WHICH COULD FORCE THEM TO CHANGE THEIR EQUIPMENT. I THINK ALL YOU CAN SAY FOR NOW IS THAT THE ISSUE HAS BEEN BROUGHT TO YOUR ATTENTION AND YOU'RE LOOKING AT IT.

TO: Senator Dole
FR: Kerry

RE: Monday remarks to: Associated Specialty Contractors 9:00 a.m.
Snack Food Association 7pm

ASSOCIATED SPECIALTY CONTRACTORS: You will be speaking to approximately 300-350 members of ASC. ASC is an organization of eight national associations representing construction specialty contractors, such as the Mason Contractros, the Plumbing, Heating, and Cooling Contractors, Roofing Contractors, etc.

SNACK FOOD ASSOCIATION: You will be speaking to approximately 75-100 representatives of snack manufacturers and suppliers.

*The first half of each speech contains material pertaining to issues of importance to each group, which they requested you discuss. The second half of each speech returns to the "change" theme you've been using in the past few speeches.

Oy



SNACK FOOD ASSOCIATION

1711 King Street Suite One, Alexandria, Virginia 22314
 (703) 836-4500 TELEX: 704234
 FAX (703) 836-8262

March 2, 1992

Tuesday - April 7
 8:00 a.m. breakfast
 Wash. Court Hotel
 or

Mon, April 6
 dinner
 Wash. Court Hotel
 7:00

\$2,000⁰⁰

Handwritten signatures and initials

Handwritten note

The Honorable Robert Dole
 Minority Leader
 U.S. Senate
 Senate Hart Building 141
 Washington, DC 20510

Dear Senator Dole:

I am president of the Snack Food Association (SFA), an international trade association of approximately 850 member companies that represents snack manufacturers and suppliers to the snack industry. SFA members manufacture and market such popular products as potato chips, corn chips, pretzels, popcorn and nuts. In fact, our largest member, Frito-Lay, Inc., operates a large snack facility in Topeka, Kansas and employs approximately 920 citizens of your state.

My purpose in writing you today is to request your attendance at our annual "Day In Washington" event, which brings executives from our member companies to Washington to meet their Members of Congress on issues of concern to the industry. It is our hope that you could briefly address our participants at a breakfast to be held at the Washington Court Hotel on April 7th at 8:00 a.m. We would appreciate hearing your views on developments in Congress generally and your thoughts on food safety and solid waste legislation in particular.

It would be a great honor to have you as our speaker, which annually draws a crowd of 75-100 guests. SFA would like to make the maximum contribution allowed to the charity of your choice as an expression of gratitude for your attendance.

I appreciate your consideration of my request and look forward to your participation.

Sincerely,

James W. Shufelt
 James W. Shufelt
 President

cc: Yvonne Hopkins
 Jo Anne Coe

3-3-92 Interim letter



SENATOR BOB DOLE
TALKING POINTS
SNACK FOOD ASSOCIATION

APRIL 6, 1992

***THANK YOU. IT'S A
PLEASURE TO BE WITH YOU THIS
EVENING.**

***ELIZABETH WAS EXCITED
WHEN SHE SAW THIS EVENT ON
MY CALENDAR...SHE ASSUMED
THAT SINCE I WAS MEETING**

**WITH THE SNACK FOOD
ASSOCIATION, SHE WOULDN'T
HAVE TO FIX DINNER.**

***BEFORE I BEGIN, I SHOULD
TELL YOU THAT AS A GOOD
KANSAN, MY FAVORITE SNACK
FOOD IS SUNFLOWER SEEDS. IN
FACT, WE KEEP BOWLS OF THEM
IN MY RECEPTION AREA FOR
GUESTS.**

***I KNOW MY STAFF,
HOWEVER, WOULD BE HAPPY TO
SAMPLE OTHER THINGS
BESIDES SUNFLOWER
SEEDS...SO JUST SEND YOUR
PRETZELS AND CHIPS TO THE
CAPITOL.**

***I ALSO WANT TO RECOGNIZE
THE PRESENCE OF FRITO-LAY
MANAGERS. FRITO-LAY**

**OPERATES A LARGE FACILITY IN
TOPEKA, EMPLOYING OVER 900
KANSANS.**

**FOOD ISSUES: LET ME BEGIN
THIS EVENING BY DISCUSSING A
FEW ISSUES WHICH I KNOW OF
ARE CONCERN TO THE
MANUFACTURERS AND
SUPPLIERS IN THIS ROOM.**

**FOOD SAFETY *AS YOU
KNOW, CONGRESS HAS
STRUGGLED FOR SEVERAL
YEARS IN AN ATTEMPT TO PASS
SOME KIND OF FOOD SAFETY
MEASURE.**

***GENERALLY SPEAKING, THE
PRIMARY STUMBLING BLOCK
CONTINUES TO BE THE
DETERMINATION BY SOME**

**MEMBERS TO LEGISLATE ON
THE BASIS OF FEAR OF THE
UNKNOWN, RATHER THAN ON
SCIENCE AND COMMON SENSE.**

***I DON'T HAVE TO TELL YOU
ABOUT THE IMPACT THAT SOME
OF THE RIGID PROPOSALS
FLOATING AROUND WOULD
HAVE--NOT JUST UPON
FARMERS AND THE FOOD**

**INDUSTRY AS A WHOLE--BUT
ALSO UPON THE AVERAGE
AMERICAN WHO DEPENDS UPON
AND EXPECTS A SAFE, DIVERSE,
AND AFFORDABLE FOOD
SUPPLY.**

***THERE IS, HOWEVER, SOME
RESPONSIBLE LEGISLATION IN
THE HOUSE--LEGISLATION
INTRODUCED BY CONGRESSMEN**

**BRUCE AND BLILEY-- WHICH I
KNOW YOU SUPPORT, AND
WHICH DOES MAKE ROOM FOR
SCIENCE, AND ALLOWS FOR THE
CONSIDERATION OF PESTICIDE
BENEFITS, WHILE ALSO
ESTABLISHING NATIONALLY
UNIFORM TOLERANCE LEVELS.**

***IT WILL BE A TOUGH BATTLE,
HOWEVER, IN THE HOUSE AND**

**SENATE, WHERE SENATOR
KENNEDY AND CONGRESSMAN
WAXMAN ARE ADVANCING THEIR
FAR-REACHING LEGISLATION.
THE SUPPORT AND
COOPERATION OF ALL OF YOU
INVOLVED IN AGRICULTURE
FOOD PRODUCTION WILL BE
VITAL TO ENSURE THAT
COMMON SENSE PREVAILS.**

FOOD LABELING *I KNOW

**ANOTHER ISSUE OF CONCERN
TO YOU IS FOOD LABELING.**

***THE COMMENT PERIOD JUST
CLOSED ON MANDATORY
LABELLING REGULATIONS
PROPOSED BY USDA AND THE
FDA.**

***FROM WHAT I UNDERSTAND,
NEARLY EVERYONE IN AMERICA**

**HAD AN OPINION. ON THE FINAL
DAY FOR COMMENT ALONE,
OVER 8,000 SUBMISSIONS
ARRIVED AT THE F.D.A.**

***AS YOU KNOW, THE USDA
HAS RECENTLY ANNOUNCED IT'S
INTENTION TO GRANT A ONE
YEAR EXTENSION ON THE
LABELLING REQUIREMENTS TO
MAY OF 1994. I WOULD URGE**

**YOU TO CONTINUE TO WORK
WITH THE F.D.A. AND U.S.D.A. TO
MAKE SURE THEY'RE FULLY
INFORMED ABOUT THE
DIFFICULTIES YOUR INDUSTRY
FACES IN CONFORMING TO THE
EFFECTIVE DATE.**

**R.C.R.A.: A FINAL ISSUE OF
SPECIAL CONCERN TO YOU IS
THE R.C.R.A. LEGISLATION,**

**WHICH WOULD PLACE RIGID
MANDATES ON RECYCLING AND
REUSE OF PACKAGING
MATERIALS.**

**ALTHOUGH BOTH HOUSE AND
SENATE COMMITTEES ARE
ATTEMPTING TO MOVE
LEGISLATION AND ARE
PREPARING FOR FLOOR ACTION,
I AM STILL NOT CONVINCED WE**

**WILL HAVE A COMPREHENSIVE
RCRA BILL THIS YEAR.**

MUCH REMAINS TO BE DONE.

**MANY OF YOU WILL REMEMBER
THE AMOUNT OF TIME IT TOOK
TO COMPLETE THE CLEAN AIR
BILL--AS WELL AS ALL THE
PROBLEMS WE ENCOUNTERED
DURING DELIBERATIONS.
FRANKLY, AFTER LISTENING TO**

**EPA ADMINISTRATOR BILL
REILLY LAY OUT THE CASE FOR
NOT MOVING ON RCRA THIS
YEAR, I'M NOT CERTAIN
CONGRESS SHOULD TRY TO
FORCE THIS COMPLEX BILL
THROUGH WITHOUT MORE
THOUGHT.**

**I KNOW THE RECYCLING
PROVISIONS ARE A BIG**

**PROBLEM IF NOT ADDRESSED
PROPERLY. I WOULD HOPE
THAT IF ANY ACTION IS TAKEN,
IT WOULD TAKE INTO ACCOUNT
WHAT THE INDUSTRY IS
ALREADY DOING ITSELF. AN
"INDUSTRY WIDE" APPROACH
MAKES SENSE AND SHOULD NOT
TRIGGER GOVERNMENT ACTION
IF PROGRESS IS BEING MADE**

**ALREADY--NOT TO MENTION THE
PROBLEMS YOU WOULD HAVE
FINDING MARKETS FOR
RECYCLED GOODS IF
MANDATORY RATES WERE
ENACTED.**

**I AM SYMPATHETIC TO YOUR
CONCERNS THAT THIS
LEGISLATION NEEDS CAREFUL
STUDYING, AND WOULD**

**ESPECIALLY RECOMMEND THAT
WE LOOK AT CREATING A
MARKET FOR RECYCLED
GOODS, BEFORE ESTABLISHING
MANDATORY RATES FOR
RECYCLED CONTENT.**

***BEFORE I CONCLUDE, I DO
WANT TO TALK A LITTLE
POLITICS. IF THERE'S ONE
WORD THAT SEEMS TO BE**

DRIVING THE POLITICAL DEBATE

THIS YEAR, THAT WORD IS

"CHANGE."

***AMERICANS ARE TIRED OF
THE STATUS QUO. YOU SEE IT
IN THE POLLS...YOU SEE IT IN
PAUL TSONGAS...JERRY
BROWN...AND ROSS PEROT.
YOU SEE IT IN THE PRIMARY
DEFEAT OF SENATOR DIXON OF**

ILLINOIS A FEW WEEKS AGO.

***WE HAD A CONFERENCE FOR
REPUBLICAN SENATORS A FEW
WEEKS AGO, AND A POLLSTER
LAID OUT THE FACTS FOR US.
SHE ADVISED US THAT THE
DESIRE FOR CHANGE IS SO
GREAT, THAT IF YOU'RE
CURRENTLY IN OFFICE...IF
YOU'VE DONE A GOOD JOB...IF**

**YOU'VE BROUGHT HOME THE
BACON FOR YOUR STATE...DON'T
MENTION IT.**

***AND ONCE THE FALL
CAMPAIGN STARTS, I THINK
YOU'LL SEE BOTH PRESIDENT
BUSH AND THE DEMOCRAT
CANDIDATE ARGUE OVER WHO
STANDS FOR CHANGE.**

***I MAY BE BIASED, BUT I**

**THINK THE PRESIDENT MAKES
THE BETTER CASE.**

***THROUGHOUT THE PAST
YEARS, HE HAS CONSTANTLY
SENT NEW AND INNOVATIVE
PROPOSALS UP TO CAPITOL
HILL.**

***HE WANTED TO CHANGE THE
TAX CODE TO PROMOTE
INVESTMENTS, JOBS, AND HOME**

OWNERSHIP.

***HE WANTS TO REFORM OUR
PRODUCTS LIABILITY LAWS.**

***HE WANTS TO CHANGE OUR
CRIMINAL JUSTICE SYSTEM, SO
IT'S TOUGHER ON CROOKS AND
RAPISTS.**

***HE WANTS TO REFORM OUR
EDUCATIONAL SYSTEM.**

***HE WANTS TO REFORM OUR**

**CAMPAIGN FINANCE LAWS, SO
THAT POLITICAL ACTION
COMMITTEES DON'T HAVE SO
MUCH POWER, AND SO
CHALLENGERS WILL HAVE A
CHANCE.**

***EACH AND EVERY
PROPOSAL, HOWEVER, HAS
BEEN BLOCKED BY THE
DEMOCRATS WHO WANT TO**

MAINTAIN THE STATUS QUO.

***ONE EXAMPLE IS THEY'RE
CAMPAIGN FINANCE PLAN
WHICH THEY MAY TRY TO RAM
THROUGH CONGRESS THIS
WEEK. THEIR PLAN CALL FOR
SPENDING LIMITATIONS, WHICH
WILL ENSURE THAT
CHALLENGERS CAN'T BEAT
INCUMBENTS...AND IT CALLS**

FOR YOU--THE TAXPAYERS--TO
FUND CONGRESSIONAL
CAMPAIGNS. THAT'S ONE
CHANGE THAT AMERICANS CAN
LIVE WITHOUT.

***LET ME END BY SPEAKING**
OF THE CHANGES OCCURRING
IN WHAT WAS ONCE THE SOVIET
UNION.

***THE CHANGE FROM**

**COMMUNISM TO DEMOCRACY IS
ONE THAT AMERICA NEEDS TO
SUPPORT. PRESIDENT BUSH
HAD US DOWN TO THE WHITE
HOUSE LAST WEEK TO DISCUSS
HIS NEW COMPREHENSIVE PLAN
FOR AIDE TO RUSSIA.**

***NEEDLESS TO SAY, FOREIGN
AID ISN'T POPULAR NOW. BUT
AMERICANS NEED TO**

**UNDERSTAND THAT AIDE TO
RUSSIA ISN'T CHARITY...I SEE IT
AS IN INSURANCE
POLICY...DOING WHAT WE CAN
TO ENSURE THAT DEMOCRACY
DOESN'T FAIL.**

***PRESIDENT NIXON PUT IT
BEST A FEW WEEKS AGO. HE
SAID THAT THE COLD WAR WAS
A WAR OF IDEAS. COMMUNISM**

LOST. BUT FREEDOM HASN'T
WON YET--IT'S ON TRIAL. AND IF
FREEDOM DOESN'T WORK, THEN
RUSSIA WILL LOOK FOR
SOMETHING ELSE. IT MIGHT BE
A DESPOT OR DICTATOR, IT
MIGHT BE SOMETHING ELSE--
BUT ONE THING FOR SURE IS
THAT WILL BE WORSE THAN
DEMOCRACY AND IT WILL BE

BAD NEWS FOR AMERICA.

***IF, ON THE OTHER HAND,
FREEDOM SUCCEEDS IN RUSSIA,
THINK OF THE LESSONS IT WILL
OFFER TO OTHER COUNTRIES--
CUBA AND CHINA FOR
INSTANCE.**

***THESE ARE CHANGING
TIMES. THEY ARE EXCITING
TIMES. AND MY HOPE IS THAT**

**AT THE END OF THE YEAR, BOTH
PRESIDENT BUSH AND
PRESIDENT YELTSIN WILL HAVE
RECEIVED MANDATES FOR THE
CHANGES THEY ARE
PROPOSING.**

***THANK YOU.**