

June 22, 1995

TO: Senator Dole
FR: Kerry

RE: AMERICAN TRUCKING ASSOCIATION DINNER TONIGHT

** Audience 150-200 ATA members and suppliers

** I spoke with Tom Donahue and he told me that he wanted members to see "pure Bob Dole" -- 10-15 minutes of informal remarks and stories followed by questions and answers.

** Donahue is in your camp and is working on many of his members to support you.

** Three issues of specific importance were the Highway Bill, Reg. Reform and Striker Replacement.

ATA Dinner
6/22/95

THANK YOU. IT'S GOOD TO BE WITH YOU TONIGHT. I'VE SPOKEN TO ATA CONFERENCES ON MANY OCCASIONS OVER THE YEARS. BUT TONIGHT IS DIFFERENT. BECAUSE THIS IS THE FIRST TIME I'VE EVER SPOKEN TO YOU WHEN REPUBLICANS HAVE CONTROLLED BOTH THE HOUSE AND THE SENATE.

AND I THANK THE LEADERS AND MEMBERS OF ATA FOR ALL YOUR SUPPORT LAST FALL THAT HELPED US TO FINALLY END 40 YEARS OF ONE-PARTY RULE HERE IN CONGRESS.

FOR THE PAST 40 YEARS, AMERICA'S TRUCKING COMPANIES -- WHO ARE QUITE LITERALLY THE BACKBONE OF OUR ECONOMY -- HAVE HAD TO PLAY DEFENSE ON CAPITOL HILL. EVERY YEAR, THE LIBERALS WHO WERE IN CHARGE HERE WOULD VOTE FOR MORE TAXES, MORE SPENDING, MORE MANDATES, MORE BUREAUCRACIES, AND MORE POWER FOR WASHINGTON, D.C.

AS A RESULT, ALL YOUR TIME WAS DEDICATED TO STOPPING BAD LEGISLATION FROM TAKING EFFECT.

BUT NOW THINGS HAVE CHANGED. BECAUSE NOW WE'RE ON OFFENSE. NOW WE CAN ACTUALLY MAKE THE CHANGES THAT NEED TO BE MADE. NOW WE CAN ACTUALLY FOCUS ON PASSING GOOD LEGISLATION, RATHER THAN JUST STOPPING BAD LEGISLATION.

AND I'M HERE TONIGHT TO TELL YOU WHAT WE HAVE DONE ON OFFENSE THESE PAST SIX MONTHS, AND WHAT WE WILL BE DOING IN THE MONTHS AHEAD.

FIRST, HOUSE AND SENATE REPUBLICANS WILL CONTINUE TO PROVIDE THE BOLD LEADERSHIP YOU ASKED US TO PROVIDE. WE ARE CURRENTLY WORKING TOGETHER TO IRON OUT SEVERAL DIFFERENCES BETWEEN THE BUDGET

PLAN PASSED BY THE HOUSE AND THE ONE PASSED BY THE SENATE.

AND I CAN GUARANTEE YOU THAT WHEN OUR BUDGET IS COMPLETE, IT WILL SHRINK THE FEDERAL BUREAUCRACY AND MOVE POWER OUT OF WASHINGTON AND BACK TO OUR STATES, OUR CITIES, AND TO YOU, THE AMERICAN PEOPLE.

IT WILL NOT TOUCH SOCIAL SECURITY.

IT WILL CUT TAXES.

EVEN THE PRESIDENT AGREES WITH US THAT THE BUDGET CAN AND SHOULD BE BALANCED AND ALSO CUT TAXES.

REGULATORY REFORM

SOON WE'LL ALSO BEGIN FINAL ACTION ON AN ISSUE OF GREAT IMPORTANCE TO THE ATA -- 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? THE ANSWER IS, 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.

I AM PLEASED TO SAY THAT I RECENTLY REACHED AGREEMENT WITH SENATOR JOHNSTON -- WHO IS A LEADER ON THIS ISSUE AMONG THE DEMOCRATS -- ON A BIPARTISAN PACKAGE THAT MIRRORS THE HOUSE BILL IN MANY WAYS.

THE SENATE BILL, HOWEVER, ALSO 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.

WE HOPE TO BRING THE REGULATORY REFORM PACKAGE TO THE FLOOR NEXT WEEK. 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.

NATIONAL HIGHWAY SYSTEM BILL

THE SENATE IS WORKING ON PASSAGE OF THE NATIONAL HIGHWAY SYSTEM BILL. THERE IS A STRONG SENSE FOR STATE'S RIGHTS IN BALANCE WITH SAFETY ISSUES THAT SEEM TO BE DICTATING THE VOTES. AS YOU KNOW, THE SENATE VOTED, BY A TWO VOTE MARGIN, TO RETAIN THE SPEED LIMITS FOR TRUCKS IN RURAL AND URBAN AREAS.

I DID NOT SUPPORT THE AMENDMENT BECAUSE I FEEL THE TIME IS RIGHT FOR STATES TO DETERMINE THESE ISSUES. THE ISSUE AT THE FEDERAL LEVEL IS NOT WHETHER THERE SHOULD BE A MANDATORY SPEED LIMIT OR HELMET OR SEATBELT LAW. THE ISSUE IS WHO DECIDES: IS IT CONGRESS OR EACH OF THE RESPECTIVE STATES?

I BELIEVE THAT MOST STATES WILL MAKE THESE CHOICES WISELY, WORKING WITH YOU TO ADDRESS THE CONCERNS FOR SAFETY AND ITS RELATIONSHIP TO SPEED LIMITS. ATA HAS ALWAYS MADE SAFETY A TOP PRIORITY AND WE WILL CONTINUE TO WORK TOGETHER ON THESE GOALS.

IN ADDITION, THE SENATE REMOVED A PROVISION IN THE BILL WHICH WOULD HAVE ALLOWED TOLLS ON INTERSTATE HIGHWAYS. THERE WAS A GREAT DEAL OF CONCERN THAT THIS PROVISION CREATED A DUAL TAX ON HIGHWAY USERS - YOU MORE THAN ANYONE CAN APPRECIATE THIS CONCERN.

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, IF 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. COME TO THINK OF IT, I THINK I KNOW JUST THE MAN FOR THE JOB.

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

06/22/95 11:04 FAX

YVONNE

001

June 21, 1995

TO: SENATOR DOLE
FROM: Kathleen
CC: Mo
SUBJECT: American Trucking Associations Invitation

Attached is a resubmission of the invitation from the American Trucking Association for you to speak on Thursday, June 22, at 8:30 p.m. at the Ritz-Carlton.

Would you like to accept, pending Senate business?

____ YES

NO

any
OK
F

You can speak at any time between 7:30 - 9:00 pm. They will interrupt their program to accommodate your schedule.

Clint: *Beeper* 1-800-998-5573
wheeler

06/12/95 15:33 ATA EXEC → SENATOR DOLE SH-

NO. 769 001

Speak

Jane 22

AMERICAN TRUCKING ASSOCIATIONS



2200 Mill Road • Alexandria, VA 22314-4677

Leslie Wheeler Horum
Senior Vice President
Chairman, Management Committee

(703) 838-1866
Fax (703) 684-5751

June 12, 1995

BY FAX

Ms. Mo Taggart
Appointment Secretary
Office of the Majority Leader
S-230
Washington, D.C. 20515

Dear Mo:

In follow-up to your conversation on Friday with Tom Donohue, President and CEO of the American Trucking Associations, I have outlined below the key points regarding our invitation to the Senator to address our Executive Committee later this month. Please don't hesitate to call me if you have further questions or need additional information.

The occasion:

- This is the Spring meeting of the ATA Executive Committee, approximately 200 of the trucking industry's carrier and supplier (Ford, Freightliner, GM, Cummins, etc.) leaders. They will be in town for two and a half days to discuss issues of specific concern to the industry -- from the National Highway System (NHS), to regulatory reform and striker replacement to the budget.

The audience consists of trucking industry leaders from all 50 states, including senior representatives from Yellow Freight Corporation, Ruan and the folks from Consolidated Freightways in California.

Time, Date, Place

- 7:30 p.m. Thursday, June 22, 1995
The Pentagon City Ritz Carlton
Arlington, VA
ROOM: Grand Ballroom, Salon III, Conference Level

Program 7:30-10:00

* 838-1804 (Jane)

The Format

- The group will gather for cocktails at 6:30 and begin dinner service at 7:30 p.m. At approximately 8:30, the Senator would be introduced by Tom Donohue, and would be expected to make informal remarks for about 15-20 minutes, followed by 10 minutes of questions, if at all possible. We would be particularly interested to hear the Senator's views on the industry-specific issues, such as the NHS, the Highway Trust Fund, Regulatory Reform and Striker Replacement and any other issues of national concern which the Senator would like to address, such as the budget. There is no other program that evening.

About ATA and the Trucking Industry

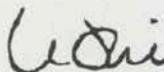
- the trucking industry is literally the backbone of the American economy. Employing more than 7.8 million people throughout the country, it generates \$344.5 billion in gross freight revenues, which accounts for 78% of our nation's freight bill and pays more than \$19.4 billion in user taxes annually.
- ATA is the national trade association of the trucking industry, representing every type and class of motor carrier in the country: for-hire and private; regulated and exempt. We have 51 affiliated trucking associations located in every state and the District of Columbia, thousands of individual motor carrier and supplier members, and 10 affiliated conferences. Our mission is to create a safe and profitable environment for our members.

Other Notes of Interest

- Sen. Hatch will address our Litigation Center Board of Directors meeting to discuss tort reform legislation earlier that morning.
- Spouses will also attend the dinner. Mrs. Dole is, of course, invited.

Thanks so much for your help; please give me a call if you have any other questions. I look forward to talking with you.

Sincerely,



Leslie Wheeler Hortum

cc: Sheila Burke

P.S. If Thursday night's dinner is inconvenient for the Senator's schedule, we would be pleased to have him address our Executive Committee meeting the next morning, which begins

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