

**TO: Senator Dole**  
**FR: Kerry**

**RE: National Retail Federation**  
**May 20, 1992**

\*You will be speaking to about 150 senior executives from the retail industry.

\*You will be introduced by Joe Flannery, the owner of Weaver's Department Store in Lawrence, Kansas.

\*Date Tate is our contact for this event, and she has suggested 5-10 minutes of opening remarks on current events, and then Q&A.

SPEAK

Wednesday - May 20

4 Seasons Hotel

NATIONAL RETAIL FEDERATION

Wash. D.C.

701 PENNSYLVANIA AVENUE, N.W. ♦ SUITE 710 ♦ WASHINGTON, D.C. 20004 ♦ (202) 783-7971

9:00 a.m.

TRACY MULLIN  
PRESIDENT

March 10, 1992

The Honorable Robert Dole  
Minority Leader  
United States Senate  
Washington, DC 20510

\$2,000 - 24

Dear Mr. Leader:

On behalf of the nation's retailers, I would like to invite you to address the members of the National Retail Federation when they convene for our Washington Leadership Conference May 19 and 20. This meeting is the largest annual gathering of senior retail executives in the nation's capital.

We would be pleased if you would speak to our group the morning of Wednesday, May 20 at the Four Seasons Hotel, 2800 M Street, NW. We are willing to work with you to arrange a mutually convenient time for your address.

The National Retail Federation is the nation's largest trade organization which speaks for retailing on matters of public policy. Its membership is comprised of large and small retail companies and chains representing the entire spectrum of retailing, as well as the 50 state retail associations and numerous national retail associations. In total, the NRF's membership encompasses over one million U.S. retail establishments, employs nearly 20 million people and registered sales in excess of \$1.8 trillion in 1990. We anticipate that about 200 chief executive officers and senior retail executives will attend the meeting.

I sincerely hope you can join us on May 20. If you have any questions or require additional information, please have your staff contact me at (202) 783-7971.

Sincerely,

*Tracy Mullin*  
Tracy Mullin

★ Attached letter from Dale Tate

## NATIONAL RETAIL FEDERATION

701 PENNSYLVANIA AVENUE, N.W. ♦ SUITE 710 ♦ WASHINGTON, D.C. 20004 ♦ (202) 783-7971

March 10, 1992

Dear Senator:

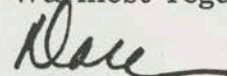
I think this would be a great forum for you -- and you can be sure I'll do all I can to turn out the press! There will be some real heavyweights in the audience, people who are fairly savvy and very interested about what goes on in Washington.

I was pleased and relieved to hear that you didn't let the people of Kansas or the country down by not running for re-election.

All the reports I hear are that you are feeling fine and looking well. I look forward to seeing so for myself at the DFP reunion.

Hope you can do this.

Warmest regards,

  
Dale Tate

P.S. Samantha got the State Department internship and will be spending the summer at the American Embassy in Guatemala. Leave it to her to go to the only country in the hemisphere where there is still a guerilla war.

Wed, May 20

M E M O R A N D U M

TO: Senator Dole  
FROM: Yvonne  
DATE: April 24, 1992

-- Two senior IBM executives from Kansas (Ms. Keenie McDonald, branch manager in Topeka, and Mr. Craig Minnich, branch manager in Wichita) will be in Washington on the afternoon of Wed, May 20, and would like to meet with you to discuss IBM.

\_\_\_\_\_ I will meet with them  
\_\_\_\_\_ staff meet, I'll drop by  
\_\_\_\_\_ regret

Linda 202/515=5194

*W. B. ...  
NINA*

**SENATOR BOB DOLE**

**TALKING POINTS**

**NATIONAL RETAIL FEDERATION**

**MAY 20, 1992**

**\*THANK YOU. IT'S A  
PLEASURE TO SPEAK BEFORE A  
GROUP THAT IS SO CRUCIAL TO  
THE ECONOMIC HEALTH OF  
WALL STREET, AND THE HEALTH  
OF MAIN STREETS ACROSS  
AMERICA.**

**\*I GOT TO KNOW THE  
IMPORTANCE OF RETAIL AS A  
YOUNG KID IN RUSSELL,  
KANSAS. ONE OF MY FIRST  
JOBS WAS AS A SODA JERK AT  
DAWSON'S DRUG STORE.  
SOMETIMES IT SEEMED LIKE  
HALF THE TOWN'S BUSINESS  
WAS ACCOMPLISHED THERE.**

**\*I'VE BEEN KEEPING UP WITH  
THE NRF RECENTLY THROUGH  
DALE TATE, WHO WORKS HERE  
IN YOUR WASHINGTON OFFICE.  
DALE WORKED FOR A FEW  
YEARS IN MY SENATE OFFICE,  
AND SHE WAS PRESS  
SECRETARY IN MY 1988  
PRESIDENTIAL CAMPAIGN. I'M  
GLAD YOU DIDN'T HOLD THAT**

**AGAINST HER.**

**\*DALE HAS TOLD ME THAT  
THE NRF REPRESENTS OVER 1  
MILLION U.S. RETAIL  
ESTABLISHMENTS, EMPLOYS  
NEARLY 20 MILLION PEOPLE,  
AND REGISTERS SALES OF OVER  
\$1.8 TRILLION A YEAR.**

**\*\$1.8 TRILLION MAY SOUND  
LIKE A LOT OF MONEY, BUT**



**THINK OF HOW MUCH YOUR  
SALES WILL INCREASE WHEN  
ROSS PEROT DECIDES TO BUY  
ENTIRE NEW FURNISHINGS FOR  
THE WHITE HOUSE.**

**\*IT'S NOT OFTEN I HAVE A  
CHANCE TO HEAR FROM FOLKS  
WHO ARE SO INVOLVED WITH  
THE ECONOMY, SO INSTEAD OF  
GIVING A SPEECH, I'LL JUST**

**OFFER A FEW THOUGHTS, AND  
THEN I'D BE HAPPY TO TAKE  
YOUR QUESTIONS.**

**\*BEFORE I DO, HOWEVER, I  
DO WANT TO GIVE YOU A BRIEF  
RUN DOWN ON WHAT YOU CAN  
EXPECT FROM CONGRESS  
BEFORE THE END OF THE YEAR.**

**\*THE ANSWER IS NOT MUCH.**

**\*THIS IS AN ELECTION YEAR,**

**AND DESPITE THE FACT THAT  
THE PUBLIC IS CRYING OUT FOR  
CHANGE, CONGRESS SEEMS  
INTENT ON KEEPING THE  
STATUS QUO.**

**\*ON NEARLY EVERY ISSUE--  
CRIME, CAMPAIGN FINANCE,  
ECONOMIC RECOVERY--YOU  
NAME IT, THE DEMOCRATS GET  
TOGETHER, WRITE LEGISLATION**

**WITHOUT REPUBLICAN  
PARTICIPATION, AND PASS IT.  
THE PRESIDENT THEN VETOES  
IT, AND THE VETO IS SUSTAINED.**

**\*AND NOTHING IS  
ACCOMPLISHED.**

**\*WE'VE HEARD SOME NICE  
WORDS IN THE AFTERMATH OF  
THE L.A. SITUATION ABOUT BI-  
PARTISANSHIP, BUT SO FAR NOT**

**MUCH ACTION.**

**\*IN MANY INSTANCES, DOING  
NOTHING IS BETTER THAN THE  
DEMOCRAT ALTERNATIVES, BUT  
THERE ARE SOME AREAS  
WHERE BOTH PARTIES CAN AND  
SHOULD GET TOGETHER FOR  
THE GOOD OF THE NATION.**

**\*ONE AREA WHERE, SAD TO  
SAY, THAT'S NOT GOING TO**

**HAPPEN IS THE NATIONAL  
BUDGET.**

**THE BUDGET**

**\*WHAT I AM HEARING FROM  
TAXPAYERS IN MY STATE IS  
THAT THE FEDERAL DEFICIT IS  
STILL PUBLIC ENEMY NUMBER  
ONE.**

**\*THE ANNUAL INTEREST ON  
THE FEDERAL DEBT IS CLOSE TO**

**\$300 BILLION A YEAR. THAT IS  
WELL MORE THAN TWICE THE  
SIZE OF THE ENTIRE FEDERAL  
BUDGET WHEN I WAS FIRST  
ELECTED TO CONGRESS.**

**\*MY GENERATION WILL  
PROBABLY ESCAPE THE WORST  
CONSEQUENCES OF DEFICIT  
SPENDING, BUT WHAT DO WE  
TELL OUR NATION'S**

## **17-YEAR-OLDS?**

**\*I KNOW THERE ARE ENOUGH  
OF US IN BOTH PARTIES WHO  
ARE RESPONSIBLE, BUT IN THIS  
HIGHLY CHARGED PARTISAN  
ATMOSPHERE IT IS DIFFICULT TO  
GET ANYTHING DONE.**

## **ENTITLEMENTS**

**\*TAKE FOR EXAMPLE, THE  
ENTITLEMENT PROGRAMS. THEY**



**ARE GROWING FASTER THAN  
ANY OTHER PART OF THE  
BUDGET. LAST YEAR ALONE,  
MANDATORY PROGRAMS GREW  
AN ASTOUNDING 23.9%.**

**\*WHILE ALMOST EVERYONE IN  
CONGRESS -- DEMOCRAT AND  
REPUBLICAN -- REALIZES THE  
GROWTH OF ENTITLEMENTS IS  
THE BIGGEST ROAD BLOCK TO**

**CONTROLLING THE BUDGET, THE  
VOTE ON A PROPOSAL TO  
RESTRAIN THE GROWTH OF  
THESE PROGRAMS TO  
INFLATION PLUS TWO PERCENT  
WAS TURNED INTO A PARTISAN  
MUDFEST.**

**\*THE DEMOCRATS REFUSED  
TO EVEN ALLOW A SIMPLE UP  
OR DOWN VOTE ON THE FREEZE.**

**INSTEAD, THEIR STRATEGY  
WAS TO DEMAND VOTES ON  
EXEMPTING THE MOST  
SENSITIVE PROGRAMS,  
BEGINNING WITH DISABLED  
VETERANS. WE LOST ON THAT  
VOTE -- 66 TO 28 -- WITH FOUR  
BRAVE, OR SOME MIGHT SAY  
FOOLISH, DEMOCRATS JOINING  
24 REPUBLICANS.**

**\*THE DEMOCRAT'S CLEVER  
STRATEGY SUCCEEDED IN  
KILLING AN ENTITLEMENT  
FREEZE FOR THE NEAR FUTURE,  
BUT NOW WHERE DO WE LOOK  
FOR MEANINGFUL DEFICIT  
REDUCTION?**

**THE BALANCED BUDGET**

**AMENDMENT**

**\*IS THE ANSWER TO OUR**

**GRIDLOCK A BALANCED BUDGET**

**AMENDMENT TO THE**

**CONSTITUTION? 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 A BALANCED BUDGET  
AMENDMENT WITH TEETH. THAT  
MEANS THE AMENDMENT  
SHOULD INCLUDE SOME KIND**

**OF A LIMITATION ON TAX  
INCREASES AND A FOOL PROOF  
ENFORCEMENT MECHANISM.**

**\*THERE IS A BIG DIFFERENCE  
BETWEEN TOUGH TALK AND  
TOUGH VOTES. IF WE COULD  
PUT THE TWO TOGETHER WE  
MIGHT BE ABLE TO MAKE SOME  
REAL PROGRESS ON REDUCING  
THE DEFICIT. THE DEBATE ON A**

**BALANCED BUDGET**

**AMENDMENT MIGHT BE OUR  
BEST OPPORTUNITY ALL YEAR.**

**FOREIGN POLICY \*FOREIGN  
POLICY ISN'T A VERY POPULAR  
TOPIC RIGHT NOW, BUT IT CAME  
TO THE FRONT AGAIN LAST  
WEEK WHEN MR. GORBACHEV  
WAS IN THE CAPITOL.**



**\*SPEAKING ABOUT RUSSIA, IT  
MIGHT NOT BE TOO LONG  
BEFORE MANY OF YOU HAVE  
OUTLETS OVER IN EASTERN  
EUROPE...THAT IS, IF  
DEMOCRACY SURVIVES OVER  
THERE.**

**\*I THINK IT'S IN OUR  
NATIONAL INTEREST TO DO**

**WHAT WE CAN TO ENSURE THAT  
IT DOES SURVIVE.**

**\*BEFORE I TAKE YOUR  
QUESTIONS, I DO WANT TO  
SHARE A STORY ABOUT  
SOMETHING THAT HAPPENED IN  
KANSAS THIS PAST WEEKEND.**

**\*I WAS TAKING QUESTIONS  
FROM AN AUDIENCE AND ONE  
FELLOW KEPT ASKING A LOT OF**

**QUESTIONS. AFTER THE  
MEETING, I WENT UP TO HIM,  
AND TOLD HIM THAT SINCE HE  
WAS SO KNOWLEDGEABLE, HE  
WAS JUST THE TYPE OF PERSON  
WE NEEDED RUNNING FOR  
STATE LEGISLATURE. AND HE  
SAID, "I'M ALREADY RUNNING  
AGAINST YOU."**

**\*THANK YOU, AND I'D BE  
HAPPY TO TAKE ANY  
QUESTIONS.**