

M E M O R A N D U M

May 12, 1992

TO: SENATOR DOLE
FROM: JIM MCMILLAN
RE: SPEECH TO AMERICAN FURNITURE MANUFACTURERS ASSOCIATION

TIME: Wednesday, May 13, 1992, 8:30 a.m.

PLACE: Capitol Hill Club, Eisenhower Room.

AFMA: The American Furniture Manufacturers Association (AFMA) is the largest furniture manufacturing trade association -- its membership representing about 75% of the roughly \$15 billion in sales produced by the domestic furniture industry. Membership is geographically widespread with member companies having home offices or plant facilities in every state.

Audience: AFMA is expecting about 100 persons to attend the speech (no Kansans will be present but there will be some executives with company-owned retail operations located in Kansas). The attendees will be CEOs of companies with annual sales ranging from \$50 million to \$1 billion.

Program Coordination: Joe Gerard, Vice President of Government Affairs for the AFMA will meet you at the door of the Club. Hassell Franklin, President of AFMA (and CEO of a furniture manufacturing company in Houston, Mississippi) will introduce you. Attached is a schedule of the morning's program. You are the first speaker, followed by Sen. Sasser.

Speech/Nature of Remarks: You are the keynote speaker for the AFMA's "Washington Affairs Seminar." You have been asked to speak for about 15-20 minutes, followed by a few minutes of Q&A. You are free to speak on anything you want (your speech on the agenda is listed as "Washington from a Republican Leader's Perspective"), although AFMA has indicated interest in hearing your thoughts on the budget, taxes, and the typical democrat laundry list of mandated health benefits, family leave, OSHA reform, and striker replacement. Needless to say, comments on the election would also be of interest.

GOVERNMENT AFFAIRS SEMINAR
AFMA BOARD OF DIRECTORS MEETING
CAPITOL HILL CLUB
MAY 13, 1992

8:30 a.m. Senator Robert J. Dole (R-KS)
"Washington from a Republican Leader's
Perspective".

9:00 a.m. Senator Jim Sasser (D-TN)
"The Federal Budget -- Now and the Future".

9:30 a.m. Dr. Michael H. Shapiro
Deputy Assistant Administrator
U.S. Environmental Protection Agency
"Clean Air Regulatory Issues of Importance to
the Furniture Industry".

10:00 - 10:15 Break

10:15 a.m. The Honorable John A. Morgan
President, Applied Research Coordinates, Ltd.
"Redistricting, November Elections and the
Furniture Industry".

11:00 a.m. The Honorable Richard F. Stolz
former Deputy Director for Operations
Central Intelligence Agency
"Intelligence In The '90s and Economic Issues".

11:30 a.m. Senator Trent Lott (R-MS)
"Congress, George Bush, 1992 Elections --
What's over the Horizon".

12:00 p.m. Adjourn

SPEAK

Wednesday - May 13

Capitol Hill Club

9:00 - 9:30 a.m.



AMERICAN FURNITURE MANUFACTURERS ASSOCIATION

Office For Government Affairs 918 16th Street NW Suite 402 Washington, DC 20006 Phone 202.466.7362

April 16, 1992

The Honorable Robert Dole
U.S. Senate
Washington, DC 20510

Dear Senator Dole:

I very much appreciate your willingness to be the keynote speaker at the American Furniture Manufacturers Association (AFMA) Board of Directors' meeting. It will be at the Capitol Hill Club on May 13, 1992. Your remarks and the approximately 10 minute question and answer period are scheduled for 9:00 - 9:30 a.m. in the Eisenhower Lounge of the club. I will meet you at the entrance to the club.

Mr. Hassell Franklin, AFMA President and President of Franklin Corporation of Houston, Mississippi, will be introducing you and will moderate the question and answer period following your presentation. Also for your information, there are approximately 500,000 furniture manufacturing employees in the United States.

Thank you for taking the time from what I know is a hectic schedule to speak to the leadership of our organization. I look forward to seeing you on May 13.

Sincerely,

Joseph G. Gerard
Vice President of
Government Affairs

Enclosure
JGG/mm

GOVERNMENT AFFAIRS SEMINAR
AFMA BOARD OF DIRECTORS MEETING
CAPITOL HILL CLUB
MAY 13, 1992

8:30 a.m. Senator Jim Sasser (D-TN)
"The Federal Budget -- Now and the Future".

9:00 a.m. Senator Robert J. Dole (R-KS)
"Washington from a Republican Leader's
Perspective".

9:30 a.m. Dr. Michael H. Shapiro
Deputy Assistant Administrator
U.S. Environmental Protection Agency
"Clean Air Regulatory Issues of Importance to
the Furniture Industry".

10:00 - 10:15 Break

10:15 a.m. The Honorable John A. Morgan
President, Applied Research Coordinates, Ltd.
"Redistricting, November Elections and the
Furniture Industry".

11:00 a.m. The Honorable Richard F. Stolz
former Deputy Director for Operations
Central Intelligence Agency
"Intelligence In The '90s and Economic Issues".

11:30 a.m. Senator Trent Lott (R-MS)
"Congress, George Bush, 1992 Elections --
What's over the Horizon".

12:00 p.m. Adjourn

**STATEMENT OF
SENATOR BOB DOLE
AFMA**

MAY 13, 1992

INTRODUCTION: POLITICS

- **GOOD MORNING AND
THANK YOU FOR THE KIND
INTRODUCTION AND WARM
WELCOME. WITH
CONGRESS' APPROVAL**

**RATING AT 18 PERCENT, IT'S
ALWAYS A NICE SURPRISE
WHEN PEOPLE ARE GLAD
TO SEE ME.**

- **IT SEEMS THAT IF YOU FILL
A ROOM UP WITH MEMBERS
OF THE HOUSE AND
SENATE, NO ONE LIKES US.
BUT SEPARATELY, WE'RE
POPULAR.**

- **PRESIDENT BUSH AND THE OTHER CANDIDATES HAVE A DIFFERENT PROBLEM.**
- **GOVERNOR CLINTON WAS ORDERED BY HIS DOCTORS TO STOP SPEAKING FOR TWO WEEKS AND DURING THAT TIME HIS POLL NUMBERS WENT UP.**
- **ROSS PEROT SEEMS TO**

**HAVE A LOT OF SUPPORT,
ALTHOUGH NO ONE KNOWS
WHAT HE STANDS FOR.
MAYBE THAT'S THE SECRET
THIS YEAR. HE WON'T
DETAIL HIS POLICIES OR
TAKE A STAND ON ISSUES --
I THINK HE EVEN REFUSED
TO SAY WHETHER HE
VOTED FOR THE "YOUNG**

**ELVIS STAMP" OR THE "FAT
ELVIS STAMP."**

CONGRESS' ELECTION YEAR

AGENDA

- **WITH ALL THE SURPRISES
AND UNCERTAINTY THIS
YEAR, I THINK ONE THING
YOU CAN COUNT ON IS
THAT THE ELECTION YEAR
IS AND WILL CONTINUE TO**

**GOVERN THE
CONGRESSIONAL AGENDA
FROM TOP TO BOTTOM.**

ECONOMIC GROWTH/TAX BILL

- **WE SAW THE "RIVETTING"
DEBATE ON THE ECONOMIC
GROWTH PACKAGE. AND
PROBABLY, AS WE ARE
BEGINNING TO SEE SOME
SOLID SIGNS OF A**

**RECOVERY, THE BEST NEWS
FOR THE COUNTRY IS THAT
THE DEMOCRAT BILL DIDN'T
BECOME LAW. INDEED,
THEY HAD A HARD TIME
GETTING ENOUGH OF THEIR
COLLEAGUES TO SUPPORT
IT.**

- **CERTAINLY, WITH ALL THE
POLITICS, IT WILL BE**

**DIFFICULT TO GET
ANYTHING DONE IN
CONGRESS --
PARTICULARLY A TAX BILL.**

- **THERE HAS BEEN SOME
TALK ABOUT THE SO-
CALLED "EXTENDERS" BUT
IF EVERYONE IS GOING TO
ADD HIS OR HER FAVORITE
TAX ISSUE, EXTENDERS**

**WON'T GET DONE. THE
SAME GOES FOR THE
LUXURY TAX WHICH HAS
TURNED INTO A "LOSE JOBS
FIASCO" FOR THOSE
WORKERS WHO MAKE THE
LUXURY GOODS.**

BALANCED BUDGET

AMENDMENT

- **WHAT I AM HEARING FROM**

**TAXPAYERS IN MY STATE IS
THAT THE FEDERAL DEFICIT
IS STILL PUBLIC ENEMY
NUMBER ONE. THE
INTEREST ON THE FEDERAL
DEBT IS CLOSE TO \$300
BILLION A YEAR. THAT'S
MORE THAN TWICE THE
SIZE OF THE ENTIRE
FEDERAL BUDGET WHEN I**

**WAS FIRST ELECTED TO
CONGRESS.**

- **IS THE ANSWER TO OUR
PROBLEMS A BALANCED
BUDGET AMENDMENT? I
HAVE BEEN A LONG TIME
SUPPORTER OF A
CONSTITUTIONAL
AMENDMENT, AND NOW,
SUDDENLY, SO ARE A LOT**

OF HOUSE CHECK

BOUNCERS.

- **AM I SUSPICIOUS OF THESE
BORN AGAIN FISCAL
CONSERVATIVES? YOU BET
I AM.**
- **THAT'S WHY I HOPE THAT
WE DON'T JUST HAVE A
VOTE ON A BALANCED
BUDGET AMENDMENT. I**

**WANT A VOTE ON AN
AMENDMENT WITH TEETH.
THAT MEANS THE
AMENDMENT SHOULD
INCLUDE SOME KIND OF A
LIMITATION ON TAX
INCREASES AND A FOOL
PROOF ENFORCEMENT
MECHANISM.**

DEMOCRAT AGENDA

- **IF THE DEMOCRATS HAD
CART-BLANCHE TO PASS
THEIR LEGISLATIVE
AGENDA, RATHER THAN THE
RECOVERY WE ARE
HOPEFULLY BEGINNING TO
SEE, THE ECONOMY WOULD
DOUBLE-DIP AND TRIPLE-
DIP.**

- **WITH ALL THE MANDATES
THAT AMOUNT TO NOTHING
MORE THAN A TAX, THOSE
BUSINESSES TURNING A
PROFIT OR JUST TRYING TO
KEEP THEIR HEADS ABOVE
WATER, WOULD FIND
THEMSELVES DROWNING IN
A SEA OF NEW
BUREAUCRATIC**

**REQUIREMENTS THAT COST
REAL MONEY.**

HEALTH CARE MANDATES

- **TAKE HEALTH CARE WHERE
WE ARE CURRENTLY
SPENDING ABOUT \$800
BILLION PER YEAR -- FAR
TOO MUCH CONSIDERING
SO MANY STILL LACK
ACCESS TO CARE. THE**

**PRESIDENT'S PROPOSAL --
AS WELL AS A SENATE
REPUBLICAN PLAN I HAVE
COSPONSORED --
DEMONSTRATE THAT WE
CAN ADDRESS THE ACCESS
AND COST CONCERNS OF
ALL AMERICANS WITHOUT
CRIPPLING OUR ECONOMY,
AND WITHOUT PUTTING OUR**

**EMPLOYERS ON THE
CRITICAL LIST WITH
MANDATES AND BIG NEW
TAXES, AS THE "PLAY OR
PAY" CROWD WOULD HAVE
IT.**

- **I THINK WHAT THE "PAY OR
PLAY" PROPONENTS DON'T
SEEM TO UNDERSTAND IS
THAT SMALL BUSINESSES**

**DO WANT TO PROVIDE
HEALTH INSURANCE TO
THEIR EMPLOYEES. THEY
JUST NEED A LITTLE HELP
TO DO IT. AND AN
APPROACH THAT WOULD
LEVY BIG PAYROLL OR
OTHER TAXES, ONLY MEANS
FEWER JOBS AND
BUSINESS OPPORTUNITIES.**

FAMILY AND MEDICAL LEAVE

- **THE ANALYSIS IS THE SAME FOR FAMILY AND MEDICAL LEAVE -- GREAT IDEAS AND GREAT PROGRAMS. THE PROBLEM IS IF YOU MANDATE THAT BUSINESSES PROVIDE THESE PROGRAMS RATHER THAN HELPING THEM AND**

**ENCOURAGING THEM TO DO
IT, THE LEAVE WILL BE A
PERMANENT SABBATICAL
FOR SOME OF THEIR
EMPLOYEES.**

- **THERE'S NO DOUBT THAT
YOU WILL SEE THIS
LEGISLATION COME UP FOR
A VETO OVERRIDE. AS WITH
PRIOR GO-AROUNDS ON**

**THIS ISSUE, I EXPECT THAT
THE PRESIDENT'S CERTAIN
VETO WILL BE SUSTAINED.**

**OSHA REFORM AND STRIKER
REPLACEMENT**

- **IT SEEMS STRANGE TO ME
THAT AS WE TALK ABOUT
JOBS AND THE NEED TO
CREATE MORE JOBS -- AN
ISSUE THAT HAS BEEN**

**HIGHLIGHTED BY THE
RECENT TRAGIC EVENTS IN
LOS ANGELES,
OTHER DEMOCRAT
LEGISLATIVE PRIORITIES
INCLUDE OSHA REFORM
AND THE STRIKER
REPLACEMENT
LEGISLATION.**

- **WHILE EVERYONE CARES**

**ABOUT WORKPLACE
SAFETY, THE SENATE OSHA
REFORM BILL AMOUNTS TO
ANOTHER BIG REGULATORY
OVERKILL PROPOSAL --
WITH BIG CRIMINAL
PENALTIES THROWN IN.**

- **IT CERTAINLY WOULD
REQUIRE A LOT OF
CHANGES IN THE**

**WORKPLACE AND ADD
SUBSTANTIALLY TO THE
COSTS OF DOING BUSINESS**

**-- WITHOUT ANY
MEANINGFUL**

IMPROVEMENT IN SAFETY.

- **WHILE THERE HAVE BEEN
HEARINGS ON THE ISSUE,
AND WHILE YOU MAY SEE
SOME ACTION IN THE**

**HOUSE, I DON'T EXPECT
THIS BILL TO COME UP IN
THE SENATE THIS YEAR.**

- **ON STRIKER REPLACEMENT,
I THINK IT IS SAFE TO SAY
THAT THIS BILL WILL
SURFACE SOME TIME IN
THE NEAR FUTURE. IT'S
TOO IMPORTANT TO THE
UNIONS AND THIS IS AN**

ELECTION YEAR.

- **FORTUNATELY, THIS BILL
WON'T BECOME LAW FOR A
LOT OF MEMBERS ARE
LINING UP TO SUPPORT THE
PRESIDENT'S VETO ON THIS
ONE.**
- **CONSIDER THIS
LEGISLATION'S IMPACT ON
THE RECENT EVENTS AT**

**CATERPILLAR. IF S. 55 HAD
BEEN LAW, CATERPILLAR
WOULD HAVE HAD NO
OPTION BUT TO ACCEPT
UNION DEMANDS AND ONE
OF AMERICA'S INDUSTRIAL
SUCCESS STORIES WOULD
OVER TIME HAVE BECOME
ANOTHER DINOSAUR.**

CONCLUSION

- **IT'S FASHIONABLE NOW TO
CRITICIZE THE PRESIDENT,
AND TO BELIEVE THAT HE'S
IN SERIOUS TROUBLE COME
NOVEMBER.**
- **AND THE FACT IS THAT YES,
HIS APPROVAL RATINGS
ARE LOW AND LEAVE A LOT
OF ROOM FOR**

IMPROVEMENT.

- **AS SOMEONE WHO TOOK A ROLLER COASTER RIDE FROM IOWA TO NEW HAMPSHIRE FOUR YEARS AGO, I KNOW POLLS AND PERCEPTIONS CAN CHANGE OVERNIGHT.**
- **THE PRESIDENT MAY LOOK VULNERABLE NOW, BUT I**

**THINK COME NOVEMBER,
THE VOTERS WILL REALIZE
THAT FOUR MORE YEARS
OF HIS LEADERSHIP ARE
FAR BETTER THAN WHAT
THE DEMOCRATS HAVE TO
OFFER.**

- **AND FOR CONGRESS, WE
NEED YOUR HELP. WHILE
YOU'RE IN TOWN, TAKE A**

**TRIP UP TO THE HILL AND
TALK SOME SENSE TO
CONGRESS. THE LAST
THING THIS COUNTRY
NEEDS ARE HIGHER TAXES
AND MANDATES THAT ARE
THE SAME AS TAXES.**

- **FINALLY, A
RECOMMENDATION TO SEE
YOUR DOCTOR: PROSTATE**

CHECK UP.

- **HAPPY TO ANSWER ANY OF
YOUR QUESTIONS.**