

TO: Senator Dole
FR: Kerry

RE: National Grocers Association
Sunday June 11
Mayflower Hotel

*Meeting of 250-300 leaders of the retail and wholesale grocery industry from across the country.

*They have requested that you speak for 15-20 minutes on legislative agenda, and the outlook for the business community. They also indicated that you should feel free to talk about 1996.

*They specifically suggested that you mention regulatory reform, tax reform, and striker replacement.

*They also requested a brief Q&A session, if time allows.

SPEAK - keynote

Sunday - June 11 - 4 p.m.
Monday - June 12 - 9:30 a.m.
Tuesday - June 13 - 7:30 a.m.



**NATIONAL
GROCCERS
ASSOCIATION**

Mayflower Hotel
Honorarium

By FAX (202) 224-4569

8. National Grocers Association. [Sunday, June 11 - 4 pm,
Monday, June 12, 9:30 am, Tuesday, June 13, 7:30 am,
Mayflower]
- . honorarium
 - . Assoc. national conference
 - . expect 500 retail and wholesale grocers

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Recommendation: Yes, recommend 9:30 am Monday, June 12

Dear Senator Dole:

On behalf of the board of directors and members of the National Grocers Association (N.G.A.), it is my pleasure to invite you to be a keynote speaker at N.G.A.'s 1995 Washington Conference, June 11-14, 1995.

The theme of this year's conference is "An Agenda for Reform -- Opportunity and Responsibility." This theme reflects the optimism of the N.G.A. members regarding the changing political landscape under the new Republican leadership of the 104th Congress. N.G.A. represents retail and wholesale grocers who comprise the independent sector of the food distribution industry. Many are owners or operators of small businesses who have struggled for generations under a mountain of federal regulation and are concerned about their future because of the increasing federal debt. They will be receptive to your views on the outlook for American business under the new leadership.

Specifically, we have scheduled general session programs at the Mayflower Hotel for Sunday, June 11, at 4:00 p.m., Monday, June 12, at 9:30 a.m., and Tuesday, June 13, at 7:30 a.m. We would welcome your participation as a keynote speaker at any of these times. We hope you will share your outlook on the "Agenda for Reform" and speak of your expectations regarding the upcoming Presidential election. We invite you to speak for 20 to 30 minutes and hope you will agree to accept a few questions following your presentation.

In June, approximately 500 retail and wholesale grocers from across the country will come to Washington for the N.G.A. conference, specifically for the purpose of meeting with members of Congress to discuss public policy issues affecting their business operations. You will speak to an audience comprised of CEOs of retail and wholesale grocery companies and representatives from major food manufacturers from all 50 states, including many from Kansas.

4-6 Interim letter

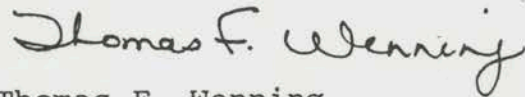
National Grocers Association

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March 30, 1995

Please ask Yvonne to contact Peggy Rochette, director of government relations at N.G.A. to confirm this engagement or to provide you with any additional information that you may require. We would be pleased to provide you with transportation to the Mayflower or any special accommodation to facilitate this engagement. In addition, N.G.A. offers an appropriate honorarium to your designated charity.

Thank you in advance for your participation. The members of the National Grocers Association would be honored to have you with us.

Sincerely,



Thomas F. Wenning
Senior Vice President
and General Counsel

**SENATOR BOB DOLE
NATIONAL GROCERS ASSOCIATION
JUNE 11, 1995**

**THANK YOU, AND WELCOME TO
WASHINGTON. AS YOU MIGHT
IMAGINE FROM TODAY, BEFORE THE
INVENTION OF AIR CONDITIONING,
WASHINGTON, D.C. WAS PRETTY
INTOLERABLE IN THE SUMMER.**

**IN FACT, I'M TOLD THAT BACK
THEN, WASHINGTON PRETTY MUCH**

**SHUT DOWN IN JUNE, AND
CONGRESS WAS SENT HOME FOR
THREE MONTHS.**

**AFTER AIR CONDITIONING,
HOWEVER, CONGRESS BEGAN TO
STICK AROUND FOR MUCH OF THE
SUMMER. AND FOR A LOT OF YEARS
I WAS ONE OF THOSE WHO
THOUGHT THE INVENTION OF AIR
CONDITIONING DID GREAT DAMAGE
TO AMERICA, BECAUSE TAXPAYERS**

AND SMALL BUSINESSMEN AND
WOMEN WERE A LOT SAFER WHEN
CONGRESS WASN'T IN TOWN.

BUT LAST NOVEMBER, THE
AMERICAN PEOPLE GAVE
REPUBLICANS CONTROL OF
CONGRESS FOR THE FIRST TIME IN 40
YEARS. AND NOW I THINK AIR
CONDITIONING WAS A GOOD IDEA.
BECAUSE INSTEAD OF PASSING BILLS
THAT INCREASE THE DEFICIT, RAISE

**YOUR TAXES, AND ADD STILL MORE
MANDATES AND REGULATIONS, THIS
HISTORIC REPUBLICAN CONGRESS IS
DOING JUST THE OPPOSITE.**

LEGISLATIVE AGENDA

**WE'RE WORKING TO BALANCE THE
BUDGET AND LOWER THE DEFICIT.
WE'RE WORKING TO REDUCE YOUR
TAXES. WE'RE WORKING TO CUT
DOWN REGULATIONS AND
MANDATES. IN SHORT, OUR MISSION**

**IS TO REIN IN THE FEDERAL
GOVERNMENT, AND TO RETURN
POWER TO THE LOCAL LEVELS AND
POWER TO THE PEOPLE.**

**AND IF WE SUCCEED IN DOING
THAT, THEN I DON'T THINK THE
AMERICAN PUBLIC WOULD MIND IF
WE STAYED IN SESSION FOR ALL
TWELVE MONTHS OF THE YEAR.**

**WE'RE NOW INTO OUR SIXTH
MONTH, AND WE HAVE ALREADY**

**ACCOMPLISHED A GREAT DEAL IN
KEEPING OUR PROMISES TO THE
AMERICAN PEOPLE.**

**THE FIRST THING WE DID WAS TO
ENSURE ALL LAWS WE IMPOSE ON
YOU WOULD ALSO BE IMPOSED ON
CONGRESS.**

**AND THEN WE BROUGHT AN END
TO THE PRACTICE OF GOVERNMENT
PASSING ALONG MANDATES TO
STATE AND LOCAL GOVERNMENT**

WITHOUT PASSING ALONG ANY
MONEY TO PAY FOR THEM. AND
YOU KNOW WHAT HAPPENED THEN.
THE STATE AND LOCAL
GOVERNMENT EITHER PASSED THE
COSTS ON TO BUSINESSES, OR THEY
INCREASED YOUR TAXES. AND THE
BOTTOM LINE IS THAT A MANDATE IS
NOTHING MORE THAN A TAX.

BUT THANKS TO SENATE BILL 1--I
ASSIGNED IT THE FIRST NUMBER,

**BECAUSE I THOUGHT IT SHOULD BE
OUR TOP PRIORITY--UNFUNDED
MANDATES ARE NOW A THING OF
THE PAST.**

**AFTER THAT, WE MOVED ON TO
THE LINE ITEM VETO, AND AFTER
YEARS AND YEARS OF TRYING, WE
PASSED THAT, AS WELL.**

**AND THEN CAME THE BALANCED
BUDGET AMENDMENT. AND IN THE
SENATE, WE FELL ONE VOTE SHORT**

**OF SENDING THE AMENDMENT TO
THE STATES FOR RATIFICATION.**

**AND PRESIDENT CLINTON AND A
LOT OF LIBERAL DEMOCRATS WHO
OPPOSED THE AMENDMENT, SAID
THAT IF REPUBLICANS WERE SERIOUS
ABOUT BALANCING THE BUDGET,
THEY'D LAY OUT A PLAN TO DO IT.**

**AND THAT'S JUST WHAT WE DID.
LAST MONTH, IN HISTORIC VOTES IN
THE HOUSE AND SENATE, WE**

**PASSED PLANS THAT WILL BALANCE
THE BUDGET IN THE YEAR 2002.**

**AND NOW A HOUSE-SENATE
CONFERENCE COMMITTEE IS
WORKING ON THE DIFFERENCE IN THE
BUDGETS--AND THERE WERE A FEW
DIFFERENCES.**

**BUT FAR MORE IMPORTANT THAN
THE DIFFERENCES IS WHAT THE
BUDGETS HAD IN COMMON.**

**AS I SAID, THEY BOTH BALANCE
THE BUDGET BY 2002 BY SLOWING
THE RATE OF GROWTH OF
GOVERNMENT SPENDING.**

**THEY BOTH ELIMINATE WASTEFUL,
INEFFECTIVE GOVERNMENT
PROGRAMS.**

**THEY BOTH PRESERVE, IMPROVE,
AND PROTECT MEDICARE.**

**THEY BOTH DON'T TOUCH SOCIAL
SECURITY.**

**AND THEY BOTH PROVIDE FUNDS
FOR TAX RELIEF AMERICANS YOU
NEED AND RESERVE. TAX RELIEF
LIKE A \$500 PER CHILD TAX CREDIT
FOR AMERICA'S FAMILIES. TAX
RELIEF LIKE CAPITAL GAINS TAX
REDUCTION.**

**AND I WILL ALSO BE WORKING IN
THE WEEKS AND MONTHS AHEAD TO
REDUCE THE ESTATE TAX, WHICH IS**

**SO UNFAIR FOR FAMILY BUSINESSES
AND FAMILY FARMS.**

**NO DOUBT ABOUT IT, WE'VE DONE
QUITE A LOT THESE FIRST SIX
MONTHS. AND I WANT TO THANK
TOM ZOCKA, YOUR PRESIDENT AND
CEO, FOR ALL THE SUPPORT THE
NGA HAS PROVIDED TO OUR
EFFORTS.**

**EVERY STEP OF THE WAY, TOM
WAS A STRONG VOICE FOR CHANGE,**

**AND A STRONG VOICE AGAINST THE
STATUS QUO.**

**AND WE'RE GOING TO NEED YOUR
HELP IN THE MONTHS TO COME.
WE'RE OFF TO A GOOD START, BUT
WE HAVE A LOT OF WORK TO DO.**

**BECAUSE OF THEIR RULES, THE
HOUSE CAN MOVE QUICKER THAN
THE SENATE, SO WE HAVE A LITTLE
CATCHING UP TO DO.**

**NEXT WEEK, WE WILL MOVE TO
WELFARE REFORM. AND OUR GOAL
THERE IS TO GIVE OUR STATES AS
MUCH FLEXIBILITY AS POSSIBLE, AND
TO CREATE A SYSTEM THAT
PROMOTES HARD WORK. WE DON'T
WANT TO ELIMINATE THE SAFETY
NET. BUT WE DON'T WANT IT TO
BECOME A HAMMOCK, EITHER.**

REGULATORY REFORM

AND SOON WE'LL ALSO BEGIN
FINAL ACTION ON AN ISSUE OF
GREAT IMPORTANCE TO THE NGA--
REGULATORY REFORM.

IF YOU BELIEVE THE RHETORIC
COMING OUT OF THE WHITE HOUSE,
YOU WOULD THINK THAT IF
REGULATORY REFORM IS ADOPTED,
OUR WORKPLACES WOULD BECOME
DEATH TRAPS, AND OUR

ENVIRONMENT WOULD BE POLLUTED.

**THE FACT IS THAT REGULATIONS
HAVE ALLOWED US TO MAKE
ENORMOUS PROGRESS IN MAKING
OUR WORKPLACES SAFER AND OUR
ENVIRONMENT CLEANER.**

**BUT WE'VE NOW REACHED THE
POINT WHERE COUNTLESS
REGULATIONS JUST DON'T MAKE
SENSE. THEIR BENEFITS ARE OFTEN
MINIMAL AT BEST, AND THEIR COSTS**

ARE GREAT. IN FACT, ESTIMATES
ARE THAT GOVERNMENT
REGULATIONS NOW COST A TYPICAL
FAMILY NEARLY \$6,000 A YEAR.
AND THEY COST THE U.S. ECONOMY
\$581 BILLION A YEAR.

AND WHO ARE THE LOSERS IN THE
GOVERNMENT'S RUSH TO
REGULATE? WE ALL ARE.

THE ENVIRONMENT LOSES THE
GREATER PROTECTION THAT RISK

**ASSESSMENT AND COST-BENEFIT
ANALYSIS WOULD PROVIDE.**

**THE ECONOMY LOSES BECAUSE
THE HIGH COST OF REGULATIONS
WEAKEN OUR INTERNATIONAL
COMPETITIVENESS, TRANSLATING
INTO LOST JOBS AND LOST
PRODUCTIVITY.**

**BUSINESS LOSES THE TALENT,
TIME, AND RESOURCES OF WORKERS**

**FORCED TO DEAL WITH MOUNTAINS
OF PAPERWORK.**

**AND CONSUMERS LOSE BECAUSE
BUSINESSES ARE FORCED TO PASS
ALONG THE COSTS OF DEALING WITH
REGULATIONS.**

**THE HOUSE PASSED A STRONG
REGULATORY REFORM MEASURE BY
A NEAR VETO-PROOF MAJORITY
BACK IN FEBRUARY.**

THE SENATE BILL MIRRORS THE HOUSE BILL IN MANY WAYS, AND ADDS A PROVISION THAT WOULD ALLOW EXISTING REGULATIONS TO BE REVIEWED UNDER COST-BENEFIT ANALYSES. BOTH BILLS WOULD PROMOTE THE MOST FAR-REACHING AND SENSIBLE REFORMS OF THE REGULATORY STATE EVER ATTEMPTED.

**BOTH BILLS ARE WORTH FIGHTING
FOR, AND I HOPE YOU WILL DO
EVERYTHING YOU CAN TO ENSURE
THAT MEMBERS FROM YOUR STATES
UNDERSTAND HOW
IMPORTANT REGULATORY REFORM IS
TO YOU AND TO AMERICA.**

STRIKER REPLACEMENT

**I KNOW ANOTHER ISSUE OF
GREAT INTEREST TO YOU IS STRIKER
REPLACEMENT. WHEN THE**

DEMOCRATS HAD CONTROL OF
CONGRESS, THEY TRIED EVERYTHING
THEY COULD TO PASS LEGISLATION
PROHIBITING EMPLOYERS FROM
HIRING PERMANENT WORKERS
DURING A STRIKE. FORTUNATELY,
REPUBLICANS IN THE SENATE HAVE
ALWAYS BEEN ABLE TO PREVENT
THE BILL FROM PASSING. AND FOR A
SIMPLE REASON. IT'S A LOUSY IDEA.

**SINCE THE BIG LABOR UNIONS
KNEW STRIKER REPLACEMENT
LEGISLATION WAS DEAD IN THIS
CONGRESS THEY WENT STRAIGHT TO
PRESIDENT CLINTON, AND, AS YOU
KNOW, HE SIGNED AN EXECUTIVE
ORDER PROHIBITING COMPANIES
WITH FEDERAL CONTRACTS OF OVER
\$100,000 FROM HIRING PERMANENT
REPLACEMENTS FOR STRIKING
WORKERS.**

IN EFFECT, THE PRESIDENT IS TRYING TO DICTATE FEDERAL LABOR LAW BY OVERTURNING EXISTING LAW AND CONGRESSIONAL DECISIONS. AND HE'S DOING SO WITH AN EXECUTIVE ORDER THAT THE ECONOMIC POLICY FOUNDATION CONCLUDES WILL ANNUALLY COST OUR ECONOMY BETWEEN \$520 MILLION AND \$2 BILLION.

THERE ARE TWO WAYS TO
OVERTURN THIS ILL-ADVISED
EXECUTIVE ORDER. THE FIRST IS TO
DO IT BY LEGISLATION. AND, IN THE
SENATE, WE WOULD NEED TO HAVE
60 VOTES NECESSARY TO STOP A
DEMOCRAT FILIBUSTER. WE NOW
HAVE 59 COMMITTED VOTES. SO,
WHEN YOU'RE UP ON THE HILL THIS
WEEK, BE SURE AND MENTION THIS
ISSUE TO YOUR SENATOR--

**ESPECIALLY IF HE OR SHE IS A
DEMOCRAT.**

**AND THE SECOND WAY TO
OVERTURN THIS ORDER IS TO DO IT
THROUGH ANOTHER EXECUTIVE
ORDER. AND THE ONLY WAY THAT'S
GOING TO HAPPEN IS IF WE ELECT A
NEW PRESIDENT IN 1996.**

**AND I THINK I KNOW JUST THE
MAN FOR THE JOB.**

**BEFORE I CONCLUDE, LET ME SAY
A WORD OR TWO ABOUT A SPEECH I
GAVE IN HOLLYWOOD LAST WEEK.
THERE HAS BEEN A GREAT DEAL
WRITTEN AND SAID ABOUT MY
REMARKS--A LOT OF IT MISSING THE
POINT.**

**I DID NOT CALL FOR CENSORSHIP,
AND WOULD NEVER SUPPORT
ANYTHING THAT SMACKS OF "BIG
BROTHERISM." NOR DID I SAY THAT**

**OUR GROWING SOCIAL PROBLEMS
ARE ENTIRELY HOLLYWOOD'S FAULT.
CLEARLY, THEY ARE NOT.**

**WHAT I WAS SAYING IS THAT IN
EXPOSING OUR CHILDREN TO
CERTAIN IMAGES AND CERTAIN
LYRICS, SOME CORPORATIONS HAVE
CROSSED THE LINE IN PUTTING
PROFITS AHEAD OF HUMAN DIGNITY
AND DECENCY.**

**AND I SIMPLY SUGGESTED THAT
THESE CORPORATIONS CONSIDER
THE IMPACT THEIR PRODUCTS HAVE
ON OUR SOCIETY, AND TO CONSIDER
PUTTING THE INNOCENCE OF OUR
CHILDREN ABOVE THEIR FINANCIAL
BOTTOM LINE.**

**IT'S BEEN A PRIVILEGE TO JOIN
YOU TODAY, AND I HOPE YOUR
CONFERENCE IS A REWARDING ONE.**