

TO: Senator Dole  
FR: Kerry

RE: National Association of Wholesaler-Distributors  
Wednesday, February 2

\*You will be speaking to approximately 400 members of the  
NAW.

\*Immediately before your remarks, they will present you with  
their "National Leadership Award."

\*Attached remarks focus on health care and "leadership."

SPEAK

Wednesday - February 2

N · A · W

Accept Award

Capital Hilton Hotel  
Washington, D.C.

December 10, 1993

The Honorable Bob Dole, Republican Leader  
United States Senate  
The Capitol, Room S-230  
Washington, DC 20510

OK  
w/ my schedule to you

Dear Senator:

With great personal pleasure, on behalf of our Board of Directors and members, we invite you to give a keynote address at our Annual Meeting banquet dinner on Wednesday, February 2, 1994. It will be held at the Capital Hilton Hotel in Washington, D.C., with a reception from 7:00 to 8:00 p.m., followed by dinner from 8:00 to 10:00 p.m. We will be pleased to arrange the specific timing of your address in any way possible to accommodate your schedule, and I sincerely hope Elizabeth will be able to join you.

It will be our privilege at that time to present to you our National Leadership Award.

The general theme of this year's meeting will be: "Focus '94: Taxing Times." In this regard, your comments on the Clinton Presidency, the 103rd Congress and your role as the Republican spokesman, would make a unique contribution to the content of our program and be deeply appreciated by all in attendance.

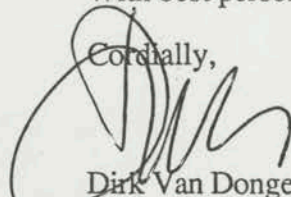
As you know, the National Association of Wholesaler-Distributors is a federation of 112 national and 52 state and regional trade associations. In the aggregate, our membership is comprised of 40,000 companies with 150,000 places of business across the country. We expect some 400 people to be in attendance -- the nationwide leadership of our industry.

It would indeed be a high honor for NAW to have you with us, Senator, and we genuinely hope you will be able to join us. We would be delighted to provide any additional information you or your staff may require.

Please accept our warmest thanks for your consideration.

With best personal regards.

Cordially,

  
Dirk Van Dongen  
President

James Cook

12-13 Interim letter

**SENATOR BOB DOLE**

**N.A.W.**

**FEBRUARY 2, 1994**

**THANK YOU VERY MUCH FOR  
YOUR AWARD. I DON'T KNOW IF  
I DESERVE IT, BUT I'LL  
CERTAINLY TAKE IT.**

**WHEN DIRK TOLD ME THAT I  
HAD BEEN SELECTED TO**

**RECEIVE YOUR NATIONAL  
LEADERSHIP AWARD, HE ALSO  
ASKED ME TO SAY A FEW  
WORDS ABOUT THE ISSUES OF  
THE DAY. AND HE SAID THAT IF  
YOU DIDN'T LIKE WHAT I HAD TO  
SAY, THAT YOU COULD TAKE  
THE AWARD BACK.**

**GIVEN THAT, I'LL KEEP MY  
REMARKS SHORT, SO YOU CAN**

**CONTINUE WITH YOUR DINNER.**

**BUT I DO WANT TO SAY THAT  
YOUR PRESENCE HERE IN  
WASHINGTON IS VERY, VERY  
IMPORTANT. THERE ARE ISSUES  
BEING DEBATED NOW THAT ARE  
CRUCIAL TO THE FUTURE OF  
THIS ORGANIZATION, TO YOUR  
BUSINESS, AND TO YOUR  
FAMILY.**

**CHIEF AMONG THESE IS  
HEALTH CARE.**

**IT'S BEEN JUST ABOUT A  
YEAR SINCE PRESIDENT  
CLINTON FIRST PUT HEALTH  
CARE ON TOP OF THE AGENDA.  
AND I THINK WE'VE LEARNED  
QUITE A BIT IN THAT YEAR.**

**I THINK THAT A LARGE  
MAJORITY OF AMERICANS NOW**

**UNDERSTAND THAT WE HAVE  
THE BEST HEALTH CARE  
SYSTEM IN THE WORLD.  
PEOPLE FROM ALL AROUND THE  
GLOBE COME HERE WHEN THEY  
WANT THE VERY BEST  
TREATMENT.**

**THAT DOESN'T MEAN THAT  
OUR SYSTEM IS PERFECT. IT  
ISN'T. IT'S BUREAUCRATIC. IT'S**

**EXPENSIVE. AND SOMETIMES,  
IT'S UNFAIR.**

**BUT THE QUALITY AND CHOICE  
WE HAVE HERE ARE SECOND TO  
NONE.**

**AND I THINK THERE'S A  
CONSENSUS DEVELOPING THAT  
WE CAN FIX WHAT NEEDS TO BE  
FIXED...WE CAN MAINTAIN OUR  
QUALITY AND CHOICE...WITHOUT**



**TURNING THE ENTIRE SYSTEM**  
**OVER TO THE FEDERAL**  
**GOVERNMENT.**

**THE DEBATE SHOULD NOT BE**  
**ONE OF "IT'S THE PRESIDENT'S**  
**PLAN OR NOTHING."**

**THERE ARE MANY OTHER**  
**PROPOSALS ON THE TABLE--3**  
**SENATE REPUBLICAN PLANS, A**  
**HOUSE REPUBLICAN PLAN, THE**

**COOPER PLAN, A "SINGLE PAYER  
PLAN," AND A STATEMENT OF  
PRINCIPLES ADOPTED  
UNANIMOUSLY THIS WEEK BY  
THE NATION'S 50 GOVERNORS--  
WHICH WAS PRETTY CLOSE TO  
THE BILLS SENATE  
REPUBLICANS HAVE  
INTRODUCED.**

**AND I THINK THERE ARE  
GOOD IDEAS IN ALL THESE  
PLANS--WITH THE POSSIBLE  
EXCEPTION OF THE SINGLE-  
PAYER PLAN.**

**AND THERE ARE ALSO SOME  
BAD IDEAS IN THE PLANS--  
ESPECIALLY THE PRESIDENT'S  
PLAN. IDEAS LIKE EMPLOYER  
MANDATES, GLOBAL BUDGETS,**

**AND MANDATORY ALLIANCES.**

**IF THE WHITE HOUSE IS  
REALLY MORE SERIOUS ABOUT  
FINDING A SOLUTION TO OUR  
HEALTH CARE PROBLEMS THAN  
THEY ARE ABOUT FINDING  
"VILLAINS," THEN I STILL BELIEVE  
REPUBLICANS AND DEMOCRATS  
CAN COME TO AN AGREEMENT  
ON A BILL THIS YEAR.**

**IT WON'T LOOK LIKE ANY  
ONE BILL OUT THERE NOW--BUT  
IT WILL HOPEFULLY HAVE THE  
STRONGEST ELEMENTS OF ALL.  
AND THE REFORMS WE CAN  
AGREE ON ARE NOT  
INSIGNIFICANT.**

**GRANTED, THEY MAY NOT  
TURN THE SYSTEM UPSIDE  
DOWN AS ENVISIONED BY SOME**

**AT THE WHITE HOUSE--BUT THEY  
WILL MAKE A BIG, BIG,  
DIFFERENCE.**

**YOU HONORED ME WITH A  
LEADERSHIP AWARD THIS  
EVENING. AND IT'S LEADERSHIP  
I WANT TO TOUCH UPON  
BEFORE CLOSING.**

**I HAPPEN TO BE THE SENATE  
MINORITY LEADER. AND, AS**

**YOU KNOW, THAT MEANS THE  
OTHER GUYS HAVE MORE VOTES  
THAN WE DO. SO WHAT DOES  
THAT MEAN?**

**WELL, SOME PEOPLE THINK  
THE ROLE OF THE MINORITY  
SHOULD BE TO OPPOSE  
EVERYTHING THE PRESIDENT  
AND HIS MAJORITY PROPOSE.**

**AND OTHERS SUGGEST  
EXACTLY THE OPPOSITE--THAT  
WE SHOULD JUST SIT ON THE  
SIDELINES, AND LET THE  
PRESIDENT AND THE MAJORITY  
PASS ANYTHING THEY WANT, SO  
IF THINGS GO WRONG, WE CAN  
SAY "I TOLD YOU SO."**

**BOTH OF THOSE ROADS  
WOULD BE PRETTY EASY TO**



**TAKE, BUT I THINK BOTH ARE  
WRONG--BOTH DON'T SERVE  
THE PEOPLE WHO SENT US  
HERE, AND BOTH DON'T  
INVOLVE LEADERSHIP.**

**WHAT DOES INVOLVE  
LEADERSHIP IS TRYING TO  
STEER AMERICA IN THE RIGHT  
DIRECTION.**

**AND WHEN PRESIDENT  
CLINTON IS MOVING AMERICA IN  
THE RIGHT DIRECTION, THEN I  
BELIEVE IT'S OUR DUTY TO  
SUPPORT HIM. THAT'S  
PRECISELY WHAT WE DID WITH  
NAFTA.**

**FRANKLY, SOME  
REPUBLICANS CAME UP TO ME  
DURING THE NAFTA DEBATE AND**

**ASKED, "WHY ARE YOU  
SUPPORTING THE PRESIDENT.  
WHY DON'T YOU STAND ASIDE  
AND WATCH HIM RECEIVE A  
VERY EMBARRASSING DEFEAT  
FROM THE MEMBERS OF HIS  
OWN PARTY."**

**AND MY ANSWER WAS THIS:  
SUPPORTING NAFTA IS THE  
RIGHT THING TO DO. IT'S RIGHT**

**FOR AMERICA. AND IT'S RIGHT**  
**FOR AMERICAN LEADERSHIP.**

**BUT WHEN WE HONESTLY  
BELIEVE THAT PRESIDENT  
CLINTON AND HIS DEMOCRAT  
MAJORITY ARE MOVING  
AMERICA IN THE WRONG  
DIRECTION--THEY WE HAVE  
ANOTHER DUTY OF LEADERSHIP.  
AND THAT'S A DUTY TO TRY AND**

**CHANGE THE PLAN SO IT HEADS  
IN THE RIGHT DIRECTION. AND  
IF WE CAN'T DO THAT, THEN WE  
HAVE A DUTY TO TRY AND  
DEFEAT THE PLAN.**

**AND THAT'S WHAT WE DID  
WITH LAST YEAR'S TAX BILL. IT  
WAS A BAD BILL--BAD FOR THE  
ECONOMY, BAD FOR SMALL  
BUSINESSMEN AND WOMEN,**

**AND BAD FOR COUNTLESS  
FAMILIES WHO NEVER KNEW  
THEY WERE "RICH." SO WE  
PROPOSED SOMETHING  
DIFFERENT. WE WANTED TO  
CUT THE DEFICIT BY CUTTING  
SPENDING. AND WHEN THAT  
PLAN WAS DEFEATED, EVERY  
SINGLE REPUBLICAN IN THE  
HOUSE AND SENATE VOTED**

**AGAINST THE INCREASE.**

**I HOPE THE SAME THING  
DOES NOT HAPPEN WITH  
HEALTH CARE. WE TRULY  
BELIEVE THE PRESIDENT'S  
GOVERNMENT-RUN PLAN IS THE  
WRONG PRESCRIPTION. SO  
WE'RE WORKING TO CHANGE IT  
IN THE RIGHT DIRECTION. AND,  
AS I SAID, I BELIEVE THERE IS**

**ROOM FOR AGREEMENT.**

**THIS PLACE WOULD BE  
PRETTY FRUSTRATING IF WE  
LOST EVERY VOTE, AND  
COULDN'T MAKE A DIFFERENCE.  
BUT WE CAN. SOMETIMES, EVEN  
THOUGH WE BEGIN IN THE  
MINORITY, WE END UP IN THE  
MAJORITY. THAT'S THE CASE IN  
THE CRIME DEBATE.**



**AFTER YEARS OF FIGHTING  
US, THE DEMOCRATS HAVE  
ADMITTED THAT WE--AND THE  
AMERICAN PEOPLE--ARE RIGHT.  
IT'S TIME NOT TO JUST TALK  
TOUGH...IT'S TIME TO PASS THE  
TOUGHEST LEGISLATION WE  
CAN. AND MANY OF THE IDEAS  
IN THE SENATE-PASSED CRIME  
BILL WERE AUTHORED BY**

**REPUBLICAN SENATORS.**

**AND WE'LL CONTINUE TO  
PROVIDE LEADERSHIP ON THIS  
ISSUE IN THE DAYS TO COME.**

**FINALLY, LET ME SPEAK  
ABOUT AMERICAN LEADERSHIP.  
IN A FEW MONTHS, AMERICA  
WILL CELEBRATE THE 50TH  
ANNIVERSARY OF D-DAY. AND  
FOR THE PAST HALF CENTURY,**

**WHENEVER THE WORLD NEEDED  
LEADERSHIP, IT HAS TURNED TO  
AMERICA.**

**AND THERE ARE THOSE WHO  
THINK NOW THAT THE COLD  
WAR IS OVER, IT'S TIME FOR  
AMERICA TO LET SOMEBODY  
ELSE TAKE THE LEAD, AND TO  
PAY THE PRICE--AND THERE IS A  
PRICE--OF LEADERSHIP.**

**I UNDERSTAND THEIR  
CONCERN, BUT I  
WHOLEHEARTEDLY DISAGREE.  
THE PRICE OF LEADERSHIP IS A  
PRICE WORTH PAYING. AND  
ONLY THE UNITED STATES HAS  
THE ECONOMIC, MILITARY, AND  
MORAL POWER TO BE A FORCE  
FOR PEACE AND DEMOCRACY  
AROUND THE WORLD.**

**WE CAN'T ABDICATE OUR  
ROLE OF LEADER BY TURNING  
OFF THE LIGHTS AT THE  
PENTAGON, AND WE CAN'T DO IT  
BY LETTING THE UNITED  
NATIONS TELL US WHAT IS IN  
OUR NATIONAL INTEREST.**

**AMERICA IS THE GREATEST  
COUNTRY ON EARTH, AND  
WORKING TOGETHER TO**

**ENSURE THE SURVIVAL OF  
AMERICAN LEADERSHIP, WE  
CAN ALSO ENSURE THAT OUR  
BEST DAYS ARE YET TO COME.  
THANK YOU VERY MUCH.**