

SENATOR BOB DOLE TALKING POINTS
FOOD MARKETING INSTITUTE
WILLARD HOTEL
FEBRUARY 27, 1989

TAXES

- O MY POSITION ON TAX INCREASES SHOULD BE VERY
CLEAR. I DO NOT BELIEVE TAX INCREASES ARE A
SUBSTITUTE FOR SPENDING RESTRAINT TO REDUCE
THE FEDERAL BUDGET DEFICIT. I AGREE WITH THE
PRESIDENT THAT TO BALANCE THE BUDGET WE NEED
TO LOOK AT SPENDING CUTS AND NOT NEW TAXES.

O I ALSO BELIEVE THAT KEEPING THE LOWER RATES ENACTED IN 1986 IS VERY IMPORTANT, BOTH AS AN ECONOMIC INCENTIVE AND TO CONVINCE TAXPAYERS THAT OUR TAX LAWS ARE FAIR. IN 1987, I INTRODUCED A RESOLUTION ADOPTED BY THE SENATE THAT WE SHOULD NOT ATTEMPT TO REDUCE THE DEFICIT BY TAMPERING WITH TAX RATES.

- O THE BUDGET PROPOSED BY PRESIDENT BUSH MAKES
GOOD ON HIS CAMPAIGN PROMISES TO MEET THE
GRAMM-RUDMAN-HOLLINGS DEFICIT TARGETS
WITHOUT RAISING TAXES. IT IS NOW CLEAR THAT
WHEN THE PRESIDENT SAID "NO NEW TAXES", HE
MEANT IT. THAT INCLUDES EXCISE TAXES, AS WELL AS
RATE INCREASES.

O IN ADDITION, PRESIDENT BUSH IS COMMITTED TO A
REDUCTION IN THE LONG-TERM CAPITAL GAINS TAX
RATE IMPOSED CERTAIN INVESTMENT AND BUSINESS
ASSETS. HOWEVER, TREASURY AND CONGRESSIONAL
ECONOMISTS DIFFER OVER THE REVENUE
CONSEQUENCES OF THIS PROPOSAL. MOREOVER,
THE CHAIRMAN OF THE WAYS AND MEANS COMMITTEE
HAS STATED THAT HE WILL INSIST ON INCOME TAX
RATE INCREASES IF CAPITAL GAINS TAX RATES ARE
REDUCED.

SECTION 89

O I KNOW THAT YOU ARE CONCERNED ABOUT THE
ADMINISTRATIVE BURDENS IMPOSED ON HEALTH AND
WELFARE BENEFIT PLANS BY SECTION 89 OF THE
INTERNAL REVENUE CODE. I HAVE RECEIVED LETTERS
FROM BUSINESSMEN ACROSS THE COUNTRY WHO
ARE SIMILARLY CONCERNED. IN MANY CASES, I
BELIEVE THAT THESE COMPLAINTS ARE JUSTIFIED.

- O LAST YEAR, I SUPPORTED SUBSTANTIVE CHANGES TO
SIMPLIFY SECTION 89 IN THE TECHNICAL
CORRECTIONS ACT. SEVERAL OF THESE PROVISIONS
WERE DESIGNED SPECIFICALLY TO EASE COMPLIANCE
BURDENS FOR SMALL BUSINESSES.
- O I RECOGNIZE THAT THESE CHANGES ARE NOT
ENOUGH, AND FRANKLY, I WOULD HAVE PREFERRED
TO DO EVEN MORE TO SIMPLIFY THESE RULES.
ACCORDINGLY I HAVE COSPONSORED LEGISLATION
TO DELAY THE

EFFECTIVE DATE OF SECTION 89 TO GIVE CONGRESS
THE TIME TO REVIEW THIS PROVISION. MY STAFF IS
ACTIVELY WORKING WITH STAFFS OF OTHER FINANCE
COMMITTEE MEMBERS AND INDUSTRY EXPERTS TO
TRY TO DEVELOP WORKABLE TESTS.

- O THE TREASURY IS EXPECTED TO ISSUE REGULATIONS
INTERPRETING SECTION 89 IN MARCH. I UNDERSTAND
THAT THESE REGULATIONS WILL DELAY THE

NON-DISCRIMINATION TESTING PERIODS UNTIL JULY
1989, AND WILL DELAY THE PLAN QUALIFICATION
RULES UNTIL 1990.

- O ONCE THESE REGULATIONS ARE ISSUED, I HOPE THAT
THE FINANCE COMMITTEE WILL TAKE THE TIME TO
STUDY THIS ISSUE AND DECIDE WHETHER OR NOT
THESE PROVISIONS CAN EVER BE MADE TO WORK
FAIRLY AND EFFECTIVELY. THE AIM OF SECTION 89 --
TO DENY A FEDERAL TAX SUBSIDY TO

DISCRIMINATORY BENEFIT PLANS -- IS VALID. BUT, IN
MY JUDGMENT, THE PRICE OF THE CURRENT RULES IN
TERMS OF COMPLEXITY AND BURDENS ON AMERICAN
BUSINESS IS CLEARLY TOO HIGH.

MINIMUM WAGE

- O ON JANUARY 25, SEN. KENNEDY INTRODUCED S. 4,
THE MINIMUM WAGE RESTORATION ACT. A MARK-UP
OF S. 4 HAS BEEN SCHEDULED BY THE SENATE LABOR
AND HUMAN RESOURCES COMMITTEE FOR MARCH 8.
IF

ENACTED INTO LAW, S. 4 WOULD INCREASE THE
MINIMUM WAGE FROM ITS PRESENT LEVEL OF \$3.35 AN
HOUR TO \$3.85 IN 1990, \$4.25 IN 1991, AND \$4.65 IN
1992.

- O I AM OPPOSED TO ANY SIGNIFICANT INCREASE IN THE
MINIMUM WAGE. AS NUMEROUS STUDIES HAVE
DEMONSTRATED, RAISING THE MINIMUM WAGE WILL
RESULT IN THE LOSS OF MANY JOBS. A 1988 COUNCIL
OF ECONOMIC ADVISORS' COST ESTIMATE,

FOR EXAMPLE, CALCULATED THAT INCREASING THE
MINIMUM WAGE TO \$4.65 PER HOUR WOULD RESULT
IN THE LOSS OF MORE THAN 600,000 JOBS.

- O MOREOVER, RAISING THE MINIMUM WAGE WILL
DISPROPORTIONATELY -- AND UNFAIRLY -- AFFECT
CERTAIN GROUPS. WORKERS WHO ARE THE
LEAST-SKILLED AND THE LEAST-EDUCATED WOULD BE
THE FIRST ON THE UNEMPLOYMENT LINE. OF THIS
GROUP, MINORITIES, TEENAGERS, AND WORKERS IN
DEPRESSED AREAS WOULD BE PARTICULARLY HARD
HIT.

O WHILE A MINIMUM WAGE INCREASE OFTEN HURTS THOSE PEOPLE IT WAS INTENDED TO HELP, IT OFTEN HELPS PEOPLE WHO DON'T NEED ANY ASSISTANCE. A LARGE PORTION OF MINIMUM WAGE EARNERS ARE WHAT ECONOMISTS CALL SECONDARY WAGE EARNERS, TYPICALLY TEENAGERS. THESE WORKERS OFTEN WORK PART-TIME AND ARE NOT THE PRIMARY SOURCE OF INCOME FOR THEIR FAMILIES.

O DESPITE THESE OBJECTIONS, I WOULD CONSIDER AN INCREASE IN THE MINIMUM WAGE IF THIS INCREASE WERE COUPLED WITH A SUBMINIMUM "TRAINING WAGE." A "TRAINING WAGE" WOULD ENABLE MORE YOUNG PEOPLE TO OBTAIN THAT VALUABLE FIRST JOB, AT A TIME IN THEIR LIVES WHEN MOST DO NOT HAVE THE RESPONSIBILITY OF SUPPORTING A FAMILY, AND AT A COST THAT BUSINESS COULD MORE REASONABLY AFFORD.

MANDATED HEALTH BENEFITS

- O LAST YEAR, SEN. KENNEDY INTRODUCED S. 1265, WHICH WOULD HAVE AMENDED THE FAIR LABOR STANDARDS ACT AND THE PUBLIC HEALTH SERVICE ACT TO REQUIRE EMPLOYERS TO PROVIDE A MINIMUM HEALTH BENEFIT PLAN TO THEIR FULL-TIME EMPLOYEES AND THEIR DEPENDENTS. UNDER THIS PLAN, ALL EMPLOYERS -- REGARDLESS OF SIZE -- WOULD HAVE BEEN REQUIRED TO PROVIDE A PACKAGE

OF HEALTH INSURANCE BENEFITS FOR THEIR
EMPLOYEES. THESE BENEFITS INCLUDED: 1)
COVERAGE OF AT LEAST 80% OF NECESSARY
HOSPITAL, DOCTOR AND LAB COSTS; 2) A
"CATASTROPHIC" PROVISION LIMITING COSTS FOR A
FAMILY TO \$3,000 PER YEAR; AND 3) 100% COVERAGE
OF THE COSTS OF PRENATAL AND "WELL-BABY" CARE.

O ALTHOUGH S. 1265 WAS REPORTED OUT OF THE
SENATE LABOR AND HUMAN RESOURCES COMMITTEE,
IT WAS NEVER CONSIDERED BY THE FULL SENATE.
APPARENTLY, SEN. KENNEDY COULD NOT MUSTER
SUFFICIENT SUPPORT FOR THE BILL IN ORDER TO
JUSTIFY BRINGING THE BILL TO THE SENATE FLOOR
FOR CONSIDERATION. SEN. KENNEDY, HOWEVER,
INTENDS TO REINTRODUCE THE BILL SOMETIME IN
EARLY MARCH.

- O THERE ARE OVER 37 MILLION AMERICANS WITHOUT HEALTH INSURANCE. OBVIOUSLY, THIS IS AN IMPORTANT SOCIETAL PROBLEM THAT MERITS ATTENTION BY THE CONGRESS.
- O NONETHELESS, THE FEDERAL GOVERNMENT SHOULD NOT BE IN THE POSITION OF DECIDING THE SPECIFIC FORM AND CONTENT OF EMPLOYEE BENEFITS. FEDERALLY MANDATED HEALTH BENEFITS -- AS ENVISIONED BY S. 1265 -- WILL SURELY INCREASE

THE COST OF LABOR. AND INCREASED LABOR COSTS
WILL CERTAINLY SEND SOME SMALL BUSINESSES INTO
BANKRUPTCY AND INHIBIT GROWTH IN THE SMALL
BUSINESS SECTOR.

- O FURTHERMORE, S. 1265 WOULD HAVE DONE NOTHING
TO STEM -- AND, IN FACT, WOULD HAVE EXACERBATED
-- THE RISING COSTS OF HEALTH CARE IN THIS
COUNTRY. IN 1986, AMERICANS SPENT \$1,837 PER

CAPITA ON HEALTH; BY THE YEAR 2000, ANNUAL HEALTH CARE COSTS ARE EXPECTED TO RISE TO \$5,500 PER CAPITA.

- O DURING LAST YEAR'S CAMPAIGN, PRESIDENT BUSH EXPRESSED SUPPORT FOR ALLOWING THE WORKING POOR TO BUY-IN TO THE MEDICAID SYSTEM ON AN ABILITY-TO-PAY BASIS. I BELIEVE THAT THIS WOULD BE A STEP IN THE RIGHT DIRECTION AND I LOOK FORWARD TO CONSIDERING SUCH A PROPOSAL.

PARENTAL LEAVE

- O EARLIER IN THE MONTH, SENATOR DODD
INTRODUCED THE FAMILY AND MEDICAL LEAVE ACT.
THIS BILL WOULD REQUIRE EMPLOYERS WITH 20 OR
MORE WORKERS PER WORKSITE TO PROVIDE UP TO 10
WEEKS UNPAID PARENTAL LEAVE FOR THE BIRTH,
ADOPTION, OR SERIOUS ILLNESS OF AN EMPLOYEE'S
CHILD, AND UP TO 13 WEEKS OF UNPAID MEDICAL
LEAVE FOR AN EMPLOYEE'S OWN SERIOUS ILLNESS.

O ALTHOUGH THE NUMBER OF WOMEN OF
CHILD-BEARING AGE IN THE WORKFORCE IS ON THE
RISE, I DO NOT BELIEVE THAT THE FEDERAL
GOVERNMENT SHOULD BE IN THE BUSINESS OF
MANDATING THE SPECIFIC TERMS AND CONDITIONS
OF PRIVATE EMPLOYMENT AGREEMENTS. THESE
TERMS SHOULD BE PRIVATELY NEGOTIATED BETWEEN
EMPLOYER AND EMPLOYEE.

O THE FACT THAT THE BILL WOULD PROVIDE FOR
UNPAID PARENTAL AND MEDICAL LEAVE DOES NOT
MEAN THAT THE BILL WOULD HAVE NO SOCIAL COST.
LAST YEAR, FOR EXAMPLE, THE GENERAL
ACCOUNTING OFFICE ESTIMATED THAT PARENTAL
LEAVE LEGISLATION WOULD COST EMPLOYERS
ALMOST \$200 MILLION ANNUALLY.

- O A NATIONAL "PARENTAL LEAVE" STANDARD WOULD ALSO DISPROPORTIONATELY HURT MANY SMALL BUSINESSES, WHICH WOULD BE PARTICULARLY HARD-PRESSED TO FIND TEMPORARY REPLACEMENTS FOR THOSE EMPLOYEES WHO WERE ON LEAVE.
- O FURTHERMORE, A NATIONAL "PARENTAL LEAVE" STANDARD WOULD ENCOURAGE SOME FIRMS TO LIMIT, OR COMPLETELY AVOID, HIRING WOMEN OF CHILD-BEARING AGE IN ORDER TO SIDESTEP THE ADDITIONAL COSTS IMPOSED BY SUCH A STANDARD.

- O MANDATING BENEFITS LIKE PARENTAL LEAVE IS A
TYPICAL DEMOCRATIC RESPONSE. TRADITIONALLY,
WHILE THE REPUBLICANS PREFER CHOICES, THE
DEMOCRATS OPT FOR MANDATES. IN SO DOING, THE
DEMOCRATS LIMIT THE OPTIONS GIVEN TO
EMPLOYEES.

HIGH RISK OCCUPATIONAL DISEASE NOTIFICATION
AND PREVENTION ACT

- O LAST YEAR, SEN. METZENBAUM INTRODUCED THE
HIGH RISK OCCUPATIONAL DISEASE NOTIFICATION
AND PREVENTION ACT. THIS LEGISLATION CALLED
FOR

THE ESTABLISHMENT OF A NEW FEDERAL AGENCY --
THE RISK ASSESSMENT BOARD IN THE DEPARTMENT
OF HEALTH AND HUMAN SERVICES -- TO IDENTIFY AND
DESIGNATE WHICH POPULATIONS OF PRESENT AND
FORMER WORKERS ARE AT RISK OF CONTRACTING AN
OCCUPATIONAL DISEASE AS A RESULT OF EXPOSURE
TO HAZARDOUS SUBSTANCES.

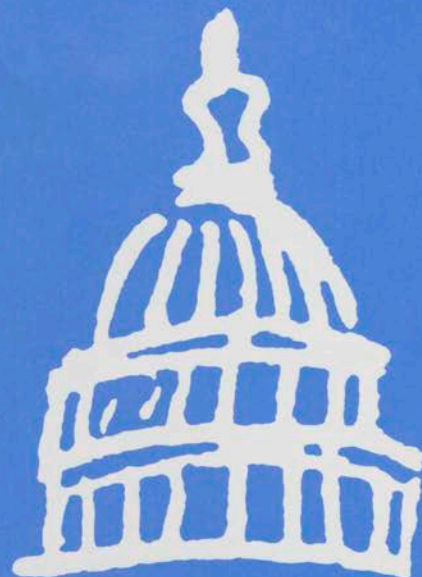
O BASED ON THE BOARD'S DETERMINATION, THE
SECRETARY OF HHS WOULD BE REQUIRED TO SPECIFY
THE NAMES OF THE INDIVIDUAL EMPLOYEES WHO
WERE ACTUALLY MEMBERS OF THE AT-RISK
POPULATION AND WOULD BE RESPONSIBLE FOR
NOTIFYING EACH OF THEM INDIVIDUALLY. THE BILL
WOULD ALSO HAVE REQUIRED EMPLOYERS TO
PROVIDE -- AT NO ADDITIONAL COST TO THE
EMPLOYEE -- MEDICAL SERVICES TO EMPLOYEES WHO
HAVE RECEIVED A NOTIFICATION FROM THE
SECRETARY OF HHS.

O I AGREE THAT THE HIGH RISK OCCUPATIONAL DISEASE
NOTIFICATION ACT ADVOCATES A VERY IMPORTANT
PRINCIPLE -- THAT WHEN THE FEDERAL GOVERNMENT
HAS KNOWLEDGE RELEVANT TO THE HEALTH OF AN
INDIVIDUAL, IT IS THE GOVERNMENT'S OBLIGATION TO
PROVIDE THE INDIVIDUAL WITH THIS INFORMATION.

- O HOWEVER, THE BILL WOULD HAVE RESULTED IN THE UNNECESSARY DUPLICATION OF EXISTING FEDERAL PROGRAMS. TWELVE GOVERNMENT AGENCIES -- MOST NOTABLY OSHA -- ARE CURRENTLY DEVOTED TO PROTECTING AMERICAN WORKERS FROM HEALTH HAZARDS IN THE WORKPLACE. AT A TIME OF ENORMOUS BUDGET CONSTRAINT, IT DID NOT MAKE SENSE TO ME TO FORCE UPON THE AMERICAN TAXPAYERS A PROGRAM THAT WOULD HAVE COST AT LEAST \$7 BILLION TO IMPLEMENT.

- O MOREOVER, THE BILL WOULD HAVE HURT SMALL
BUSINESS EMPLOYERS WHO WOULD BEAR THE
BURDEN OF THE BILL'S "MEDICAL MONITORING"
PROVISIONS.
- O FINALLY, THE BILL WOULD HAVE FANNED THE FLAMES
OF THE LITIGATION FIRE BY PRACTICALLY GIVING
LAWYERS MAILING LISTS OF POTENTIAL CLIENTS.
UNDER THE BILL, ATTORNEYS WOULD HAVE BEEN
ABLE TO OBTAIN THE NAMES AND ADDRESSES OF
EVERY

PERSON NOTIFIED BY THE RISK ASSERSMENT BOARD
ENABLING THEM TO SOLICIT READY CLIENTS FOR
LUCRATIVE CLASSSS ACTION SUITS.



Building Bridges ^{for} Your Business



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NAWGA

National-American
Wholesale Grocers' Association

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(703) 532-9400

NACS

National Association
of Convenience Stores

1605 King Street
Alexandria, VA 22314
(703) 684-3600

PROGRAM

1988 Public Affairs Assembly
Willard Inter-Continental Hotel
February 29-March 1

Food Marketing Institute
National-American Wholesale
Grocers' Association
National Association of
Convenience Stores

WELCOME TO WASHINGTON!

It is our pleasure to welcome you to the 1988 Public Affairs Assembly, "Building Bridges for your Business."

This year's assembly marks the first time our three associations have joined together to carry the food industry message to Capitol Hill. We are delighted that such a large number of food industry executives has assembled in our nation's capital. Your strong showing is critically important because we face such a significant threat from mandated benefits legislation in the 100th Congress.

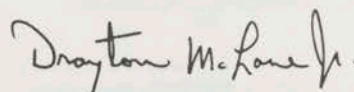
If this is your first Public Affairs Assembly, then we extend a special welcome and thanks for participating in this important meeting. If you have attended in the past, you can expect an enlightening two days in Washington.

Two hundred years ago, the ink was barely dry on our United States Constitution guaranteeing us the right to petition our government. Today, we exercise that right, and together will build bridges for business growth and prosperity. Thank you for participating in the 1988 Public Affairs Assembly.

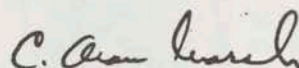
Sincerely,



Allen I. Bildner
FMI Chairman
Chairman & CEO
Kings Super Markets, Inc.



Drayton McLane, Jr.
NAWGA Chairman
President & CEO
McLane Company, Inc.



C. Alan Marsh
NACS Chairman
President
Marsh Village Pantries, Inc.

Program

(All events take place at the Willard Inter-Continental Hotel unless noted.)

Monday, February 29

9:00-5:30 p.m. **Registration**
Elevator Lobby

9:00-5:30 p.m. **Congressional Appointments/Press Room**
Garfield Room

2:00-5:30 p.m. **Opening Session**
Ballroom

Welcoming Comments

Robert O. Aders
President & CEO
Food Marketing Institute

John R. Block
President
National-American Wholesale Grocers'
Association

Kerley LeBoeuf
President
National Association of Convenience Stores

Opening Session Moderator: C. Alan Marsh
President,
Marsh Village Pantries, Inc.
Chairman of the Board, NACS

Campaign 1988

Speakers:

Robert D. Squier
Partner, Squier/
Eskew Communications

John P. Sears, Esq.
The Law Offices of
John P. Sears

Robert D. Squier



Robert D. Squier has been working for political candidates since 1968. Squier has been the chief consultant on a variety of Democratic National Committee projects. He is currently in his fourth year as a political commentator for NBC's Today Show. He has advised and produced the media for dozens of successful campaigns, including those of Governors Jim Blanchard, Bob Graham, Chuck Robb, Dick Lamm, and John Y. Brown, and Senators Terry Sanford, Richard Shelby, Bob Graham, Dale Bumpers, Paul Simon, Albert Gore, Jr., Joseph R. Biden, Jr., Gary Hart, Howell Heflin, and David Pryor, among others. Squier also has an extensive background in filmmaking and political advertising. He has won numerous awards, including an Emmy.

John P. Sears, Esq.



John P. Sears, Esq. served as campaign director for the Reagan for President Committee (1979-80) and was campaign manager for Citizens for Reagan (1975-76). He served as executive director on the Nixon for President Committee (1967-68) and was Deputy Counsel to the President. He was President Nixon's political advisor in the late 1960s. He spent a year at the Kennedy Institute of Politics and Government,

Harvard University, as a member of the faculty and guest lecturer. He is often a paid guest columnist in such newspapers as: the New York Times, the Wall Street Journal, the L.A. Times, the Washington Post and the Miami Herald. For the past four years he has been under contract to NBC for political analysis on the Today Show.

Congresswoman Patricia Schroeder
 (D-Colorado-1)



Congresswoman Patricia Schroeder represents the First Congressional District of Colorado, comprising most of the city and county of Denver. First elected to Congress in 1972, she has been reelected seven times, winning with 68 percent of the vote in 1986. She is the Dean of the Colorado Congressional Delegation, as well as the most senior woman in Congress. She has served in the House leadership as a Democratic Whip since

1978. Schroeder was named as one of seven deputy whips in 1987 and heads up the leadership's Arms Control Task Force. She is a member of the House Armed Services Committee, the House Judiciary Committee, the House Select Committee on Children, Youth and Families, and chairs the Subcommittee on Civil Service. As the Democratic Co-Chair of the Congressional Caucus for Women's Issues and a member of the House Select Committee on Children, Mrs. Schroeder has advocated establishing federal policies for American families and has authored the Family and Medical Leave Act, to require employers to give family leave to all employees.

Senator Dan Quayle
 (R-Indiana)



Now in his second term in the Senate, Senator Dan Quayle is respected as one of the rising stars of the Republican Party. Before being elected to the Senate in 1980, he had served two terms representing Indiana's Fourth Congressional District in the House. Dan Quayle serves on the Senate Labor and Human Resources Committee, where he is the senior minority member on the Subcommittee on Labor. He has been in

the forefront of congressional efforts to require an objective analysis of the employment impact of legislation that would force businesses to underwrite the costs of increasing mandated benefits. His other subcommittee assignments on the Labor Committee are the Subcommittee on Education, Arts and Humanities, and the Subcommittee on Employment and Productivity. Quayle is also a member of the the Budget Committee and on the Armed Services Committee, where he is the ranking Republican on the Subcommittee on Conventional Forces and Alliance Defense.

Dr. Janet L. Norwood
 Commissioner, Bureau of Labor Statistics
 U.S. Department of Labor



Dr. Janet Norwood has served as Commissioner of the Bureau of Labor Statistics (BLS) since 1979, following 16 years of serving in other positions at BLS. Dr. Norwood earned her M.A. and Ph.D. from Tufts University and her B.A. from Rutgers Douglass College. She has taught at Wellesley College and conducted research at the William L. Clayton Center, Fletcher School of Law and Diplomacy in Massachusetts. Norwood

has received honorary degrees and many awards, including the Secretary of Labor's Special Commendation in 1977 and Award for Distinguished Achievement. Her articles on labor productivity, unemployment, wages, consumer price measurement, and domestic and international labor law have appeared in many different publications.

Legislative Workshop

Ballroom

A "how to" session on making the most of your meetings with members of Congress.

Dave McCorkle
President
Pennsylvania Food Merchants
Association

Congressman Thomas D. DeLay
(R-Texas-22)



Congressman Tom DeLay is serving his second term in the House of Representatives, where he is widely recognized as a firm believer in the free-enterprise system. He sits on the influential House Appropriations Committee, where he serves on the Transportation, and Military Construction subcommittees. He represents the 22nd District of Texas, which encompasses southwest Houston and Fort Bend and Brazoria counties.

He is a Republican Assistant Whip. The Whip organization serves as liaison between Republican members and the White House. Born in Laredo Texas, DeLay spent much of his childhood in Venezuela, attended high school in Texas and graduated from the University of Houston. In 1973 he opened a pest control firm and became determined to raise the voice of the business owner in government. His concern for U.S. competitiveness led to the introduction of trucking deregulation legislation and several amendments to cut spending and reduce the deficit. In the 99th Congress he was a leading force behind the narrow defeat of plant closing legislation.

6:30 p.m. **Reception**

National Press Club
529 14th Street, N.W., 13th floor
(Across the street from the Willard Hotel)

Monday Evening Moderator: Drayton McLane, Jr.
President & CEO
McLane Company, Inc.
Chairman of the Board,
NAWGA

7:15 p.m. **Dinner**

Speaker: *Senator Howell Heflin (D-Alabama)*



Senator Howell Heflin, the senior senator from Alabama, serves on the Senate Agriculture, Judiciary, and Select Ethics Committees. He was a member of the Select Committee on Secret Military Assistance to Iran and the Nicaraguan Opposition. He has been called "a man of substance, who could be a pivotal figure in some of the hardest fights of the 100th Congress." Before coming to Congress in 1978, he was a practicing

attorney and Chief Justice of the Alabama Supreme Court. Heflin also served on the faculty of the University of Alabama and the University of North Alabama and was a visiting professor of law at the College of William and Mary. He has had a "bird's eye view" of some of the most controversial and debated issues of the 1980s, including the Iran-Contra controversy and the recent Supreme Court nominations.



Tuesday, March 1

7:00 a.m.-5:00 p.m. **Registration**
 Elevator Lobby

7:00-11:30 a.m. **Congressional Appointments/
 Press Room**
 Garfield Room

Tuesday Morning Moderator: Allen I. Bildner
 Chairman & CEO
 Kings Super Markets, Inc.
 Chairman of the Board, FMI

7:30-8:45 a.m. **Breakfast Program**
 Ballroom
 (no food service after 8:00 a.m.)

Mark Shields
 Syndicated Columnist

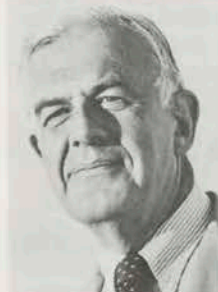


Mark Shields, nationally syndicated columnist and television political commentator, brings humor, wit and wisdom to his journalistic endeavors. He has more than 20 years experience in political affairs. He is a graduate of Notre Dame and also served in the Marine Corps. Shields has worked on campaigns for Robert Kennedy, Ed Muskie, William Proxmire, and J. William Fulbright. He has appeared on ABC's Good Morning

America, Nightline, NBC's Today Show, and with Dan Rather on CBS, analyzing, with humor and insight, the Democratic and Republican conventions and the Congressional elections. His assessment of the 1984 presidential race is chronicled in his book, "Mark Shields on the Campaign Trail." Shields also does a five-minute commentary every day for ABC radio, broadcast at 6:30 p.m. When Mark Shields is reporting or speaking, he is free of any political "tilt." Some of his best friends are Democrats and Republicans, yet neither party is completely immune from Mark's verbal slings and arrows.

9:00-11:30 a.m. **Morning Program**
 Ballroom

Congressman Thomas S. Foley
 (D-Washington-5)
 House Majority Leader



Congressman Thomas S. Foley has represented Washington State's Fifth Congressional District since January 1965. As House Majority Leader, he is currently the second ranking Democrat in the House of Representatives, following the Speaker, Jim Wright. He served as Majority Whip, the number three position in the House Democratic Leadership, for six years before his election as Majority Leader. Syndicated columnist

David Broder recently wrote that Foley is one of "four men of presidential stature who have declined so far to enter the race. . . . He has brains, wit and a demonstrated instinct and talent for moving the big issues . . . toward resolution." Foley is currently a member of the Budget Committee, the Permanent Select Committee on Intelligence, and Chairman of the Geneva Arms Talks Observer Team. Before his election to Congress, he served on the Senate Interior Committee staff. He served as an Assistant Attorney General for the State of Washington and as Deputy Prosecutor for Spokane County. He is a member of the Council on Foreign Relations and serves on boards at Whitman College, Georgetown's School of Strategic and International Studies, the Yale University Council and the American Ditchley Foundation, and is a member of the Executive Committee of the Democratic National Committee.

Senator Rudy Boschwitz
 (R-Minnesota)
 Chairman

Republican Senatorial Campaign Committee



Senator Rudy Boschwitz, Minnesota's junior senator, serves on the Agriculture, Budget, Foreign Relations, and Small Business Committees. In agriculture, he believes that federal policy should be more market-oriented. Boschwitz is a booster of free-market principles in economics, on agriculture and trade as well as budget and pork-barrel issues. Many of his ideas are reflected in the 1985 Farm Bill, especially provisions

that give farmers a greater incentive to plant for world markets rather than the government program. He deals with issues critical to the food industry while he serves on three Agriculture subcommittees: ranking Republican of the Agriculture

Credit; Domestic and Foreign Marketing and Product Promotion; and Nutrition and Investigations. Before his election to Congress in 1978, he was one of the pioneers in the do-it-yourself discount movement in the nation, selling directly to cost-conscious homeowners. Vowing to give customers his "best shot all the time," Rudy's Plywood Minnesota grew to 68 warehouse stores in 8 states. After the 1986 elections, he was elected chairman of the Republicans' Senate campaign committee, where he is chief fundraiser for the GOP Senate candidates.

Legislative Issues Briefing Ballroom

Association staff will brief participants on the three issues to be discussed during visits with members of Congress — mandated health insurance, mandated parental and medical leave, and minimum wage.

11:30 a.m.

Adjournment

11:45 a.m.-8:15 p.m. Shuttle buses will operate between the Willard Hotel and Capitol Hill.

A Day On Capitol Hill

noon-5:00 p.m.

Visits with members of Congress

5:30-7:30 p.m.

Congressional Reception

Longworth House Office Building,
Cafeteria

This popular event on Capitol Hill will wrap up our 1988 Assembly program. Don't miss it!

DIRECTORY OF REGISTRANTS

(As of February 16, 1988)

ABCO Markets, Inc.

3001 West Indian School Road
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602-264-8103

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JENNINGS, Rich
Vice President, Administration

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BAIRD, Judith L.
Director, Federal
Government Relations

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ADAMS, Glenn and Lynn

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EFURD, Thomas and Louise

MCDONALD,
Charles and Elaine
Executive Director

ROTENSTREICH, James

SCHWARTZ, Lewis J.

WHITFIELD, Frank

BURT, W. Erwin

MERRITT, Ron

DAUGHERTY, Gerald

DONOHU, Pat

KRUMBEIN, Charles

MATHEWS, Pete
Legislative Liaison

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Senior Vice President

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ALLEN, Steve
General Manager

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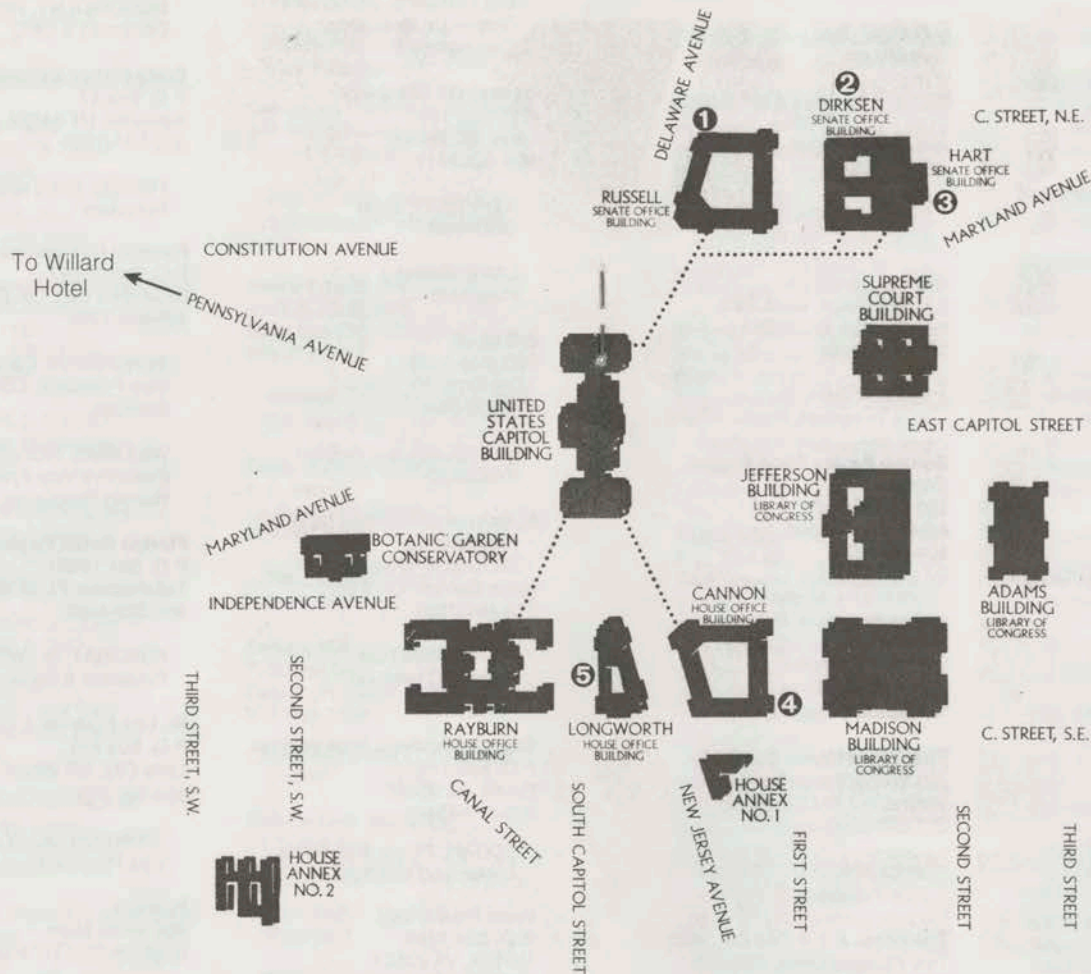
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HORNE, Eugene B. and Elaine
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 Beverly

Director, Public Affairs/
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SMITH, Melanie Warren
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WILLIAMS, Dick
Owner

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STEPHENSON, Wilbur A.
Store Owner

Winegar's Supermarkets Inc.
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Vice President, General
Counsel

DAVIS, A. Dano and Mary Lou
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LAFORGE, Francis K. and Bev
President

PREBLE, David M. and Sharon
Vice President, Marketing

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BURKEY, Charles F. and Erna
Executive Director

Zippy Food Stores
Box 6177
Temple, TX 76503

STRASBURGER, H. T.
President

Notes

Congress 101

1989 PUBLIC AFFAIRS ASSEMBLY

Hon. Bob Dole
United States Senate
Kansas



NAWGA

NACS

Congress 101

1989

CONGRESSIONAL RECEPTION

February 28, 1989

5:30 pm—7:30 pm

LONGWORTH CAFETERIA



FOOD MARKETING INSTITUTE

1750 K STREET, NW
WASHINGTON, DC 20006



National Association
of Convenience Stores

1605 KING STREET
ALEXANDRIA, VA 22314



National-American
Wholesale Grocers' Association

201 PARK WASHINGTON CT.
FALLS CHURCH, VA 22046

As a matter of background, FMI is a nonprofit association conducting programs in research, education and public affairs on behalf of its 1,600 members—food retailers and wholesalers and their customers. FMI's member companies operate more than 17,000 retail food stores with a combined annual sales volume of \$180 billion—half of all grocery sales in the United States. More than three-fourths of the FMI's membership is composed of independent supermarket operators or small regional firms.



NAWGA is a national trade association comprised of food distribution companies which primarily supply and service independent grocers and foodservice establishments throughout the United States and Canada. It provides research, technical, educational, and government service programs on behalf of its 400 members. NAWGA members operate nearly 1,200 distribution centers nationwide with a combined annual sales volume in excess of \$74 billion, accounting for roughly three-fourths of the nation's grocery supply sales.

NACS is an international trade association which represents 2,100 retail members and associates. The retail member companies operate over 54,000 convenience stores in the United States, Canada and around the world, with a combined annual sales volume of nearly 60 billion dollars.

MEMORANDUM

February 27, 1989

TO: Senator Dole
FROM: Christina Bolton
RE: Speech to Food Marketing Institute

According to the Food Marketing Institute people, you are supposed to speak about the major priorities of the 101st Congress on behalf of the GOP and Administration.

In particular, they want to hear your views on the budget, the potential for a tax increase, and the labor agenda, including minimum wage, mandated benefits, and parental leave.

Your speech is in the Main Ballroom of the Willard Hotel at 2:30 p.m. today. They are expecting an audience of 450 people.

You are supposed to speak for about 20-25 minutes, followed by Q & A. Bob Aders would also like you to engage in a brief photo opportunity.

Food Stamp Issues of Interest:

In the past, this group has been very interested in the bank fee issue. You were instrumental in opposing this proposal for banks to charge fees for cashing food stamps. They are very happy with your position on this.

Further, FMI has always appreciated your approach to the Food Stamp Program. During the reconciliation process in 1981 and 1982, you were viewed as achieving significant budget savings, but not at the expense of low-income people. The budget cuts were largely achieved by improving the targeting of benefits, and going after fraud and abuse, as well as error rates.

Feb. 27



Speak

1750 K STREET, N.W.
WASHINGTON, D.C. 20006
202/452-8444
TELEX: 892722 FMI USA WSH
FAX: 202/429-4519

February 6, 1989

Ms. Betty Meyer
Executive Assistant
The Honorable Bob Dole
United States Senate
SH-141
Washington, D.C. 20510


Dear Betty:

I wish to thank you for your help concerning Senator Dole's acceptance of our invitation to participate in the upcoming Public Affairs Assembly here in Washington, D.C.

For your information, I am enclosing a recent promotional mailing that our organizations have sent out to our respective memberships. As you will see, Senator Dole is prominently featured.

Again, many thanks and I will be in touch with you as we get closer to the dates of the Public Affairs Assembly.

Best regards,


Ty Kelley
Senior Government Relations
Representative

Enclosure

2/9 Copy to Gayle, Sheila & Mark



January 30, 1989

Dear Member:

The Inaugural festivities have come to a close and it's "back-to-business" in the nation's capital. In fact, "business" -- more than ever before in the last eight years -- is likely to be in the spotlight as Congress explores resources for lowering the budget deficit.

That's why you're needed in Washington, D.C., February 27-28, for the 1989 Public Affairs Assembly. It's the most effective way to rally food industry forces, join together, and speak out in a single voice on issues that affect each retailer and wholesaler. By participating in the 1989 Public Affairs Assembly you can help deliver first-hand information on the realities of the business world to your elected representatives in Congress.

Bankers, union workers, oil company executives. On any given day you will find groups of industry representatives going from office to office across Capitol Hill. They're not leaving anything to chance. They're making sure congressional leaders know them, their issues and their positions. And, we need to do the same.

Not only is what you say important, but also what you hear in the nation's capital. We are delighted that Senate Minority Leader Robert Dole (R-KS) has agreed to address the assembly. You don't want to miss his "behind the scenes" view on the issues and politics of the 101st Congress. Congressman Steve Bartlett (R-TX), a leader in the battle against mandated employer-paid benefits, will bring us up-to-date on this critical issue in the House of Representatives. Both leaders are profiled in the enclosed "Special Report."

Your help is needed to make the 1989 Public Affairs Assembly a true success. Register today!

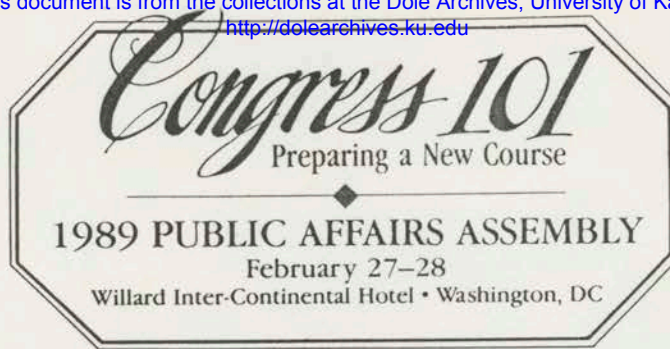
Sincerely,

Robert O. Aders
President
Food Marketing Institute

John R. Block
President
National-American
Wholesale Grocers'
Association

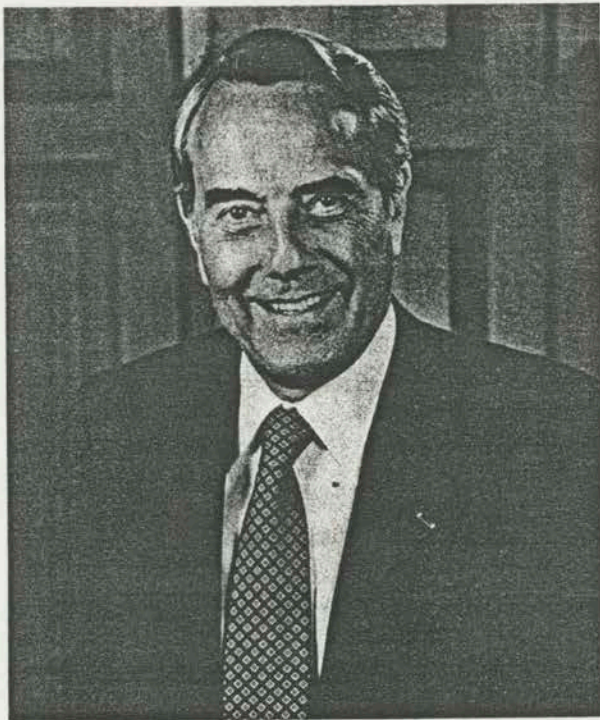
Kerley LeBoeuf
President
National Association
of Convenience Stores





SPECIAL REPORT

SENATOR DOLE TO KICK OFF '89 ASSEMBLY



Senate Minority Leader Robert Dole (R-KS), one of America's most respected and best known leaders, will open the 1989 Public Affairs Assembly with an assessment of the legislative priorities of the 101st Congress.

Senator Dole has earned acclaim from the nation's business community for his leadership on fiscal responsibility and tax reform. He is also highly respected by his Senate colleagues who unanimously reelected him to a third term as Senate Republican Leader on November 28, 1988. As Republican Floor Leader, he will play *the key role* in presenting your company's point of view on all the mandated benefits and tax proposals expected to surface in the 101st Congress.

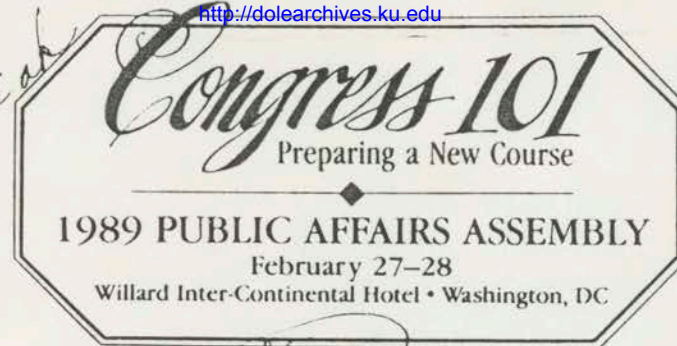
From his seat on the Senate Agriculture Committee, Senator Dole is instrumental in shaping policies that affect all aspects of the food industry. In particular, Senator Dole has had an active voice in the administration of the nation's food stamp program and was a leader in the battle against food stamp bank fees.

Senator Dole shares the Washington spotlight with his wife Elizabeth Hanford Dole, the new Secretary of Labor for the Bush Administration.

**Senator Dole has registered for the Public Affairs Assembly!
Have you?!**

(over)





Feb. 27 10:00 AM
Mon. PM
10:20

at Willard

Keynote 2:30-3:00
mon -

November 17, 1988

OK

The Honorable Robert Dole
United States Senate
Washington, D.C. 20510

Dear Senator Dole:

The Food Marketing Institute (FMI), the National-American Wholesale Grocers' Association (NAWGA), and the National Association of Convenience Stores (NACS) are pleased to invite you to be a featured speaker at our joint 1989 Public Affairs Assembly to be held February 27-28, 1989, at the Willard Inter-Continental Hotel here in Washington. We would be happy to work around your schedule to maximize the possibility that you could join us on our program. The Assembly kicks off on Monday afternoon February 27 and resumes Tuesday morning February 28. Over 500 food industry executives will then proceed to Capitol Hill Tuesday afternoon for meetings with their members of Congress.

We would be interested in hearing your views on the business ahead for the 101st Congress. Our audience would like to hear your comments as Senate Minority Leader on how the legislative branches will work with the new administration.

We will be focusing on the new Congress, the new administration, and the dialogue between food industry leaders and their congressmen, senators and administration officials. The theme of the 1989 assembly is "Congress 101: Preparing a New Course." This meeting provides our membership with the opportunity to discuss regulatory and legislative issues affecting the food distribution industry. Enclosed is a preliminary brochure of this year's Assembly and last year's program.

Our combined membership includes food retailers of all sizes, as well as cooperative and voluntary food wholesalers. The audience will be composed of approximately 500 chief executive officers and government affairs specialists from our leading companies, as well as, state retail and grocery association executives.

*Contact: Ann McVey
429-4531
or Ty Kelley*

11-23 Interview letters to Jack Block; Robert Aders; Kerlee LeBoeuf



Public Affairs Assembly
Page 2

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NACS is an international trade association which represents 2,100 retail members and associates. The retail member companies operate over 54,000 convenience stores in the United States, Canada and around the world, with a combined annual sales volume of nearly 60 billion dollars.

With the need to finalize our program and promotional materials in the near future, we would appreciate a response as soon as possible. We hope your busy schedule will allow you to join us. We also hope that you will be able to accept a maximum honorarium. Please feel free to call us at 452-8444 if you need additional information.

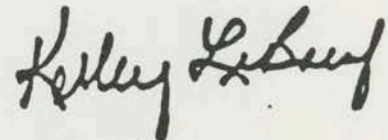
Sincerely,



Robert O. Aders
President
Food Marketing Institute



John R. Block
President
National-American Wholesale
Grocers' Association



Kerley LeBoeuf
President
National Association
of Convenience Stores

Enclosures

TALKING POINTS ON THE BUSH'S BUDGET

RECEIPTS, OUTLAYS, AND DEFICITS (In billions of dollars)

	1989	1990	1991	1992	1992
Receipts	979.3	1065.6	1147.6	1218.6	1286.6
Outlays, excluding asset sales	1149.5	1160.4	1211.8	1249.2	1284.1
Deficit	-170.2	-94.8	-64.2	-30.6	+2.5
G-R-H Targets	-136.0	-100.0	-64.0	-28.0	0.0

Summary of the Bush Budget

- O The Bush budget makes good on his campaign promises to produce a kinder and gentler budget and to meet the Gramm-Rudman-Hollings targets without raising taxes. In addition, the President has developed long range strategies for handling the savings and loan crisis and cleaning up nuclear weapons plants.
- O In spite of the claims made by some in the Democratic Leadership, this budget does not leave the tough choices about what to cut to Congress. The President holds defense growth to the rate of inflation, significantly cuts Medicare, federal retirement, agriculture subsidies, and federal health benefits.
- O In addition, President Bush applies a nominal freeze to a pot of nondefense discretionary spending worth \$136 billion. By keeping spending for these programs at 1989 levels, we will save between \$9.6 billion and \$11 billion in a single year.
- O Even without any changes in current policy, C.B.O. expects revenues to increase by \$81.5 billion in 1990. This projected gain is not overly optimistic; C.B.O.'s own estimate of revenue growth between 1989 and 1990 is higher -- \$86 billion.
- O With this revenue growth, it will be possible to meet the 1990 G-R-H deficit target, if Congress sticks to President Bush's plan to hold the overall growth in spending to the rate of inflation.
- O Even within the constraints of this austere budget the President has found funds for investing in people as well as technology. This kinder and gentler budget includes \$400 million in budget authority for new education programs, \$900 million for the war on drugs, \$400 million in aid to the homeless, and the restoration of President Reagan's \$1.7 cut in Medicaid. (All these figures are increases over President Reagan's 1990 funding levels.)

-- 2 --

Why Congress Needs to Come to the Bargaining Table

- O President Bush's budget may not be all things to all people -- no responsible budget ever is -- , but his budget is a serious, workable first step. Now, the Democrats need to lay their cards on the table, so that budget negotiations can begin.
- O Starting budget negotiations is the only responsible thing to do, because while we fight over the budget, six years of solid, low-inflation economic growth is coming to an end.
- O Inflation is accelerating. January producer prices rose by 1% -- the fastest rate in three years. Consumer prices, which typically lag the growth of producer prices, also increased in January, but by a smaller amount than producer prices.
- O In response to accelerating price growth, the Federal Reserve has moved to a tighter monetary policy. And to show they mean business, the FED raised the discount rate on Friday for the first time since August. Banks, in turn, are expected to raise their interest rates on everything from the prime rate to home mortgages.
- O The financial markets are becoming increasingly erratic as the bad economic news mounts -- last week the stock market dropped 80 points. If it becomes clear that Congress intends to fall back on a sequester rather than facing up to its responsibility to produce a budget, the markets are sure to show their disapproval.
- O In the next few weeks it will become clear whether the Democrats are willing to move forward. Important deadlines are looming: The Senate Budget Committee is required to report a budget resolution by April 1. With a two week spring recess at the end of March, only three weeks are left to complete our work on time.
- O Squabbling over the budget prevents us from moving forward on the appropriations process, as well as tackling important problems like the savings and loan crisis. The President should not have his legislative agenda held hostage by a Congress that prefers to point fingers rather than face up to the tough budget choices needed to meet the Gramm-Rudman-Hollings targets.

Feb. 2 10:00 AM
Mon. PM 10:00



*Jaime
(also copy to Mark)*

*Keynote
3:30-3:45
Mon -*

November 17, 1988

at Willard

OK

The Honorable Robert Dole
United States Senate
Washington, D.C. 20510

Dear Senator Dole:

The Food Marketing Institute (FMI), the National-American Wholesale Grocers' Association (NAWGA), and the National Association of Convenience Stores (NACS) are pleased to invite you to be a featured speaker at our joint 1989 Public Affairs Assembly to be held February 27-28, 1989, at the Willard Inter-Continental Hotel here in Washington. We would be happy to work around your schedule to maximize the possibility that you could join us on our program. The Assembly kicks off on Monday afternoon February 27 and resumes Tuesday morning February 28. Over 500 food industry executives will then proceed to Capitol Hill Tuesday afternoon for meetings with their members of Congress.

We would be interested in hearing your views on the business ahead for the 101st Congress. Our audience would like to hear your comments as Senate Minority Leader on how the legislative branches will work with the new administration.

We will be focusing on the new Congress, the new administration, and the dialogue between food industry leaders and their congressmen, senators and administration officials. The theme of the 1989 assembly is "Congress 101: Preparing a New Course." This meeting provides our membership with the opportunity to discuss regulatory and legislative issues affecting the food distribution industry. Enclosed is a preliminary brochure of this year's Assembly and last year's program.

Our combined membership includes food retailers of all sizes, as well as cooperative and voluntary food wholesalers. The audience will be composed of approximately 500 chief executive officers and government affairs specialists from our leading companies, as well as, state retail and grocery association executives.

*Contact: Ann McVee
429-4531
or Ty Kelley*

11-23 Interim letters to Jack Block; Robert Aders; & Kerley LeBoeuf



\$2,000 honor.

Public Affairs Assembly
Page 2

As a matter of background, FMI is a nonprofit association conducting programs in research, education and public affairs on behalf of its 1,600 members -- food retailers and wholesalers and their customers. FMI's member companies operate more than 17,000 retail food stores with a combined annual sales volume of \$180 billion -- half of all grocery sales in the United States. More than three-fourths of the FMI's membership is composed of independent supermarket operators or small regional firms.

NAWGA is a national trade association comprised of food distribution companies which primarily supply and service independent grocers and foodservice establishments throughout the United States and Canada. It provides research, technical, educational, and government service programs on behalf of its 400 members. NAWGA members operate nearly 1,200 distribution centers nationwide with a combined annual sales volume in excess of \$74 billion, accounting for roughly three-fourths of the nation's grocery supply sales.


NACS is an international trade association which represents 2,100 retail members and associates. The retail member companies operate over 54,000 convenience stores in the United States, Canada and around the world, with a combined annual sales volume of nearly 60 billion dollars.

With the need to finalize our program and promotional materials in the near future, we would appreciate a response as soon as possible. We hope your busy schedule will allow you to join us. We also hope that you will be able to accept a maximum honorarium. Please feel free to call us at 452-8444 if you need additional information.

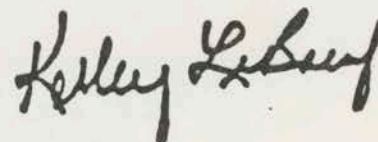
Sincerely,



Robert O. Aders
President
Food Marketing Institute



John R. Block
President
National-American Wholesale
Grocers' Association



Kerley LeBoeuf
President
National Association
of Convenience Stores

Enclosures

Congress 101

Preparing a New Course

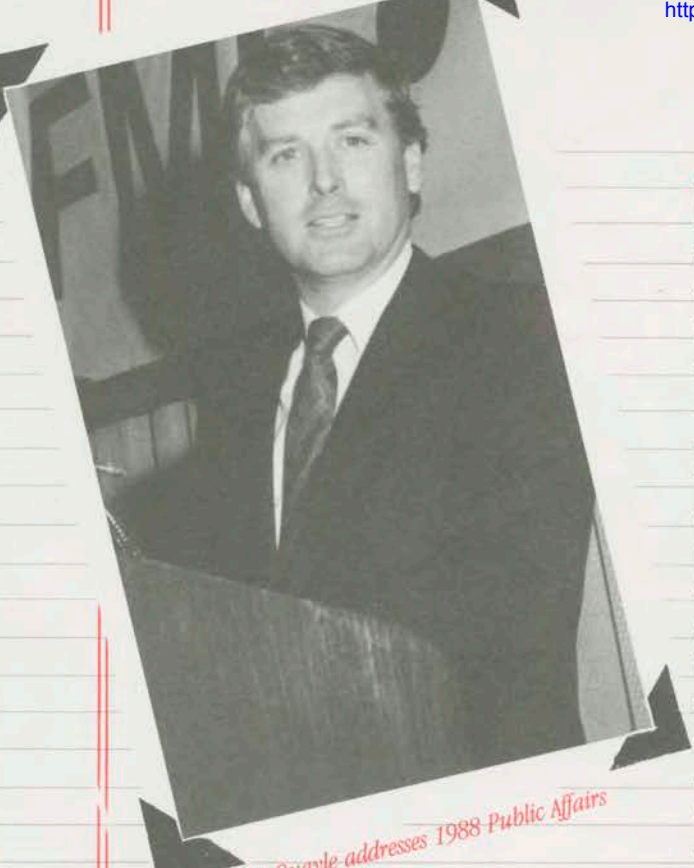
1989 PUBLIC AFFAIRS ASSEMBLY

February 27-28

Willard Inter-Continental Hotel • Washington, DC

"A Day on Capitol Hill"





Senator Dan Quayle addresses 1988 Public Affairs Assembly.

★
"It's extremely valuable to talk to the people who are making America work by putting Americans to work! The food distribution industry is productive and efficient and we need to keep it that way. To do that you have to get involved."

SENATOR DAN QUAYLE (R-IN)
1988 Assembly Speaker

BACK TO BASICS

Supermarket and convenience store operators and food distributors face a formidable challenge this February—to educate the new administration and "freshmen" members of the 101st Congress on important food industry issues. There will be new faces in the White House and the Congress who need to know how certain legislative initiatives affect your business.

Every voice is needed in the effort to bring our new representatives "up to speed" on how taxes, mandatory employer-paid health insurance, mandatory parental and medical leave, mandatory retiree benefits, and other bottom-line issues influence operations.

Your voice is needed to help protect the hard-won victory we achieved on tax reform. Excise taxes on gasoline, tobacco, and alcohol, increases in the corporate tax rate, a corporate surtax . . . these will be on the minds of many in Washington this February. It will be a whole new ball game and the stakes are high.

As an individual, it's tough to have an impact on the way things are done in Washington. *Together*, we have a lot to say about the decisions that affect the food industry and our lives. We need to state our industry positions loud, clear, often, and early in the 101st Congress to keep our individual businesses free from excessive taxation and other burdensome regulations.

Help get the food industry's message across to the new Congress and administration. Register today for the 1989 Public Affairs Assembly, February 27-28, in Washington, DC!

INDUSTRY ASSIGNMENT: MEET WITH YOUR LEGISLATORS ON CAPITOL HILL!

The Public Affairs Assembly offers you the perfect opportunity to participate actively in the legislative process by educating your elected representatives.

Your day on Capitol Hill begins with a thorough briefing on key issues by your association staff. They'll cover the points you need to know, arm you with facts, supply a useful "crib sheet" and handouts for your visits with your representatives and senators. Your association staff can also help arrange meetings for you with your delegation.

Communication is a two-way street, and the Public Affairs Assembly is the best opportunity to hear national leaders—from both sides of the aisle—on the issues, priorities, and politics that affect the economic well-being of the food distribution industry. Don't miss this opportunity to hear from—and be heard by—decision makers who can shape your future.

Keeping in touch with your representatives throughout the year plays a critical role in accomplishing our industry's legislative goals. Letters and phone calls are effective, but nothing beats an actual "sit-down" with your representative to "tell it like it is" in the food distribution business. You're the expert on the subject, and Congress—as well as the entire food industry—stands to benefit from your expertise and participation in the legislative process.

PRELIMINARY AGENDA

Monday, February 27

- 8:30 am–5:00 pm **Registration**—Willard Hotel
2:00 pm–5:00 pm **Business Session**—Political leaders provide insight on the Washington scene.
6:30 pm–10:00 pm **Reception & Dinner**—National Press Club

Tuesday, February 28

- 7:00 am–4:00 pm **Registration**—Willard Hotel
7:30 am–8:45 am **Breakfast Program**—A Washington insider kicks off the day.
9:00 am–11:30 am **Business Session**—Hear from the policy makers. Experts provide a thorough briefing on key food industry issues.
11:45 am–5:00 pm **Visits on Capitol Hill**—Meet with members of Congress.
5:30 pm–7:30 pm **Annual Capitol Hill Reception**—Longworth House Office Building

"The best information is first-hand information—that's why I like to hear from business owners. They're the ones that make things happen in our economy. They give me straight information on how legislation affects their businesses."

REPRESENTATIVE TOM DELAY (R-TX)
1988 Assembly Speaker



(L-R) Barbara Morris, Dick's Food Centers, Inc., Les M. Bona, West Coast Grocery Company, Rep. Al Swift (D-WA-2), Larry and Marge O'Neil, O'Neil's Markets, Dick Morris, Dick's Food Centers, Inc., and Ronald Stockdale, West Coast Grocery Company get together at last year's Annual Capitol Hill Reception.



(L-R) Pollyanna Stephens of Town and Country Food Stores, Inc., Rep. Tom DeLay (R-TX-22), Steve Stephens of Town and Country Food Stores, Inc., and Charles Knapp, Texas Retail Grocers Association meet during the 1988 Public Affairs Assembly.

AMERICAN HISTORY: THE PAST IS PROLOGUE

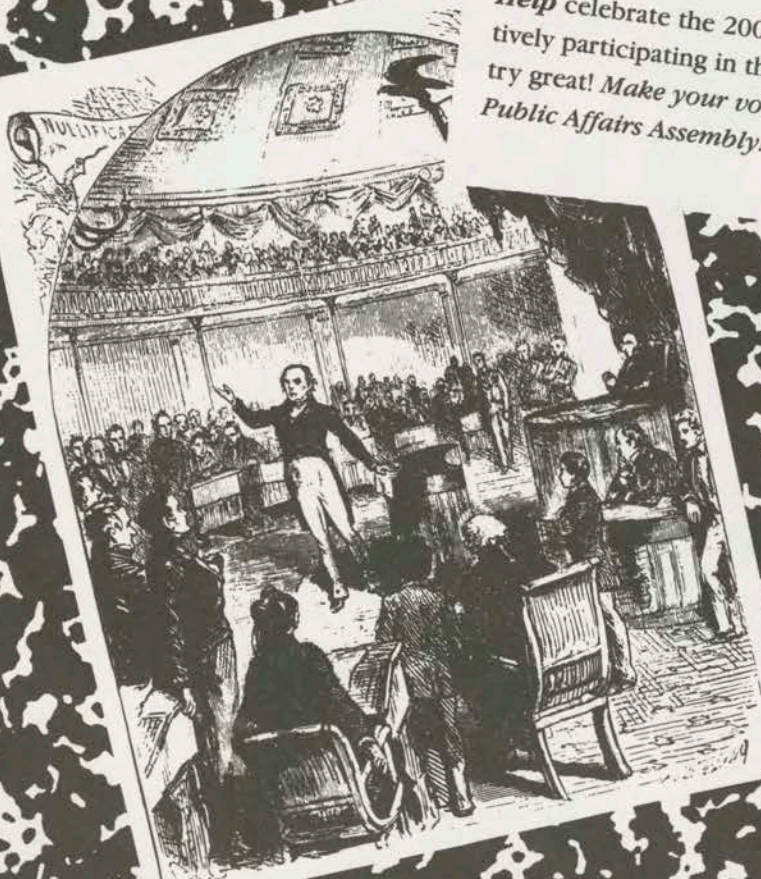
In January 1989, the 101st Congress will convene marking the 200th year of our bicameral government, an awesome milestone for any democracy.

When the first Congress met, it had little more than a piece of paper—the Constitution—with which to create a government. But after three sessions and more than five-hundred days of lawmaking, they laid the foundation for the government we have today.

The topic of debate back in 1789 centered around taxes. History, we know, repeats itself and as we prepare to celebrate the bicentennial year of the United States Congress, taxes remain at the top of the legislative agenda.

Things could be worse . . . back in the 1st Congress you would have had to endure travel by wagon, stage-coach, or ship to meet with your elected representative. Today, all that's necessary is a plane ticket and a commitment to the future prosperity of the food distribution industry.

Help celebrate the 200th year of our Congress by actively participating in the process that makes our country great! *Make your voice heard! Attend the 1989 Public Affairs Assembly!*



1750 K STREET, NW
WASHINGTON, DC 20006
202/452-8444

201 PARK WASHINGTON CT.
FALLS CHURCH, VA 22046
703/532-9400

1605 KING STREET
ALEXANDRIA, VA 22314
703/684-3600

Congress 101

Preparing a New Course



1989 PUBLIC AFFAIRS ASSEMBLY

February 27-28

Willard Inter-Continental Hotel • Washington, DC

"A Day on Capitol Hill"

February 25

**HILL APPOINTMENTS
TUESDAY, FEBRUARY 28, 1989
10:00 to 5:30**

<u>STATE</u>	<u>TIME</u>	<u>LOCATION</u>	<u>PHONE</u>	<u>OFFICIAL'S NAME</u>	<u>MEETING WITH</u>
AK	3:30	709 HSOB 522 HSOB	46665 43004	Sen. Murkowski Sen. Stevens	Sen. Murkowski Sen. Stevens
AL	(2/27)	728 HSOB 2302 RHOB	44124 54876	Sen. Heflin Rep. Bevill	Sen. Heflin Rep. Bevill
	(2/28)	2:00 439 CHOB 3:00 1232 LHOB 3:45 2406 RHOB 4:15 2334 RHOB 5:00 313 HSOB	54921 54931 52901 54801 45744	Rep. Erdreich Rep. Callahan Rep. Dickinson Rep. Flippo Sen. Shelby	Rep. Erdreich Rep. Callahan Wade Heck Rep. Flippo Sen. Shelby
AR	1:30	299 DSOB	44843	Sen. Bumpers	Sen. Bumpers
AZ	2:00 2:30 3:00 3:30	211 CHOB 235 CHOB 328 HSOB 111 RSOB	54576 54065 44521 42235	Rep. Stump Rep. Udall Sen. DeConcini Sen. McCain	Rep. Stump Rep. Udall Sen. DeConcini & Tim Gearan Sen. McCain
CA	1:30 2:00 2:45 3:00 3:15 3:30 4:00 4:00 4:30 4:30 5:00 5:15	112 HSOB 720 HSOB 2351 RHOB 1203 LHOB 510 CHOB 2312 RHOB 1730 LHOB 2419 RHOB 137 CHOB 307 CHOB 1740 LHOB 1108 LHOB	43553 43841 54111 52511 55611 55861 55411 57163 54695 55161 55256 50376	Sen. Cranston Sen. Wilson Rep. Dannemyer Rep. Shumway Rep. Cox Rep. Lewis Rep. Campbell Rep. Matsui Rep. Berman Rep. Boxer Rep. Torres Rep. Herger	Dan Potash Karen Strickland Rep. Dannemyer Rep. Shumway Rep. Cox Rep. Lewis Tom Gass Matt Hamill Rep. Berman Drew Littman Rep. Torres Rep. Herger
CO	1:15 2:00 2:15 2:30 3:00 3:45 4:30 5:15	1317 LHOB 222 CHOB 528 HSOB 2208 RHOB 380 RSOB 1730 LHOB 1424 LHOB 1709 LHOB	57882 54422 45941 54431 45852 55411 54676 52161	Rep. Schaefer Rep. Hefley Sen. Armstrong Rep. Schroeder Sen. Wirth Rep. Campbell Rep. Brown Rep. Skaggs	Rep. Schaefer Rep. Hefley Sen. Armstrong Doug Nelson Mike Perko Ken Lane Rep. Brown Rep. Skaggs

CT	1:30	444 RSOB	42823	Sen. Dodd	Joan Hogan
	2:45	123 HSOB	44041	Sen. Lieberman	Sarah Walzer
	3:45	119 CHOB	54476	Rep. Johnson	Rep. Johnson
	4:30	423 CHOB	56531	Rep. Rowland	Rep. Rowland
FL	1:30	2404 RHOB	53671	Rep. Nelson	Rep. Nelson
	2:00	241 DSOB	43041	Sen. Graham	Sen. Graham
	2:30	902 HSOB	45274	Sen. Mack	Sen. Mack
	3:00	1630 LHOB	55744	Rep. Stearns	Kelly Wichmann
	3:30	2435 RHOB	54136	Rep. Hutto	Rep. Hutto
	3:30	2407 RHOB	55961	Rep. Young	Rep. Young
	3:30	1517 LHOB	53001	Rep. Johnston	Rep. Johnston
	3:45	509 CHOB	52536	Rep. Goss	Rep. Goss
	3:45	2204 RHOB	53376	Rep. Gibbons	Rep. Gibbons
	4:00	1216 LHOB	55792	Rep. Lewis	Rep. Lewis
	4:30	2416 RHOB	55015	Rep. Ireland	Rep. Ireland
	4:30	1507 LHOB	52176	Rep. McCollum	Rep. McCollum
	4:45	2347 RHOB	54211	Rep. Lehman	Rep. Lehman
	5:00	1530 LHOB	55755	Rep. Bilirakis	Rep. Bilirakis
	any	2107 RHOB	52501	Rep. Bennett	Staff
	TBA	1632 LHOB	54035	Rep. James	Rep. James
GA	2:15	423 CHOB	56531	Rep. Rowland	Rep. Rowland
	3:00	303 DSOB	43521	Sen. Nunn	Sen. Nunn
	4:00	204 RSOB	43643	Sen. Fowler	Jennifer Connell
	4:15	425 CHOB	55901	Rep. Ray	Rep. Ray
IA	2:00	214 CHOB	53301	Rep. Nagle	Rep. Nagle
	2:30	135 HSOB	43744	Sen. Grassley	Kolan Davis
	3:00	316 HSOB	43254	Sen. Harkin	Kay Casstevens
	TBA	2244 RHOB	52911	Rep. Tauke	Rep. Tauke
	TBA	1514 LHOB	56576	Rep. Leach	Rep. Leach
ID	3:30	509 HSOB	46142	Sen. Symms	Sen. Symms
	3:00	309 HSOB	42752	Sen. McClure	Marsa Solodky
IL	2:15	129 CHOB	55271	Rep. Durbin	John Griffen
	3:00	1607 LHOB	53635	Rep. Sangmeister	Jody Lenkoski
	4:00	515 CHOB	52976	Rep. Hastert	Rep. Hastert
	4:30	331 HSOB	42854	Sen. Dixon	Mark Irion
	5:00	462 DSOB	42152	Sen. Simon	Sen. Simon

IN	1:30	2217 LHOB	53021	Rep. Sharp	Rep. Sharp
	2:00	306 HSOB	44814	Sen. Lugar	Sen. Lugar
	3:00	524 HSOB	45623	Sen. Coats	Sen. Coats
	3:30	120 HOB	52276	Rep. Burton	Rep. Burton
	3:45	2313 RHOB	54011	Rep. Jacobs	Rep. Jacobs
	4:45	2372 RHOB	55805	Rep. Myers	Ron Hardman
	5:00	2187 RHOB	55315	Rep. Hamilton	Rep. Hamilton
KY	2:00	2246 RHOB	55401	Rep. Mazzoli	Rep. Mazzoli
	3:30	120 RSOB	42541	Sen. McConnell	Sen. McConnell
	4:00	173A RSOB	44343	Sen. Ford	Sen. Ford
	5:00	116 CHOB	53465	Rep. Bunning	Rep. Bunning
MA	1:00	1631 LHOB	55601	Rep. R. Neal	Rep. R. Neal
	1:00	2349 RHOB	56101	Rep. Early	Rep. Early
	1:30	2300 RHOB	55335	Rep. Conte	Rep. Conte
	2:00	358 RSOB	42742	Sen. Kerry	Tim Barnacle
	2:15	1208 LHOB	55111	Rep. Kennedy	Rep. Kennedy
	3:30	221 CHOB	58273	Rep. Moakley	Rep. Moakley
	4:00	438 CHOB	53215	Rep. Donnelly	Rep. Donnelly
	5:00	315 RSOB	44543	Sen. Kennedy	Jay Harvey
MD	2:15	1024 LHOB	55341	Rep. Morella	Ben Wu
	3:15	327 CHOB	58090	Rep. McMillen	Rep. McMillen
	TBA	1513 LHOB	54131	Rep. Hoyer	Rep. Hoyer
	3:30	332 DSOB	44524	Sen. Sarbanes	Sen. Sarbanes
ME	2:15	176 RSOB	45344	Sen. Mitchell	Sen. Mitchell
	4:00	322 HSOB	42523	Sen. Cohen	Sen. Cohen
MI	11:30	2439 RHOB	54872	Rep. Carr	Rep. Carr
	1:45	415 CHOB	53561	Rep. Schuette	Rep. Schuette
	3:00	2306 RHOB	56135	Rep. Broomfield	Rep. Broomfield
	3:30	323 CHOB	54961	Rep. Levin	Rep. Levin
	4:00	105 DSOB	44822	Sen. Riegle	Sen. Riegle
	4:30	459 RSOB	46221	Sen. Levin	Sen. Levin
MN	12:00	106 CHOB	52331	Rep. Weber	Todd Johnson
	1:30	436 CHOB	52472	Rep. Penny	Rep. Penny
	2:00	154 RSOB	43244	Sen. Durenberger	Rachel Jones
	2:30	506 HSOB	45641	Sen. Boschwitz	Sen. Boschwitz
	4:00	1026 LHOB	52871	Rep. Frenzel	Rep. Frenzel

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MO					
(2/27)	TBA	418 CHOB	54404	Rep. Emerson	Rep. Emerson
(2/28)	1:30	502 CHOB	52561	Rep. Buechner	Rep. Buechner
	2:30	2470 RHOB	52406	Rep. Clay	Rep. Clay
	3:30	293 RSOB	45721	Sen. Bond	Sen. Bond
	4:00	249A RSOB	46154	Sen. Danforth	Sen. Danforth
	4:30	418 CHOB	54404	Rep. Emerson	Rep. Emerson
	5:00	1432 LHOB	52671	Rep. Gephardt	Rep. Gephardt
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MS	12:00	487 RSOB	46253	Sen. Lott	Sen. Lott
	2:30	326 RSOB	45054	Sen. Cochran	Sen. Cochran
	3:30	216 CHOB	55876	Rep. Espy	Rep. Espy
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MT	3:00	825 HSOB	42644	Sen. Burns	Sen. Burns
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NC	1:30	1417 LHOB	53415	Rep. Lancaster	Rep. Lancaster
	2:30	2463 RHOB	51784	Rep. Price	Rep. Price
	2:30	2463 RHOB	52071	Rep. Neal	Rep. Neal
	3:00	716 HSOB	43154	Sen. Sanford	Kathy Welman
	3:00	2161 RHOB	53715	Rep. Hefner	Irene Schecter
	3:30	403 DSOB	46342	Sen. Helms	Sen. Helms
	4:00	430 CHOB	53065	Rep. Coble	Rep. Coble
	4:30	1510 LHOB	54531	Rep. Valentine	Rep. Valentine
	4:30	218 CHOB	52576	Rep. Ballenger	Rep. Ballenger
	5:00	401 CHOB	51976	Rep. McMillan	Rep. McMillan
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NH	2:00	530 HSOB	43324	Sen. Rudman	Sen. Rudman
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NJ	2:00	717 HSOB	44744	Sen. Lautenberg	Al Moff & Bruce King
	3:00	2162 RHOB	56501	Rep. Florio	Rep. Florio
	3:45	324 CHOB	54765	Rep. Saxton	Rep. Saxton
	4:30	1318 LHOB	55034	Rep. Gallo	Rep. Gallo
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NM					
(2/27)	TBA	502 HSOB	45521	Sen. Bingaman	Sen. Bingaman
(2/28)	11:30	1520 LHOB	56316	Rep. Schiff	Rep. Schiff
	1:30	1007 LHOB	52365	Rep. Skeen	Rep. Skeen
	2:00	332 CHOB	56190	Rep. Richardson	Rep. Richardson
	3:45	434 DSOB	46621	Sen. Domenici	Sen. Domenici
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NY	12:30	2232 RHOB	53335	Rep. Downey	Rep. Downey
	1:00	306 CHOB	55956	Rep. Mrazek	Rep. Mrazek
	1:30	464 RSOB	44451	Sen. Moynihan	Ann Muni
	2:00	2367 RHOB	53231	Rep. LaFalce	Rep. LaFalce
	2:00	520 HSOB	46542	Sen. D'Amato	Ellen Eason
	2:15	1313 LHOB	56506	Rep. Lowey	Rep. Lowey
	2:45	1127 LHOB	53665	Rep. Boehlert	Rep. Boehlert
	2:45	205 CHOB	55516	Rep. McGrath	Rep. McGrath
	3:00	1723 LHOB	55265	Rep. Paxon	Christopher Dawe
	3:00	2269 RHOB	55441	Rep. Fish	Rep. Fish
	3:30	1110 LHOB	52436	Rep. Green	Pam Norick
	3:30	1238 LHOB	53701	Rep. Walsh	Rep. Walsh
	3:30	2240 RHOB	53306	Rep. Nowak	Helen Burton
	3:45	2265 RHOB	55614	Rep. Solomon	Rep. Solomon
	4:00	2108 RHOB	54916	Rep. Horton	Rep. Horton
	4:15	1431 LHOB	55076	Rep. McNulty	Pete Rose
	4:30	124 CHOB	53826	Rep. Hochbrueckner	Rep. Hoch.
	any	2252 RHOB	54365	Rep. Rangel	
	any	2467 RHOB	55635	Rep. Weiss	
	any	126 CHOB	54183	Rep. Schumer	

OH	1:15	2448 RHOB	56465	Rep. Hall	Rep. Hall
	2:00	TBA	43353	Sen. Glenn	Linda Parson
	2:00	TBA	42315	Sen. Metzenbaum	Al Cacozza
	2:30	2431 RHOB	55705	Rep. McEwen	Rep. McEwen
	2:30	1210 LHOB	56331	Rep. Eckart	Rep. Eckart
	2:45	312 CHOB	55261	Rep. Traficant	Rep. Traficant
	TBA	2231 RHOB	55871	Rep. Oakar	
	3:00	2207 RHOB	53876	Rep. Regula	Doug Maragas
	3:00	1131 LHOB	52676	Rep. Oxley	Rep. Oxley
	3:00	2310 RHOB	52015	Rep. Wylie	Tim Miller
	3:15	2368 RHOB	52216	Rep. T. Luken	Rep. Luken
	4:00	1008 LHOB	556405	Rep. Gillmor	Rep. Gillmor
	4:00	2311 RHOB	53164	Rep. Gradison	Rep. Gradison
	4:00	1133 LHOB	55355	Rep. Kasich	Kathy Crupp
	4:15	2183 RHOB	56265	Rep. Applegate	Jim Hart
Jane Armstrong		1518 LHOB	55231	Rep. Sawyer	no appt.

OK	4:00	713 HSOB	45754	Sen. Nickles	Sen. Nickles
	3:30	453 RSOB	44721	Sen. Boren	Dan Weber

OR	1:30	1729 LHOB	56416	Rep. De Fazio	Rep. De Fazio
	2:30	2159 RHOB	50855	Rep. AuCoin	Rep. AuCoin
	3:00	711 HSOB	43753	Sen. Hatfield	Sen. Hatfield
	3:45	1213 LHOB	55711	Rep. D. Smith	Rep. D. Smith
	4:30	259 RSOB	45244	Sen. Packwood	Sen. Packwood

PA	1:30	277	RSOB	46324	Sen. Heinz	Lenny Glickman
	2:00	303	HSOB	44254	Sen. Specter	Bruce Marks
	2:30	123	CHOB	54276	Rep. Kostmayer	Rep. Kostmayer
	3:30	212	CHOB	52565	Rep. Kolter	Rep. Kolter
	4:00	2160	RHOB	55121	Rep. Clinger	Rep. Clinger
	4:30	2263	RHOB	55836	Rep. Goodling	Rep. Goodling
	5:15	1233	LHOB	52011	Rep. Weldon	Rep. Weldon
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RI	Making own appointments.					
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SC	2:30	125	RSOB	46121	Sen. Hollings	Sen. Hollings
	3:30	218	RSOB	45972	Sen. Thurmond	Sen. Thurmond
	5:00	432	CHOB	53315	Rep. Tallon	Rep. Tallon
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SD	2:15	317	HSOB	42321	Sen. Daschle	Sen. Daschle
	3:00	513	CHOB	52801	Rep. Johnson	Rep. Johnson
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TN	2:30	230	CHOB	52811	Rep. Sundquist	Rep. Sundquist
	2:45	325	CHOB	54311	Rep. Clement	Rep. Clement
	3:00	393	RSOB	44944	Sen. Gore	Quinn Middleton
	4:30	506	CHOB	55435	Rep. Duncan	Rep. Duncan
	5:00	512	CHOB	54714	Rep. Tanner	Rep. Tanner
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TX	11:30	322	CHOB	57508	Rep. Andrews	Rep. Andrews
	1:45	108	CHOB	54901	Rep. Fields	Rep. Fields
	2:15	308	CHOB	55951	Rep. DeLay	Reid Carson
	2:30	416	CHOB	54831	Rep. Coleman	Rep. Coleman
	3:00	370	RSOB	42934	Sen. Gramm	Ed Kivett
	3:30	703	HSOB	45922	Sen. Bentsen	Sen. Bentsen
	4:45	1223	LHOB	53706	Rep. Sarpalius	Rep. Sarpalius
	4:45	1135	LHOB	52571	Rep. Archer	Trey LeMain
	5:15	1301	LHOB	52531	Rep. de la Garza	Rep. de la Garza
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UT	1:45	1728	LHOB	53011	Rep. Owens	Paul Warenski
	2:30	2421	RHOB	50453	Rep. Hansen	Millard Wyatt
	3:30	505	DSOB	45444	Sen. Garn	Sen. Garn
	4:15	135	RSOB	45251	Sen. Hatch	Sen. Hatch

VA	1:00	1429 LHOB	54215	Rep. Pickett	Rep. Pickett
	1:30	428 CHOB	53861	Rep. Boucher	Rep. Boucher
	2:00	1429 LHOB	54215	Rep. Pickett	Rep. Pickett
	2:45	1527 LHOB	54261	Rep. Bateman	Rep. Bateman
	3:30	225 RSOB	42023	Sen. Warner	Sen. Warner
	4:00	517 HSOB	44024	Sen. Robb	Kerry W. Skelly
	4:45	2434 RHOB	54376	Rep. Parris	Rep. Parris
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VT	Has made own appointments.				
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WA	1:00	1224 LHOB	57761	Rep. Chandler	Rep. Chandler
	1:30	1107 LHOB	53106	Rep. McDermott	Rep. McDermott
	2:00	1502 LHOB	52605	Rep. Swift	Rep. Swift
	2:30	1434 LHOB	55816	Rep. Morrison	Richard Varney
	3:30	513 HSOB	42621	Sen. Adams	Sen. Adams
	4:30	324 HSOB	43441	Sen. Gorton	Sen. Gorton
<hr/>					
WI	1:15	2352 RHOB	55665	Rep. Roth	Rep. Roth
	1:30	2443 RHOB	52476	Rep. Petri	Rep. Petri
	1:30	2444 RHOB	55101	Rep. Sensenbrenner	Rep. Sensen.
	2:00	2328 RHOB	52906	Rep. Kastenmeier	Rep. Kastenmeier
	2:15	708 HSOB	45653	Sen. Kohl	Sen. Kohl
	2:45	110 HSOB	45323	Sen. Kasten	Sen. Kasten
	3:00	227 CHOB	55506	Rep. Gunderson	Rep. Gunderson
	5:00	2462 RHOB	53365	Rep. Obey	Rep. Obey

1989 PUBLIC AFFAIRS ASSEMBLY Congressional Visit Evaluation Form

Many thanks for meeting with your members of Congress. PLEASE take a moment to fill out this evaluation form. If possible, return it to Longworth Room 1302, or you may drop it off in the box provided at the reception in the Longworth cafeteria, give it to an FMI, NACS or NAWGA staff member, or mail it to us as soon as possible. Use one form per visit.

- A. I met with _____
(If not your Congressman or Senator, please note the person's title--administrative aide to, secretary to, legislative assistant, etc.)
- B. Please check the description that best describes his/her position regarding the issues discussed. Under comments, please let us know of useful information obtained, e.g. "I'm hearing a lot from unions," "this won't come up this year," "I hear there is a compromise," etc.

1. **Minimum Wage**

Comments

- ☐ Agrees with our position
☐ Disagrees
☐ Undecided or unwilling to say

2. **Section 89**

- ☐ Agrees with our position
☐ Disagrees
☐ Undecided or unwilling to say

3. **Mandated Health Insurance**

- ☐ Agrees with our position
☐ Disagrees
☐ Undecided or unwilling to say

4. **Taxes**

- ☐ Agrees that taxes should not be raised
☐ Supports a tax increase
☐ Undecided

C. **Other Issues or Comments**

Your Name _____

Your Company _____

- ☐ FMI member
☐ NACS member
☐ NAWGA member

The Roll Call Guide to the Best Political Dining Spots in Washington

Capsule Reviews of 54 Restaurants for Food, Deals, and Romance

Capitol Hill House Side

Anton's
400 First St., SE
546-4545

Open daily for breakfast, lunch, dinner, and Sunday champagne brunch. American cuisine with an emphasis on veal, seafood, and pasta. Nightly piano and lots of influential regulars. Bar. Moderate.

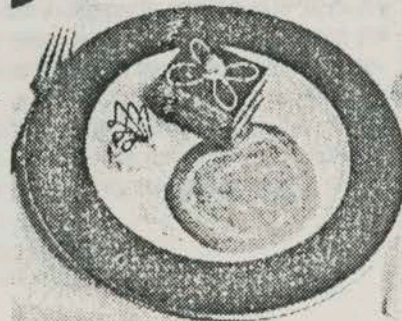
The Broker
713 8th St., SE
546-8300

Open Monday through Saturday for lunch and dinner. Swiss and American cuisine, featuring a variety of veal dishes and fondue treats; exotic cheeses are a specialty. Elegant surroundings and individual "raclettes" for at-the-table grilling. Bar. Moderate.

Bullfeathers
410 First St., SE
543-5005

Open daily for lunch, dinner, and Sunday brunch. Basic American menu, including burgers and sandwiches; hangout for Hill regulars. Bar. Moderate prices.

The adjoining **Hunt Room** (488-7160) is available for fundraisers, receptions, and parties.



Photos by Andrea Mohin

La Colline, considered by many to be one of the ten best restaurants in town, features moderate prices and superb desserts.

Caffe Italiano
1129 Pennsylvania Ave., SE
544-5500

Open weekdays for lunch and dinner; Saturday for dinner only. Basic Italian menu, featuring veal and seafood specials.

Bar. Affordable.

Las Cazuelitas
500 8th St., SE
543-0002

Open for lunch Monday through Friday and dinner Monday through Saturday. Las Cazuelitas features authentic Mexican cooking rather than the Tex-Mex fare usually offered in Washington Mexican restaurants. Unusual appetizers include fried parsley, broiled cheese with epazote, and cactus salad. For a main course, try the pipian verde, a chicken breast in a green sauce of pumpkin seeds. Good margaritas and ten kinds of Mexican beer. Moderate.

Hill Cafe
332 Pennsylvania Ave., SE
547-8668

Open for lunch and dinner Monday through Saturday. With an un-Japanese name and an unlikely location, the Hill Cafe features Capitol Hill's only sushi bar. Cooked dishes include specialties such as tempura and beef negimaki. Moderate.

Hunan Dynasty
215 Pennsylvania Ave., SE
546-6161

Open daily for lunch and dinner. Hunan and Szechuan-style cuisine, ranging from hot to spicy and served in a new-wave

ambiance. Chinese beer. Moderate.

Jenkins Hill Saloon
223 Pennsylvania Ave., SE
544-6600

Open daily for lunch and dinner. Basic American menu, featuring pasta and hefty

Despite its name, the Hill Cafe features the Hill's only sushi bar.

sandwiches; lobster served every Thursday. Rock 'n' roll oldies every Friday and Saturday; Bass Ale on tap. Bar. Affordable.

Julio's
801 Pennsylvania Ave., SE
546-0060

Open daily for lunch, dinner, and weekend brunch; specialties include Italian salads, pizzas, and bolis (pizza turnovers). Bar offers a wide variety of Italian and domestic wines, including several brands of Chianti. Affordable.

Machiavelli's
613 Pennsylvania Ave., SE
543-1930



At the new Las Cazuelitas, nine blocks from the Capitol, the cooking is authentic Mexican rather than the more prevalent Tex-Mex. Here, manager Efrain Marin displays true chili rellenos.

Open for lunch Tuesday through Friday and dinner seven days a week. Home of great white pizza and a full range of Italian dishes. Eclectic juke box. Affordable.

Taverna
307 Pennsylvania Ave., SE
547-8360

Open for lunch Monday through Saturday; dinner seven days a week. Greek cuisine served in an authentic setting; specialties include stuffed flounder, broiled bass, and shrimp. Imported beers. Affordable.

Toscanini
313 Pennsylvania Ave., SE
544-2338

Open for lunch Monday through Friday and dinner Monday through Saturday. The

decor isn't remarkable, but the homemade pasta, fresh seafood, and veal marsala are. Bar. Affordable.

Tunnicliff's Tavern
222 7th St., SE
546-3663

Open for lunch and dinner seven days a week. The dinner menu at this attractive and popular neighborhood tavern across from the Eastern Market features charbroiled meats and seafoods and homemade cakes and pies. Sandwiches and bar foods are available at lunch and in-between times. Sunday brunch is popular. Moderate.

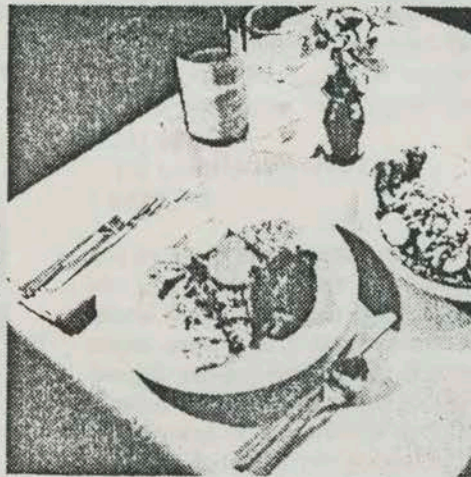
Yolanda's
223 Pennsylvania Ave., SE
544-6603

Open for breakfast Monday through Friday and dinner Monday through Saturday. Northern Italian seafood and pasta dishes are the specialties. Bar. Catering. Moderate.

*On weekdays for
breakfast and lunch,
Hugo's becomes the
Capitol View Club.*

Zapata's
601 Pennsylvania Ave., SE
546-6886

Open daily for dinner. Tex-Mex menu draws raves from Congressional hombres; South-of-the-border decor is the visual equivalent of a tequila sunrise. Bar. Affordable.



Tunnicliff's Tavern's revamped menu includes charbroiled meats and seafoods. Here are grilled mountain trout with lemon caper butter and gravlax with avocado and roasted pine nuts.

**Capitol Hill
Senate Side**

American Cafe
227 Massachusetts Ave., NE
547-8500

Open daily for breakfast, lunch, and dinner. California-style cuisine, no chemicals or preservatives added. Speedy carryout service designed with hungry lawyers in mind (no delivery). Bar. Moderate prices. Gift baskets (\$15 and up) are excellent for last-minute lobbying.

La Brasserie
239 Massachusetts Ave., NE
546-9154

Open daily for lunch, dinner, and Sunday brunch. Gourmet French cuisine with a nouvelle accent. Excellent soups and sea-

food as well as adventurous delicacies like squid-ink pasta. Townhouse elegance and a Parisian patio create the perfect setting for an intimate caucus. Expensive.

**The Cafe
The Sheraton Grand**
525 New Jersey Ave., NW
628-2100

The cafe is open seven days a week for breakfast, lunch, and dinner, and features an eclectic menu as well as a daily four-course dinner special. The signature room is available for group lobbying and private parties. Wine bar. Valet parking. Moderate prices.

Cafe Berlin
322 Massachusetts Ave., NE
543-7656

Open for lunch (except Saturdays), dinner, and Sunday brunch. German menu features superb schnitzels, sausages, and sauerbraten. Spacious patio is suitable for both power and powerless dining. Bar. Moderate prices.

La Colline
400 North Capitol St., NW
737-0400

Open for breakfast, lunch, and dinner; closed Sunday. Award-winning classical French cuisine. Considered by many one of Washington's top ten restaurants. Breakfast features omelettes, French toast, and many movers and shakers. Vintage wine bar. Moderate prices.

The Dubliner
520 North Capitol St., NW
737-3773

Open daily for lunch and dinner, week-

Continued from page 5

ends for breakfast. Basic American menu, featuring regular Irish specials served in an authentic-looking Dublin pub. Guinness and Rolling Rock on tap. Live Irish entertainment nightly. Bar. Affordable.

Hugo's
(The Hyatt Regency)
400 New Jersey Ave., NW
737-1234

Hugo's features steak-house fare six nights a week (closed Sunday). On weekdays, for breakfast and lunch it becomes the Capitol View Club, and for \$30 a month, members can do business over a wide variety of entrees. Bar. Moderate prices.

The Monocle
107 D. St., NE
546-4488

Open for lunch and dinner Monday through Friday; dinner only on Saturday. American cuisine with a continental touch and superb seafood. Authoritative setting attracts a regular clientele of Hill heavies. Bar. Management keeps legislative diners informed when it's time to vote. Moderate prices.

Powerscourt
The Phoenix Park Hotel
520 North Capitol St., NW
737-3776

Open for breakfast and lunch Monday through Friday; dinner Monday through Saturday. Powerscourt's elegant dining room serves Irish specialties such as entrecote Jameson, flamed with Irish whiskey, Irish potato soup, Irish smoked salmon, and Bailey's Irish Cream mousse. The site of many Capitol Hill power breakfasts. Bar. Expensive.

2 Quail
320 Massachusetts Ave., NE
543-8030

Open for lunch (except Saturdays), dinner, and Sunday brunch. An interesting blend of French and Italian nouvelle cuisine, with artistically herbed pastas. Elegant setting makes a perfect backdrop for romantic lobbying. Moderate prices.

Downtown, East of 16th St.

McPherson Grill
950 15th St., NW
638-0950

Open for lunch Monday through Friday and dinner Monday through Saturday. The McPherson Grill specializes in imaginative interpretations of American grill cookery. The lunch menu ranges from sandwiches to tuna steaks with papaya relish. Dinner specialties include lamb chops with tomato sage relish and baked crab and lobster imperial. Wonderful French fries. Expensive.

Morrison Clark Inn
Massachusetts Ave. and 11th St., NW
898-1200

Open for lunch Monday through Friday; dinner seven days a week; Sunday brunch. Located in a pair of restored Victorian town houses, the Morrison Clark Inn offers a combination of Victorian splendor and modern American cooking. Appetizer specialties include a grilled black bean cake with orange and toasted chiles. For a main course try grilled salmon with marmalade of bitter greens. The pecan sandwich is a spectacular dessert. Good selection of American wines. Expensive.

The Occidental
1475 Pennsylvania Ave., NW
783-1475

Open for lunch and dinner every day (upstairs dining room is closed on Sunday). The Occidental's grill room, not surprisingly, features a medley of grilled seafood and meat dishes. The exclusive upstairs dining room offers popular dishes like filet of salmon and roasted quail. Bar. Moderate to expensive.

The Prime Plus Restaurant
727 15th St., NW
783-0166

Open for lunch Monday through Friday. Open for dinner Monday through Saturday. Chef David Arbuckle cooks in the new American style, using fresh, seasonal ingredients. Appetizer specialties include a blue corn waffle with a salsa of tomato, crab, and corn. The roast pork with rhubarb sauce and grilled vegetables are recommended at dinner. Spectacular desserts. Expensive.

The Terrace
Woodward & Lothrop
Metro Center
Seventh Floor
347-5300

Open for lunch Monday through Saturday, 11 a.m. to 4 p.m.; for Early Bird dinner (until 7 p.m.) Thursday and Friday. The Terrace serves new American, continental, and spa cuisine. If you work on the Hill, you can take the Red, Orange, or Blue lines to Metro Center (a matter of a few minutes), do some shopping, have an excellent lunch, and be back within an hour or so. Moderate.

Dupont Circle, Connecticut Ave.

Duke Ziebert's
1050 Connecticut Ave., NW
466-3730

Open daily for dinner and Monday through Saturday for lunch. Duke's is a popular power lunch spot for those who like to see and be seen. When not star-gazing, patrons are often enjoying the crabcakes, prime rib, and beef and chicken in a pot. Don't pass up the pickles or the onion rolls. Bar. Expensive.

Galileo
2014 P St., NW
293-7191

Open Monday through Friday for lunch and Monday through Saturday for dinner. Galileo is an authentic and imaginative Italian restaurant where you're more likely to find game specials than usual Italian restaurant fare like veal parmigiana. The

homemade pastas are superb, lightly, and deftly sauced. Expensive.

Jockey Club

2100 Massachusetts Ave., NW
659-8000

Open for breakfast, lunch, and dinner seven days a week. The Jockey Club in the Ritz Carlton Hotel has been a Reagan administration favorite. This clubby French restaurant has a Japanese chef with Italian training, and the cooking is eclectic. Crabcakes are a specialty. Bar. Expensive.

Lion d'Or

1150 Connecticut Ave., NW
296-7972

Open Monday through Friday for lunch and Monday through Saturday for dinner. This favorite spot, near the White House and the Executive Office Buildings, features French cooking in elegant surroundings. Game is a specialty in the fall — venison, quail, partridge, pheasant. Fish dishes are also popular — try the salmon in red wine sauce. Bar. Very expensive.

Obelisk

2029 P St., NW
872-1180

Open for dinner only Monday through Saturday. Obelisk's \$30 *prix fixe* dinner is a rare value. It includes a full Italian dinner — antipasto, first course, second course, cheese, and dessert. The menu varies daily and includes authentic and unusual pastas, meat dishes, and desserts. Stylish surroundings and good service. Expensive.

The Palm

1225 19th St., NW
293-9091

Open Monday through Saturday for



The new Morrison Clark Inn combines Victorian splendor and modern American cooking. The pecan sandwich, above, is a spectacular dessert.

lunch and dinner. The Palm could be called the Sistine Chapel of Washington power restaurants. The walls are covered with the portraits of power patrons past and present. The menu features a variety of steak and seafood dishes, all served in man-sized portions. The specialty of the house is lobster salad. Moderate prices.

Le Pavillion

1050 Connecticut Ave., NW
833-3846

Open Monday through Friday for lunch and Monday through Saturday for dinner. Le Pavillion's *prix fixe* prices are expensive (\$24 and \$30 for lunch and \$60, \$75, \$90 and \$100 for dinner), but large numbers of devoted patrons don't seem to mind. Spe-

cialties this fall include beet ravioli with osetra caviar, lobster navarin with miniature garden vegetables, and a terrine of bittersweet chocolate with hazelnut sauce. Bar. Very expensive.

Restaurant Nora

2132 Florida Ave., NW
462-5143

Open for dinner only Monday through Saturday. The cooking at Nora depends on fresh, naturally grown and, where possible, local ingredients. The menu combines the best of New American and international cooking and changes frequently. Desserts, particularly the homemade ice creams and pies, are wonderful. Expensive.

Vincenzo's

1606 20th St., NW
667-0047

Open for lunch Monday through Friday and dinner Monday through Saturday. This Italian seafood restaurant is one of the best places to eat fish in Washington. Begin with selections from the antipasto cart. Pasta dishes include homemade pasta with crabmeat and spicy tomato sauce and seafood ravioli. Expensive.

**K Street, Georgetown,
Downtown West**

**Aux Beaux Champs
(The Four Seasons)**

2800 Pennsylvania Ave., NW
342-0810

Open nightly for dinner, Monday through Friday for lunch, and Saturday and Sunday for brunch. Aux Beaux Champs, located in the posh Four Seasons hotel on the outskirts of Georgetown, features French cuisine and attracts its share of the

city's powerbrokers as well. Rack of lamb, veal, and fresh fish get the highest honors. Bar. Expensive.

Bristol Grill

Wyndham Bristol Hotel

2430 Pennsylvania Ave., NW
955-6400

Open for breakfast and lunch Monday

At Le Pavillion, prix fixe prices run from \$24 to \$30 at lunch and from \$60 to \$100 at dinner. Fall specialties include beet ravioli with caviar.

through Saturday; dinner seven days a week; Sunday brunch. A varying menu of seasonal specialties, including such items as mesquite grilled seafood, lobster salad, and pork tenderloin in honey-mustard sauce. Valet parking. Bar. Moderate.

Dominique's

1900 Pennsylvania Ave., NW
452-1126

Open for lunch Monday through Friday and dinner Monday through Saturday. Here's one restaurant where anything is fair game. Dominique's offers such dishes as wild boar and rattlesnake. But for the less adventurous, the lobster champagne and veal chop with basil sauce are good picks. Bar. Expensive.

Continued from page 7

Jean-Louis

2650 Virginia Ave., NW
298-4488

Open for dinner Monday through Saturday. Jean-Louis is nestled in the Watergate hotel. A favorite of friends of the administration, this French restaurant offers *prix fixe* menu (\$70 for four courses, \$85 for five). Tax, tip, and beverage are extra. Menus change daily. Very expensive.

Jean-Pierre

1835 K St., NW
466-2022

Open for lunch Monday through Friday and dinner Monday through Saturday. This exclusive French restaurant in the heart of the K St. legal corridor has such delectables as marinated tenderloin of veal and lobster tail in whiskey sauce. Bar. Expensive.

Maison Blanche

1725 F. St., NW
842-0070

Open for lunch Monday through Friday, dinner Monday through Saturday. This White House staff hangout is great for people-watching and French dining. Chef's specials are not to be missed. Bar. Expensive.

Morton's of Chicago

3251 Prospect St., NW
342-6258

Open Monday through Saturday for dinner only. Morton's qualifies as upper Georgetown's only schmooze depot. A steakhouse in the classic sense, it features plenty of beef and seafood specials. Bar. Moderate to expensive.

Mr. K's

2121 K St., NW
331-8868

Open Monday through Friday for lunch and every evening for dinner. This upscale Chinese restaurant offers high prices and high quality. Specialties include Peking duck, Firecracker Prawns, and Macademia Chicken. Expensive.

Prime Rib

2020 K St., NW
466-8811

Open Monday through Friday for lunch and Monday through Saturday for dinner. The Prime Rib is a K Street institution. It's noted for its soft shell crabs, steaks, veal chops, and, of course, prime rib. Bar. Expensive.

Tiberio

1915 K St., NW
452-1915

Open Monday through Friday for lunch and Monday through Saturday for dinner. Tiberio is an Italian restaurant that bills itself as "very expensive but..." The "but" clearly signifies they think they're worth it, and many agree. Try the sole specialties and the trout with calamari fritti. Very expensive.

Twenty-One Federal

1736 L St., NW
331-9771

Open for lunch and dinner Monday through Friday, dinner only Saturday. New American menu, featuring seafood, lamb, duck, and beef dishes. Bar. Gourmet happy hour. Entertainment nightly. Free valet parking for dinner. Moderate.

Adams Morgan

Cities

2424 18th St., NW
328-7194

Open for dinner only Monday through Saturday. The trendy Adams Morgan restaurant Cities features the cuisine of a different city every four months. In the past this culinary odyssey has taken us from Rio to Istanbul, and on Oct. 26, the focus changes from Bangkok to Leningrad and will feature California-style interpretations of Russian cooking. Bar. Moderate.

Dakota/Montana

1777 Columbia Rd., NW
265-6600

Open for dinner Wednesday through Monday. Montana is the cafe on the west side (get it?) of the popular Adams Morgan club Dakota. Specialties from the moderately priced menu include the tenderloin grill, a popular three-cheese ravioli, and generously sized hamburgers and sandwiches. Bar. Moderate.

REGISTRATIONS RECEIVED AFTER FEBRUARY 21, 1989

Civic Center Food Market
303 North San Fernando Road
Los Angeles, CA 90031
213-233-1348

SANCHEZ, Joseph M.
President

Wal-Mart
Bentonville, AR 72712
501-273-4000

TATE, John
Executive V.P.

Virginia Retail Merchants Association
Old City Hall #315
1001 East Broad Street
Richmond, VA 23219

HOEHLIN, Joe
Manager, Gov't Relations

URM Stores, Inc.
Post Office Box 3365
Spokane, WA 99220-3365
509-467-2620

HERBISON, Steve
Chief Operating Officer

Super Valu Stores
Post Office Box 990
Minneapolis, MN 55440

SHEBECK, Robert E.
Director, Compensation & Benefits

Stop-N-Shop
828 West Liberty Street
Medirra, OH 44250
216-725-4290

ABELL, Carl
President

Pic Quik Stores, Inc.
820 Spruce
Las Cruces, NM 88001
505-523-5611

McKINNEY, Franklin
President

Pic Quik Stores, Inc.
820 Spruce
Las Cruces, NM 88001
505-523-5611

WHITE, Tricia
Director of Administration

Mitchell Grocers Corp.
Post Office Box 370
Albertville, AL 35950

MITCHELL, Jack
CEO

MITCHELL, John David
V.P., Operations

ACME Markets Of Tazewell, Va.
Post Office Box 246
North Tazewell, VA 24630
703-988-2562

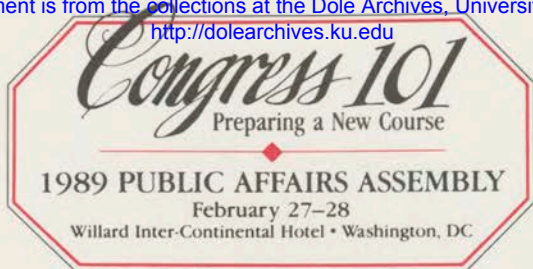
CROWE, J. William
President

DANZANSKY, Steve
Attorney at Law
3609 Edmunds Street, NW
Washington, D.C. 20907
202-333-4044



MANDATED HEALTH INSURANCE

- Health care costs are out of control. That's the problem we need to address.
- Mandated insurance doesn't control costs. Health care costs will just be hidden in the cost of food, groceries and other consumer products.
- Even Senator Kennedy acknowledges a \$30 billion cost.
- Food retailers will have to provide health insurance to:
 - Kids working either a summer job or their way through school and already covered by a parent's plan;
 - Spouses already covered by the husband or wife's plan.Does this make sense?
- There are better alternatives to the problem of access to health care.



MINIMUM WAGE

●Increasing the minimum wage will result in fewer jobs for the least-skilled workers. More targeted approaches are available to help this segment of our society.

●The vast majority of minimum wage earners are not in poverty and are not supporting families:

--Only 14% are heads of households with dependents.

--80% are above the poverty level.

--70% are part-time workers.

--60% are under the age of 25.

●Increasing the minimum wage is not a good way to help the working poor.

●Any increase in the minimum wage must include a lower entry-level or "training" wage for the first several months of employment. This will minimize the job loss that will result from the increase.



SECTION 89

- Is an administrative nightmare. The tests are incomprehensible.
- The data collection and paperwork involved is huge and in the end serves no purpose.
- The law is so complex, even IRS has not been able to come up with regulations with two years of lead time.
- Imagine being hospitalized for a serious illness at a cost of \$100,000 and then finding out that the \$100,000 "benefit" will be considered taxable income by IRS. Section 89 could lead to that unbelievable result for many employees.
- Section 89 is another example of a legislative process gone astray. No hearings. Buried in the 1986 tax bill. First COBRA, now this--enough is enough.



Food Marketing Institute
1750 K Street, NW
Washington, DC 20006
(202) 452-8444

NAWGA

National-American
Wholesale Grocers' Association

National-American
Wholesale Grocers' Association
201 Park Washington Court
Falls Church, VA 22046
(703) 532-9400

NACS

National Association
of Convenience Stores

National Association
of Convenience Stores
1605 King Street
Alexandria, VA 22314
(703) 684-3600

Congress 101

PROGRAM

1989 PUBLIC AFFAIRS ASSEMBLY

February 27-28

Willard Inter-Continental Hotel • Washington, DC

"A Day on Capitol Hill"

WELCOME TO WASHINGTON!

It is our pleasure to welcome you to the 1989 Public Affairs Assembly, "Congress 101: Preparing a New Course." If this is your first Public Affairs Assembly, we extend a special welcome and thanks for participating in this important meeting.

We are delighted that a record number of food industry executives have joined together to speak with one strong voice to our elected officials. With your help we will educate the 43 new members of Congress and reinforce our legislative goals with those members returning to Congress.

Thank you for participating in the 1989 Public Affairs Assembly.

Sincerely,



Allen I. Bildner
FMI Chairman
Chairman & CEO
Kings Super Markets, Inc.



Julian J. Leavitt
NAWGA Chairman
President
Sweet Life Foods, Inc.



F.L. "Steve" Stephens
NACS Chairman
Chairman of the Board
Town and Country Food Stores

PROGRAM

(All events take place at the Willard Inter-Continental Hotel unless noted.)

SUNDAY, FEBRUARY 26

12:00 noon - 7:30 p.m. **Registration**
 Elevator Lobby

2:00 p.m. - 3:00 p.m. **Opening Session**
 Willard Ballroom

Monday Afternoon Registration
 Willard Ballroom
 2:00 p.m. - 5:00 p.m.

Presentation of the Colors
 Joint Address by U.S. President
 Governor of the U.S. State of Kansas
 Senator Robert Dole (R-KS)
 Senate Minority Leader
 (Will discuss the budget ahead in the
 full Congress)

Congressman Jerry Anderson (D-ND)
 Chairman, Democratic Congressional
 Campaign Committee
 (Will address priorities for the House
 Democratic leadership)

Senator James Buckley (D-TX)
 Chairman, Senate Budget Committee
 (Will give his views on the U.S. economy,
 the present budget deficit and taxes)

MONDAY, FEBRUARY 27

8:00 a.m. - 5:30 p.m. **Registration**
Elevator Lobby

3:00 p.m. - 6:00 p.m. **Congressional
Appointments
Scheduling**
James Buchanan Room

2:00 p.m. - 5:00 p.m. **Opening Session**
Willard Ballroom

Monday Afternoon Moderator

Allen I. Bildner
Chairman of the Board, FMI
Chairman and Chief Executive Officer
Kings Super Markets, Inc.

Presentation of the Colors
Joint Armed Forces Color Guard
Combo from the U.S. Marine Corps Band

Senator Robert Dole (R-KS)
Senate Minority Leader
(will discuss the business ahead in the
101st Congress)

Congressman Beryl Anthony (D-AR)
Chairman, Democratic Congressional
Campaign Committee
(will address priorities for the House
Democratic leadership)

Senator James Sasser (D-TN)
Chairman, Senate Budget Committee
(will give his views on the U.S. economy,
the present budget, deficit and taxes)

MONDAY, FEBRUARY 27 (continued)

6:30 p.m. - 7:15 p.m. **Reception**
National Press Club
529 14th Street, N.W.,
13th floor
(Across the street from the
Willard Hotel)

7:15 p.m. **Dinner**
National Press
Club Ballroom

Monday Evening Moderator

Julian J. Leavitt
Chairman of the Board, NAWGA
President
Sweet Life Foods, Inc.

Senator Trent Lott (R-MS)
(will discuss his transition from being the
House Republican Whip to becoming a
freshman Senator)

7:00 a.m. - 5:00 p.m. **Registration**
Elevator Lobby

7:00 a.m. - 12:00 p.m. **Congressional
Appointments
Scheduling**
James Buchanan Room

1:00 p.m. - 5:00 p.m. **Congressional
Appointments
Scheduling**
Room 1302
Longworth House
Office Building

Tuesday Morning Moderator

F.L. "Steve" Stephens
Chairman of the Board, NACS
Chairman of the Board
Town and Country Food Stores

7:45 a.m. - 9:15 a.m. **Public Affairs
Assembly Breakfast**
Willard Ballroom
(food service will stop
at 8:15 a.m.)

David S. Broder
Political Correspondent and Columnist
The Washington Post
(will give an insider's view of the
Washington political scene)

9:30 a.m. - 11:15 a.m. **Morning Session**
Willard Ballroom

Congressman Steve Bartlett (R-TX)
House Education and Labor Committee
(will share his expertise in lobbying
against Mandated Benefits; includes
legislative issues briefing with trade
association staff)

Governor Carroll Campbell (R-SC)
(will give a timely look at significant state
issues having national impact)

12:00 p.m. - 5:30 p.m. **Visits with
Members of Congress**
Capitol Hill

11:30 a.m. - 8:30 p.m. **Shuttle Busses** will
operate between the Hay-
Adams, Willard and
Capitol Hill.

****SPECIAL REMINDER****

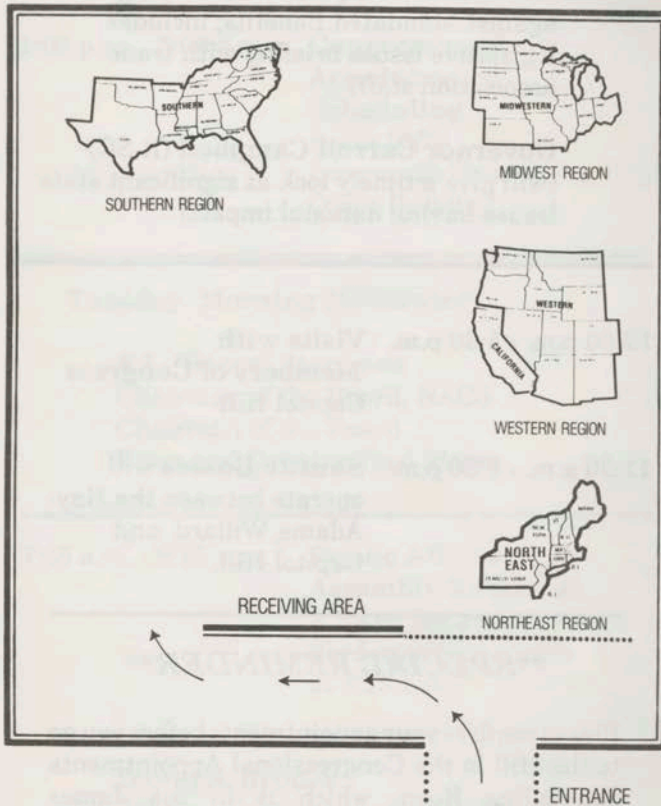
Please confirm your appointments before you go
to the Hill in the Congressional Appointments
Scheduling Room which is in the James
Buchanan Room of the Willard Inter-Continental
Hotel until 12:00 p.m. Then, the Congressional
Appointment Room moves to Capitol Hill,
Room 1302 in the Longworth House Office
Building.

5:30 p.m. - 7:30 p.m. **Congressional
Reception**
Longworth House Office
Building Cafeteria

CONGRESSIONAL RECEPTION AREA MAP

For the reception Tuesday, February 28 from 5:30 to 7:30 p.m. in the Longworth Cafeteria, regions will be designated so that you will be able to find your members of Congress more easily. Have a great time!

ASSEMBLY SPEAKERS...



Congressman Beryl Anthony



Beryl Anthony (D-Arkansas) is serving his fifth term in the House of Representatives. A member of the Ways and Means Committee, Congressman Anthony serves on the Subcommittees on Health and Oversight. In January, 1987, Anthony was elected by the House Democratic Members to serve as the chairman of the Democratic Congressional Campaign Committee. As chairman of the DCCC, Anthony automatically holds a seat on the House Steering and Policy Committee. From 1964 to 1965, Anthony was an assistant attorney general for the state of Arkansas and then served as deputy prosecuting attorney for Union County for four years. In 1970, he was elected prosecuting attorney for the 13th Judicial District and served three terms. Anthony entered private law practice in 1977 and served as general counsel for Anthony Forest Products, Inc., a family-owned business.

Congressman Steve Bartlett



Congressman Steve Bartlett (R-Texas) is now serving his third term as a member of the House of Representatives. Congressman Bartlett serves in the House Leadership as Deputy Whip, and is Ranking Minority Member of the Select Education Subcommittee of the House Education and Labor Committee. He is also a member of the Banking Committee where he serves on the financial institutions and housing subcommittees. In 1987, Bartlett was one of eleven House members named "Rising Stars" in Congress by *National Journal*, a respected national weekly. He was described by the magazine as an "insider" who "quickly learned the legislative ropes." His accomplishments include his key role in passage of the Secondary Mortgage Market Enhancement Act, the Fair Labor Standards Act Amendments of 1985, and the 1987 recapitalization and reform of the FSLIC. He also sponsored legislation enacted in 1986 to provide increased employment opportunities for disabled persons. Before he became a member of Congress, Bartlett was president and founder of a small manufacturing firm in Dallas.



David S. Broder is the national political correspondent and columnist for *The Washington Post*. Broder's twice-weekly syndicated column appears in more than 300 newspapers across America and abroad. In 1973 he won the Pulitzer Prize for Distinguished Commentary. Broder began his career in journalism as a reporter on the *Daily Pentagraph* in Bloomington, Illinois,

where he worked from 1953 to 1955. He then covered national politics for *Congressional Quarterly* from 1955 to 1960, for the *Washington Star* from 1960 to 1965 and for the *New York Times* from 1965 to 1966. Broder joined the *Washington Post* staff in 1966, and was named associate editor in 1975. An author of several books, David Broder has been a Fellow of the Institute of Politics at the John F. Kennedy School of Government at Harvard University and a Fellow of the Institute of Policy Sciences and Public Affairs at Duke University.

Governor Carroll A. Campbell Jr.



Governor Carroll A. Campbell Jr. is the 112th person to occupy the office of South Carolina Governor, and the second Republican to hold the office since Reconstruction. His political career began by helping a friend run for office in 1960. He was elected to the South Carolina House of Representatives in 1970 and re-elected in 1972, serving as assistant minority leader and as the first

Republican in a century to hold office on a standing committee. After losing a close 1974 race for lieutenant governor, Campbell served as executive assistant to Governor James B. Edwards, the first Republican governor in a century. In 1976, Campbell was elected to the South Carolina Senate. Elected to Congress in 1978 from the Fourth Congressional District, Campbell served for eight years until he became governor in 1986. He has been active in working for the handicapped, and has been honored for his work on behalf of small businesses.



Senate Minority Leader Robert Dole (R-Kansas), one of America's most-respected and best known leaders, has a distinguished record of public service that spans almost four decades. Bob Dole was first elected to the United States Senate in 1968, after serving four consecutive terms in the House of Representatives. Senator Dole has earned acclaim from the nation's busi-

ness community for his leadership on fiscal responsibility and tax reform. He is also highly respected by his Senate colleagues who unanimously reelected him to a third term as Senate Republican Leader on November 28, 1988. From his seat on the Senate Agriculture Committee, Senator Dole is instrumental in shaping policies that affect all aspects of the food industry. In particular, Senator Dole has had an active voice in the administration of the nation's food stamp program and was a leader in the battle against food stamp bank fees. Bob Dole entered public office for the first time at age 26 when he was elected to the Kansas House of Representatives. Two years later he became Russell County's prosecuting attorney, an office he held until his 1960 election to Congress. Senator Dole later became Republican National Chairman and President Gerald Ford's running mate in the 1976 Presidential election. Senator Dole is married to Elizabeth Hanford Dole, President Bush's new Secretary of Labor.

Senator Trent Lott



Senator Trent Lott (R-Mississippi) became a member of the United States Senate in 1988. One of America's most respected lawmakers, Lott served in the House of Representatives for seven terms before his election to the Senate. During his tenure in the House, Lott was chosen by his peers to serve as House Republican Whip, the second ranking member of his party's leader-

ship. Lott has won awards for his support of such issues as business, national defense and fiscal integrity. Senator Lott currently serves on the Committee on Armed Services, Committee on Commerce, Science and Transportation and Committee on Small Business. In addition, Lott serves on the Select Committee on Ethics. Before he entered the House of Representatives, Lott practiced law in Pascagoula and then served as administrative assistant to his predecessor, Congressman William M. Colmer from 1968 to 1972.



Senator James Sasser (D-Tennessee) serves as the Chairman of the Senate Budget Committee. Currently serving his third term in the United States Senate, Senator Sasser is also a member of the Appropriations, Government Affairs and Banking, Housing and Urban Affairs Committees. These committee assignments place Senator Sasser at the forefront of the economic debate currently going on in Congress. He has used his positions to help lower the country's growing budget deficit, fight for changes in economic policy and help business expand and create jobs. Senator Sasser has been active in Democratic politics since 1960 when he served as a regional youth director in the late Tennessee Senator Estes Kefauver's campaign. Sasser served as chairman of the Tennessee State Democratic Executive Committee from 1973 until his election to the Senate in 1976. Before becoming a United States Senator, Jim Sasser practiced law as a member of the firm of Goodpasture, Carpenter, Woods and Sasser in Nashville.

currently going on in Congress. He has used his positions to help lower the country's growing budget deficit, fight for changes in economic policy and help business expand and create jobs. Senator Sasser has been active in Democratic politics since 1960 when he served as a regional youth director in the late Tennessee Senator Estes Kefauver's campaign. Sasser served as chairman of the Tennessee State Democratic Executive Committee from 1973 until his election to the Senate in 1976. Before becoming a United States Senator, Jim Sasser practiced law as a member of the firm of Goodpasture, Carpenter, Woods and Sasser in Nashville.

CONGRESSIONAL HILL APPOINTMENTS SCHEDULING

Monday, February 27

3:00 p.m. - 6:00 p.m. **James Buchanan Room**
Willard Hotel

Tuesday, February 28

7:00 a.m. - 12:00 p.m. **James Buchanan Room**
Willard Hotel

1:00 p.m. - 5:00 p.m. **Hill Appointments/
Lounge**
Room 1302
Longworth House
Office Building

****SPECIAL REMINDER****

Appointment times and places may change at the last moment. Before you go up to the Hill, please confirm appointments by visiting the Congressional Hill Appointments Scheduling Room or by calling your member of Congress at **224-3121** (Capitol Switchboard).

Please remember to complete the congressional visit evaluation forms and return them to any FMI, NACS, or NAWGA staff member.

SHUTTLE SCHEDULE

KEY TELEPHONE NUMBERS

Monday, February 27

- 12:30 p.m. - 2:30 p.m. Hay-Adams Hotel to the Willard Hotel
- 4:30 p.m. - 5:45 p.m. Willard Hotel to the Hay-Adams Hotel
- 5:45 p.m. - 7:30 p.m. Hay-Adams Hotel to the National Press Club
- 8:30 p.m. - 10:00 p.m. National Press Club to the Hay-Adams Hotel
-

Tuesday, February 28

- 7:00 a.m. - 9:00 a.m. Hay-Adams Hotel to the Willard Hotel
- 11:30 a.m. - 5:00 p.m. Continuous shuttle service from the Willard Hotel to Capitol Hill. If you are staying at the Hay-Adams, please alert the driver.
- 5:00 p.m. & 5:15 p.m. Special Pick-ups at the Hay-Adams Hotel to the Longworth House Office Building. (All other departures to the Longworth Cafeteria will be from the Willard.)
- 5:00 p.m. - 6:30 p.m. Willard Hotel to the Longworth House Office Building
- 6:30 p.m. - 8:30 p.m. Longworth House Office Building to the Willard Hotel/Hay-Adams Hotel
-

****SPECIAL REMINDER****

See map in center of program for specific shuttle stops on Capitol Hill.

Capitol Hill Appointments Desk and Lounge

February 28 - 1:00 p.m. - 5:00 p.m.
Room 1302
Longworth House Office Building
679-1598

Capitol Switchboard - 224-3121
(to reach any Congressional Office)

Hay-Adams Hotel - 638-6600

Willard Inter-Continental Hotel - 628-9100
(ask for Public Affairs Assembly Registration Desk)

Public Affairs Assembly Registrants

(As of February 21, 1989)

7-Eleven Stores

427 Lawndale Drive
Salt Lake City, UT 84107
801-487-4961

TREMBLAY, Art
District Manager

A & S Inc.

15 E. 15th Street
Litchfield, MN 55355
612-693-7246

CARON, Vincent and Ruth
President

ABCO Markets Inc.

3001 W. Indian School Road
Phoenix, AZ 85017
602-264-8103

HILL, Ed
President & CEO

JENNINGS, Rich
Vice President, Administration

Ahold USA, Inc.

300 Interpace Parkway
Parsippany, NJ 07054
201-299-6590

RISO, Nick
Executive Vice President,
Retail Operations

L. T. Acosta Co. Inc. Food Brokers

P.O. Box 19309
Jacksonville, FL 32245
904-739-2353

SIMS, H. C.
Senior Vice President,
Secretary/Treasurer

Akron Food Dealers Association

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Akron, OH 44306
216-724-3592

WERAB, Alfred and Thelma
Executive Director

Alabama Retail Association

P.O. Box 1909
Montgomery, AL 36103
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MATTHEWS, Pete
Legislative Liaison

MCDONALD, Charles and
Elaine
Executive Director

Albertson's, Inc.

P.O. Box 20
Boise, ID 83726
208-385-6250

RUDD, Gerald R.
Senior Vice President, Human
Resources

Allen's Super Save

1950 N. State
Orem, UT 84057
801-225-5114

ALLEN, Steve
Owner

American Institute of Food Distribution

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Fair Lawn, NJ 07410

RENGSTORFF, Jack
Managing Editor

American Retail Federation

1616 H Street, NW #600
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UDELL, Jerry and Marilyn
Vice President, Government
Affairs

American Stores Company

19100 Von Karman #500
Irvine, CA 92715
714-476-4491

MILLER, Michael
Senior Vice President,
Administration

American Superstores, Inc.

One Pike Creek Center
P.O. Box 5670
Wilmington, DE 19808
302-998-2102

SCOTT, Jonathan L.
Chairman & CEO

STEWART, Alan D.
President

ANCO Management Services, Inc.

202 North Court Street
 Florence, AL 35630

DAUGHERTY, Gerald

Anheuser-Busch Companies, Inc.

One Busch Place
 St. Louis, MO 63118
 314-577-4618

FORTH, Rodney D.
 Director, Government Affairs

Associated Food Dealers of Michigan

18470 W. Ten Mile Road
 Southfield, MI 48075
 313-557-9600

SARAFA, Joseph D. and Kelley
 Executive Director

Atlantic Food Services

13000 Livingston Road
 Manassas, VA 22110
 703-361-0000

EACHO, William C.
 Chairman & CEO

Baessler's

1101 S. 25th
 Terre Haute, IN 47803
 812-232-2498

BAESLER, Robert and Julie
 Regional Vice Chairman

Bargain Town U.S.A.

140 W. Oxmoor Road
 Birmingham, AL 35209
 205-941-2287

BARSTEIN, Rodney
 President

Be-Lo Foods

4603 Cape Henry Avenue
 Norfolk, VA 23513
 804-855-1021

WICH, Robert T. and Gini
 President & CEO

Belk Stores

2801 West Tyvola Road
 Charlotte, NC 28217
 704-357-1000

GREEN, John L.
 Senior Vice President

Bellettini's Red Fox Foods

245 S. Broadway
 Coal City, IL 60416
 815-634-4477

BELLETTINI, Richard
 Owner

Big Bear Stores Company

770 W. Goodale Blvd.
 Columbus, OH 43212
 614-464-6640

BENNETT, Karen
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Big V Supermarkets, Inc.

176 North Main Street
 Florida, NY 10921
 914-651-4411

KRBEC, James N.
 Vice President, Human Resources

Big Y Foods, Inc.

1330 Carew Street
 Springfield, MA 01104
 413-788-7351

D'AMOUR, Charles L.
 Senior Vice President, General Counsel

BMT Publications Inc.

254 West 31st St.
 New York, NY 10001
 212-594-4120

HALPERT, Hedy
 President

Bookland Stores

2512 Commerce Square West
 Birmingham, AL 35210

ANDERSON, Clyde
 President

Borman's, Inc.

P.O. Box 33446
 Detroit, MI 48232
 313-270-1111

BORMAN, Gilbert
 Director, Public Relations

BORMAN, Paul and Marlene
 President

Bozzuto's, Inc.

275 Schoolhouse Road
 Cheshire, CT 06410
 203-272-3511

ZATINA, Thomas
 Vice President of Human Resources

Bruno Food Stores

P.O. Box 2486
 Birmingham, AL 35201
 205-940-9400

BRUNO, Ronald
 President

Buckeye Village IGA

1800 W. State Street
 Alliance, OH 44601
 216-456-1163

BAIR, Gary
 Manager

Busy Bee Food Stores Inc.

P.O. Box B
 W. Oneonta, NY 13861
 607-432-6633

SENG, Robert E.
 President

C.F.M. Enterprises Inc.

RD #4 Ushers Road
 Northway #10 Professional Bldg.
 Ballston Lake, NY 12019
 518-877-8548

MERCER, James C.
 President & CEO

Caito Foods Service

3120 N. Post Road
 Indianapolis, IN 46226
 317-897-2009

CAITO, Philip and Brigett
 President

California Grocers Association

906 G Street #700
 Sacramento, CA 95814
 916-448-3545

COSTA BUCHMAN, Doris
 Vice President

BEAVER, Don and Karen
 President

California Retailers Association

1127 11th Street, Suite 1030
 Sacramento, CA 95814

HOWE, Les and Virginia
 Vice President, Government Affairs

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47th Floor, Petro Canada Centre
 150 6th Avenue, SW
 Calgary, Alberta T2P 2J6,
 Canada
 403-260-8614

WATERS, James A.
 Public Affairs Department
 Manager

Canada Safeway Limited

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 Vancouver, B.C. V6B 4J2,
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 604-687-4833

BELL, Donald H.
 Public Affairs Manager

Canadian Council of Grocery Distributors

750 Laurentien Boulevard, #475
 Saint-Laurent, Quebec H4M
 2M4, CANADA
 514-747-6566

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 Claudette
 President & CEO

BURN, Janet
 National Director,
 Communications, Member
 Services

Cash & Carry Foods, Inc.

P.O. Box 888
 Welsh, LA 70591
 318-734-2821

FRUGE, Hugh
 Vice President & General
 Manager

Central Ohio Retail Grocers Association

1029 Harrisburg Pike
 Columbus, OH 43223
 614-276-4193

DE GARMO, Terry
 President

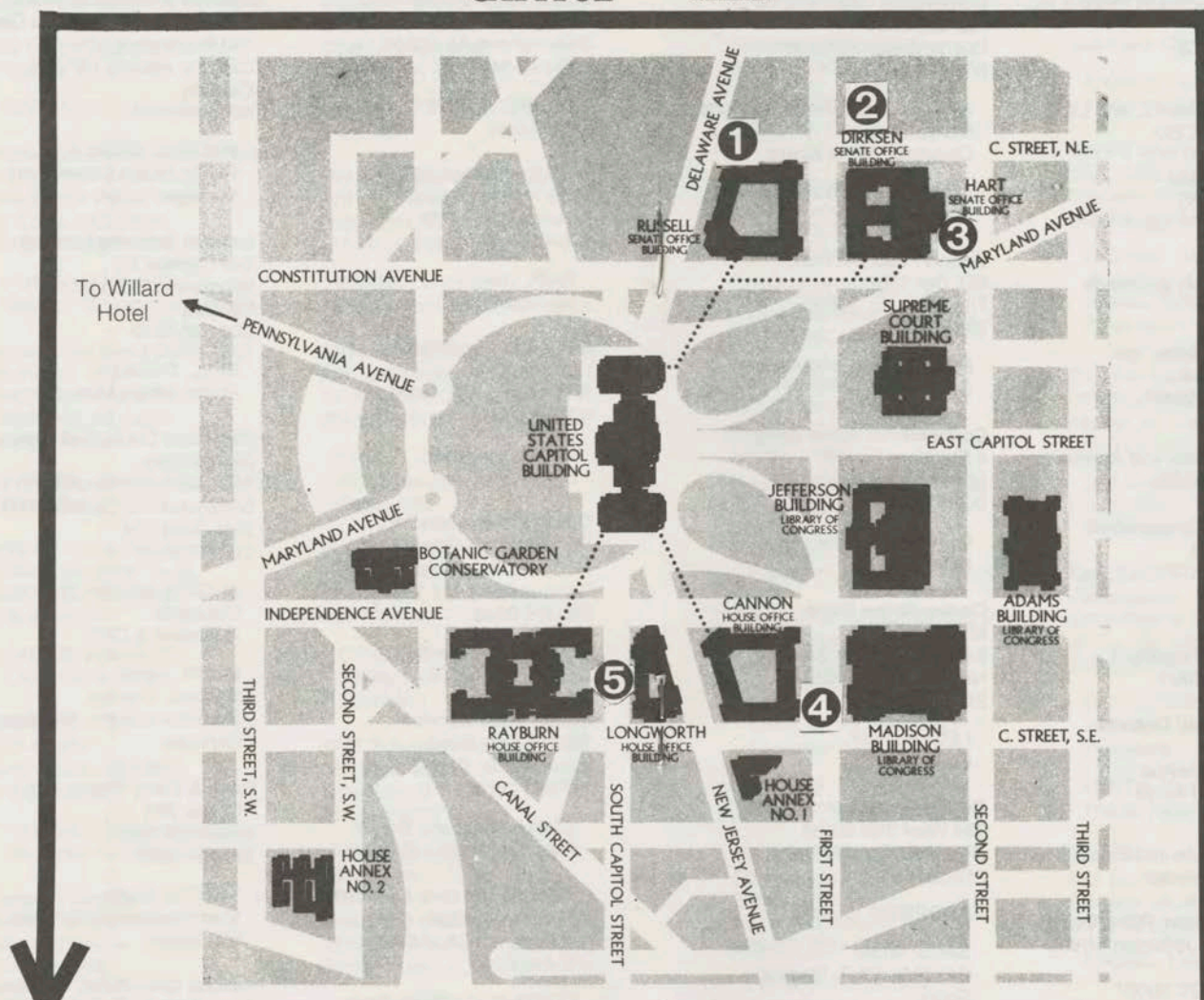
SOUTAR, Sammi
 Executive Director

Certified Grocers of California, Ltd.

2601 S. Eastern Avenue
 Los Angeles, CA 90040
 213-723-7476

DILL, Donald W. and Barbara
 Senior Vice President,
 Administration

CAPITOL HILL



SHUTTLE ROUTE

Tuesday, February 28
 11:30 a.m. - 5:00 p.m.

Vans start from the front entrance of the Willard Hotel to Capitol Hill, then shuttle among House and Senate Buildings (and the Hay-Adams Hotel and Willard Hotel as needed) in the order of the numbered stops shown on the map.

- Stop 1** - Russell Senate Office Building
 Corner of Delaware Ave. and C St.
- Stop 2** - Dirksen Senate Office Building
 Corner of First St. and C St.
- Stop 3** - Hart Senate Office Building
 Maryland Ave. Exit

Stop 4 - Cannon House Office Building
 Corner of First St. and C St.

Stop 5 - Longworth House Office Building
 South Capitol St. Exit

6:30 p.m. - 8:30 p.m.

After the Capitol Hill Reception, the shuttles will make as many trips as necessary from the Longworth House Office Building (from **stop 5**) back to the Willard Hotel/Hay-Adams Hotel.

NOTE: STOP 5 is also the South Capitol St. entrance to the Longworth House Office Building - the best one for getting to the Cafeteria for the Capitol Hill Reception. Go to the right, a short distance down the hallway - it is on the same floor as the entrance.

Certified Grocers of Florida Inc.
P.O. Box 1510
Ocala, FL 32678
904-245-5151

HOLLRAH, Jack L. and Liz
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Christy's Market
R.D. 3 Box 7065
Ellwood City, PA 16117
412-758-1010

SPOA, Christy and Nada
Owner

Christy's Markets, Inc.
22 Christy Drive
Brockton, MA 02401
617-698-4130

MIHOS, Christy and Andrea
President & CEO

The Circle K Corporation
P.O. Box 52084
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602-229-8776

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Partner

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Senior Labor Attorney

SILVERMAN, Richard and
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Colorado Retail Council
655 Broadway #475
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303-894-9453

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Community Cash Stores
P.O. Box 5688
Spartanburg, SC 29304
803-576-0260

LITTLEJOHN, Broadus Jr. and
Margaret
Chairman of the Board

LITTLEJOHN, Broadus R., III
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BATTAGLIOLA, Monica
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617-828-4900

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JENSEN, Richard A.
President, Retail Operations

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New Rochelle, NY 10801
914-576-1820

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Chairman & CEO

MOORE, Mary S.
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Dairy Mart Convenience Stores, Inc.
240 South Road
Enfield, CT 06082
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& CFO

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Louisville, KY 40232
502-451-3800

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President

Dan's Foods
4527 S. 2300 East
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PARRIS, Daniel
Vice President, Operations

Dave's Shurway
1335 Clifty Drive
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812-273-5092

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Indiana Retail Grocers
Association

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116 Pinebrook Drive West
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205-344-3966

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and Tillie
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216-494-2302

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and Jan
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SMITH, Richard L. and Edna
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P.O. Box 99
Cowarts, AL 36321
205-793-2844

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2525 N. Limestone Street
Springfield, OH 45501
513-390-1320

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Corporate Manager, Training &
Development

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Harvey, IL 60426
312-849-7171

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Owner

Farm Fresh, Inc.
 P.O. Box 1289
 Norfolk, VA 23501
 804-480-6850

MAYO, Susan T.
 Vice President, Consumer
 Affairs & Public Relations

Fast Stop Markets

330-A McNab
 San Manuel, AZ 85631
 602-385-2359

STOVER, Vern and Kay
 Owner

Fiesta Mart Inc.

2300 N. Shepherd
 Houston, TX 77008

BONHAM, Donald L.
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WOODWARD, Jim
 Personnel Manager

**First National Supermarkets,
 Inc.**

17000 Rockside Road
 Maple Heights, OH 44137
 216-587-7100

BOGOMOLNY, Richard J.
 Chairman & CEO

**First National Supermarkets,
 Inc.**

500 North Street
 Windsor Locks, CT 06096
 203-627-2955

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 Director, Government Affairs

Craig Fisher & Co.

P.O. Box 47
 Kaysville, UT 84037
 801-544-0187

FISHER, Craig
 Owner

The Fleming Companies, Inc.

P.O. Box 26647
 Oklahoma City, OK 73126
 901-325-4243

BURHOP, Gary L.
 Director of Public Relations

WERRIES, E. Dean
 President & CEO

Florida Retail Federation

P.O. Box 10024
 Tallahassee, FL 32302
 904-222-4082

KUNDRAT, William
 President & General Manager

W. Lee Flowers & Co.

Box 919
 Lake City, SC 29560
 803-389-2731

JOHNSON, W. Henry
 Executive Vice President

Flying J

P.O. Box 678
 Brigham City, UT 84302
 801-734-9416

VINCENT, Scott
 Director, Merchandise
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Food 4 Less

3520 Spencer Highway
 Houston, TX 77504
 713-941-3212

WONG, Richard and Diane
 President

Food 4 Less

1500 W. 3500 South
 West Valley City, UT 84119

SMITH, Doris
 Vice President

Food Circus Supermarkets

835 Highway 35
 Middletown, NJ 07748
 201-671-1486

AZZOLINA, Joseph
 President

**Food Industry Association
 Executives**

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 Washington, DC 20036
 202-296-8951

BERGMAN, William S.
 Executive Director

Food Lion, Inc.

2110 Executive Drive
 Salisbury, NC 28145
 704-633-8250

SMITH, Tom and Martha
 President & CEO

WATKINS, Vincent G. and Ann
 Vice President, Special
 Projects & Development

**Food Retailers Association of
 South Carolina**

P.O. Box 7007
 Columbia, SC 29202
 803-256-7351

PLATT, William D.
 Executive Director

Food World

P.O. Box 1237
 Williamsburg, KY 40769
 606-549-3338

ALLNUTT, Danny C.
 Chairman, Kentucky Grocers
 Association

Fred's Great Valu

204 W. Jefferson
 Madison, GA 30650

LIGON, Tim
 Treasurer

Furr's, Inc.

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 Lubbock, TX 79408
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 Consultant

HURMENCE, Bob
 Vice President, Public Affairs

Gateway Foods, Inc.

P.O. Box 1957
 LaCrosse, WI 54602
 608-785-1330

RING, David W.
 Government Affairs Coordinator

Gateway IGA

Box 177
 Caldwell, OH 43724
 614-732-5326

BROWN, Jon and Judy
 Chairman, Ohio Grocers
 Association

**Georgia Association of
 Convenience Stores**

3040 Riverside Drive,
 Bldg. C, Ste. 3
 P.O. Box 7776
 Macon, GA 31209
 912-474-1096

THORPE, Barron
 President

TUDOR, Jim
 Director, Government Relations

Gerland's Food Fair

2541 Gessner
 Houston, TX 77080
 713-462-9030

GERLAND, Jody
 Executive Vice President

Giant Food Inc.

P.O. Box 1804
 Washington, DC 20013
 301-341-4797

OLSON, Roger D.
 Senior Vice President

SCHER, Barry F.
 Vice President, Public Affairs

**Globe Communications
 Corporation**

5401 NW Broken Sound
 Boulevard
 Boca Raton, FL 33431
 407-997-7733

GILLIS, James R.
 Executive Vice President

**Golden Pantry Food
 Stores, Inc.**

160 Alps Road
 Athens, GA 30606
 404-549-4945

GRIFFITH, Calvin T.
 President

The Grand Union Company

201 Willowbrook Blvd.
 Wayne, NJ 07470

VAILLANCOURT, Donald C.
 Corporate Vice President of
 Communications

**The Great A & P Tea
 Company, Inc.**

2 Paragon Drive
 Montvale, NJ 07645
 201-930-4236

ROURKE, Michael J.
 Vice President,
 Communications/Corporate
 Affairs

VITULLI, William J.
 Vice President, Government &
 Community Affairs

Great Scot, Inc.
 600 Cleveland Street #970
 Clearwater, FL 34615
 813-443-7659

CHEEK, Michael C.
 House Counsel

The Greater Washington Board of Trade
 1129 20th Street, NW
 Washington, DC 20036
 202-857-5900

CURTIS, Garry R.
 Manager, Retail Bureau

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 Gadsden, AL 35999
 205-549-0644

GREGERSON, Peter V.
 President

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GATTY, Bob
 Bureau Chief

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MCKENZIE, Michael K.
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 Sandy
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SWEENEY, David S.
 President

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DEMOSS, John
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GIBBS, Geoff
 President

PICKERING, Chris and Jo
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Vice President

SAMAR, Paul and Ann Marie
Director of Marketing

**Youngstown Area Grocers
Association**
4140 Market Street
Youngstown, OH 44512
216-782-4426

BURKEY, Charles and Erna
Executive Director

Notes

Congress 101

Preparing a New Course

1989 PUBLIC AFFAIRS ASSEMBLY

February 27-28

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1750 K Street, NW
Washington, DC 20006
(202) 452-8444

NAWGA

National-American
Wholesale Grocers' Association

National-American
Wholesale Grocers' Association
201 Park Washington Court
Falls Church, VA 22046
(703) 532-9400

NACS

National Association
of Convenience Stores

National Association
of Convenience Stores
1605 King Street
Alexandria, VA 22314
(703) 684-3600

101ST CONGRESS DIRECTORY





ISSUE BRIEF

MINIMUM WAGE

BACKGROUND

Legislation to increase the minimum wage from the current \$3.35 an hour to \$4.65 an hour (a 39 percent increase) over a 25-month period will be considered again this year. Proponents of an increase argue that the wage should go up because it has not been increased since January 1981. At that time, some 7.8 million workers (15 percent of all hourly wage workers) were receiving the minimum wage of \$3.35 an hour. Since then, while the wage has remained unchanged, the number of workers earning the minimum wage has been reduced to 4.7 million workers, only about 4 percent of the hourly workforce. At the same time over 17 million new jobs have been created.

Proponents of an increase also argue that a head of a household of four working full time at the minimum wage earns less than the federally defined poverty level for that household. That's true. But that is not a description of the vast majority of minimum wage earners. Of the 4.7 million minimum wage earners, only 14 percent, 658,000, are heads of households with dependents. Eighty-two percent are in families with incomes above the poverty level. A recent study of the retail industry shows that 70 percent of those earning under \$4.65 an hour are in families with earnings of at least twice the poverty level, while only 10 percent are from families with earnings below the poverty level. Twenty percent are in families with income over \$50,000 a year. The overwhelming characteristic of these workers is their youth and inexperience. According to the Bureau of Labor Statistics, sixty percent are under 25. Nearly two-thirds are part-time workers. Some 80 percent are in households with another worker.

STATUS

In the closing days of the 100th Congress, legislation to increase the minimum wage died on the Senate floor when the Democratic leadership withdrew the bill from floor consideration after two attempts to shut off debate failed to attract the necessary 60 votes. During the Senate floor debate, opponents of the legislation, led by Senator Orrin Hatch (R-UT), argued that a more reasonable approach would be to increase the wage much more modestly and to provide for a training or "new-hire" wage for the first 90 days of employment at eighty to eighty-five percent of the minimum wage. President Bush, during the campaign, and more recently, has supported a similar approach.

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Minimum Wage

2

On January 3, Reps. Augustus Hawkins (D-CA) and Austin Murphy (D-PA) introduced H.R. 2, the "Fair Labor Standards Amendments of 1989." The bill calls for increases in the federal wage to \$3.85 per hour on January 1, 1990, \$4.25 per hour on January 1, 1991 and \$4.65 per hour on January 1, 1992. In addition, the bill would establish a five-person Minimum Wage Review Board Commission to recommend to the Congress bi-annually a wage rate to become effective on January 1 of each odd year.

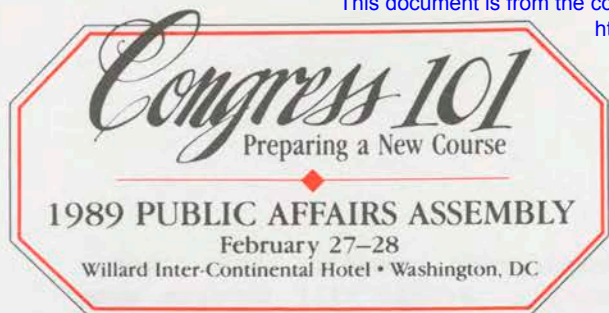
The Senate version of the bill "The Minimum Wage Restoration Act of 1989" (S.4), introduced January 25 by Sens. Kennedy and George Mitchell (D-Maine) calls for the same increases, but has no provision for creation of a commission. The minimum wage legislation is expected to be considered early in the 101st Congress.

POSITION

We oppose the Kennedy-Hawkins minimum wage bill. We believe the bill would fail to achieve its goal of helping the working poor. According to a study done for the Retail Industry Task Force on the Minimum Wage, this proposal will result in the loss of almost 900,000 jobs in three years, forty-one percent of them in the retail industry. Unskilled, low wage earners will bear the brunt of the job loss and cost of living increases that result.

The proposed minimum wage increase must be considered in the context of the many other mandated benefits proposals currently pending in Congress. This minimum wage increase combined with Senator Kennedy's proposed mandated health insurance would increase the cost of a full-time worker by over forty percent and of a 20 hour a week worker by over sixty percent. Another recent study showed that the ripple effect of the increase would raise total labor costs by some \$48 billion.

If the minimum wage is to go up, it is essential that the increase be accompanied by a "new-hire" or training wage for the first 90 days of employment to help minimize the job loss that will result from the increase.



ISSUE BRIEF

TAX ISSUES

THE BUDGETARY SITUATION

The central and most important domestic and economic issue facing the 101st Congress is the budget deficit. This issue will drive tax policy and will influence all related economic, fiscal and other proposals. President Reagan's last budget--for fiscal year 1990--was sent to the Congress on January 9, 1989. President Bush presented his budget blueprint to a joint session of Congress on February 9. His principal tax proposal was to restore a preferential tax rate of 15% maximum on certain capital assets held for three years or longer. The assets would not include so-called "collectibles", such as works of art, etc., nor would it include depreciable or depletable property. The holding period would be phased in gradually--more than one year for assets sold in 1989, 1990, 1991, 1992; two years for assets sold in 1993 and 1994; and three years thereafter. There would be a 100 percent exclusion for assets of a taxpayer with an adjusted gross income of less than \$20,000. In general, the exclusion would be for 45 percent of the gain on a qualified asset. Ways and Means Committee Chairman Rostenkowski has already expressed his strong opposition to the capital gains proposal. Other tax proposals include permanent research and education tax credits, energy tax incentives, enterprise zone tax incentives, repeal of airport and airway tax triggers, extension of the telephone excise taxes, and a child tax credit and refundable child and dependant care tax credit for low-income taxpayers. The speaker has set April 15 as the target date for the House Concurrent Budget Resolution. Thus, the budget and tax picture for 1989 as of this writing will not become clear until later this year.

There are several factors which will influence these tax, fiscal and economic discussion in 1989. The Gramm/Rudman/Hollings deficit reduction act imposes deficit reduction targets which must be met. If these targets are not met by August or September, then an automatic "sequester" will go into effect in October. This deadline may force the Congress and the new Administration to take appropriate deficit reduction action by the end of summer or early fall. Another factor which may well trigger action is the statutory debt ceiling which will be exceeded later this year unless it is extended. Finally, and probably most important of all, the course of the economy during the next few months will influence many decisions. All these matters loom above any large specific tax decisions. The decision as to whether and to what extent there may be substantial revenue increases in 1989 will not become clear until later this year.

EXPIRING TAX PROVISIONS

There are a number of expiring tax provision which will become issues in 1989, including but not limited to, Targeted Jobs Tax Credit, educational

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Tax Issues

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assistance, legal services, research and development credits, and others. Whatever tax action is taken as part of an economic package will involve some discussion and/or action on many expiring provisions. Again, overhanging all these matters is resolution of the budget deficit situation.

POSITION

We are opposed to tax increases and particularly opposed to tampering with or changing the tax rates embodied in the Tax Reform Act of 1986. Any tax proposals which would affect the rates should be carefully examined and, if revenue-neutrality of such a proposal would require changing the tax rates, then it should be opposed.



ISSUE BRIEF

SECTION 89 NON-DISCRIMINATION RULES FOR FRINGE BENEFITS

BACKGROUND

Buried in the Tax Reform Act of 1986 was a provision revising Section 89 of the Internal Revenue Code, providing for new "non-discrimination" rules for health and life and other benefits offered to employees. The new Section 89 requires employers to conduct a series of complicated tests to determine if their health, life and disability insurance plans discriminate in favor of their "highly compensated" employees. The Section 89 tests require more than equal access to benefits; equal participation by categories of employees is also required. Even before employers can "test" their plans, they must gather and evaluate a massive amount of information. First, they must identify all the company's plans. This isn't as easy as it sounds because every coverage that differs from other offered coverages is considered a separate plan and must be tested separately. In other words, employee-only coverage is considered a separate plan from family coverage. Plans are also considered separately if they provide different levels of employee contribution or different coinsurance or deductible levels.

After all the plans are identified, each plan's value must be determined--no easy task because the Internal Revenue Service has yet to issue any explanatory rules. Then the employees participating in each plan must be identified and classified into categories--highly compensated, non-highly compensated and those who need not be counted (e.g., employees under age 21 or working 17-1/2 hours a week or less).

Under the new rules, when a benefit plan is discriminatory, the discriminatory portion of the benefit provided to a highly compensated employee will be included in the employee's gross income for tax purposes. There is no penalty to the employer unless the highly compensated employees are not given notice of the additional income to them (in other words, their W-2 should reflect the additional income).

STATUS

The rules became effective for plan years beginning on or after January 1, 1989. However, the IRS has still not issued implementing regulations. Representative John LaFalce (D-N.Y.), Chairman of the House Committee on Small Business, has introduced H.R. 634 to repeal the revised Section 89. It already has over 100 co-sponsors. A number of other bills have been introduced to delay section 89's effective date.

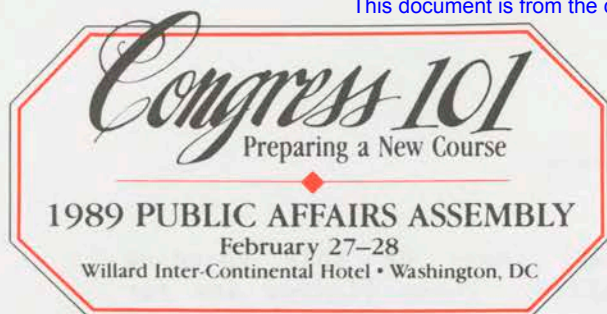
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Section 89

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POSITION

Section 89 should be repealed. While few would argue about the goal of non-discrimination in fringe benefits, Section 89 is just too complex and difficult to administer. The data gathering and test processes are so bewildering that they exceed the capabilities of most businesses, large and small. As a result, the major beneficiaries of this law will be the army of consultants that will be retained to help companies comply with the law. These increased costs will result in reduced benefits, not in their expansion as the law intends.



ISSUE BRIEF

MANDATED HEALTH INSURANCE

BACKGROUND

There are about 37 million Americans without health insurance. Concerns about this group's access to adequate health care have led to a fevered debate over the best way to provide the uninsured with quality health care. With the federal government facing large budget deficits, many are looking to the employer community to provide this coverage. One reason for this is the obvious success of our employer-based insurance system. Employers voluntarily provide coverage to approximately 132 million Americans--84 percent of the total private health coverage in this country. Still, about one-half of the uninsured are steadily employed workers and their dependents. In the 100th Congress, Sen. Edward Kennedy (D-MA) introduced S. 1265 the Minimum Health Benefits for All Workers Act. This legislation mandates that all employers provide all employees working 17-1/2 hours a week with a specified level of health insurance, as follows:

The coverage must include: hospital care, physician care, diagnostic tests, prenatal and well-baby care and catastrophic coverage. Deductibles are limited, as are co-payments. Employers must pay eighty percent of premiums, and the whole premium for employees making less than \$4.19 an hour (indexed for inflation). Individuals with pre-existing conditions may not be excluded from the plan. Employees would have to accept the coverage. Coverage for dependents could only be waived if the employee can show they are covered from another source. Small businesses would be required to purchase coverage from a regional carrier certified by the government. The Congressional Budget Office estimated that this mandated insurance coverage would cost some \$27 billion. The Institute for Research and Taxation estimated the cost at \$100 billion.

STATUS

Senator Kennedy was unable to attract enough support to have his bill considered by the Senate in 1988. The House version of the bill never even received committee consideration. Similar legislation has been enacted in Massachusetts and is being phased in. Senator Kennedy is expected to reintroduce his mandated health insurance bill in March of 1989.

POSITION

We strongly oppose mandated health insurance. It is a totally ill-concerned and misguided concept. Mandated health insurance will only aggravate the real problem with health care in this country--which is COST. Total U.S. spending on health care reached \$550 billion last year (up 10.5% from

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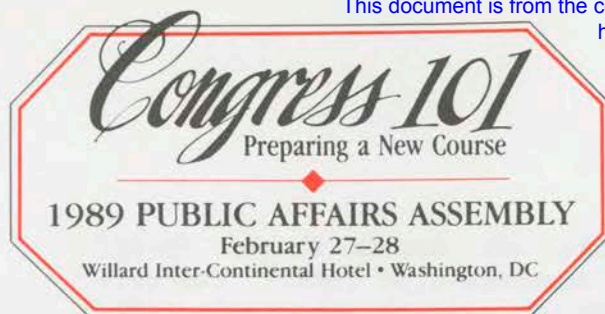
Mandated Health Insurance

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1987), accounting for 11.5% of GNP. Business' share of this spending amounted to approximately 45% of operating profits. These figures are far higher than for any other industrialized nation. Despite this, Americans' general level of health does not compare well with most other advanced nations. It is predicted that we will be spending one and one-half trillion dollars on health care by the year 2000--15% of GNP.

Employers are already bearing the brunt of these costs. A 1987 survey by FMI showed the average employer cost of providing health insurance for hourly employees to be over \$2,000 a year. This bill would require that all part-timers working at least 17-1/2 hours per week be included in employers' health plans. This would mean coverage for (1) a student working a summer job; (2) a student working his or her way through school; and, (3) a dependent of another worker who has family coverage. The cost of a 20 hour a week worker would go up 62%, using Senator Kennedy's own unrealistically low cost estimate.

Mandated health insurance proponents are essentially giving up controlling health care costs. They want to provide a blank check to the health care community without any attempt at COST CONTROL. What's worse, if this legislation passes, health care costs will be buried in the cost of groceries, cars, clothes, etc. Health care inflation will be assured for the foreseeable future. And employees will face reduced non-health benefits, lower wage scales and fewer jobs as a result.



ISSUE BRIEF

MINIMUM WAGE

BACKGROUND

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Minimum Wage

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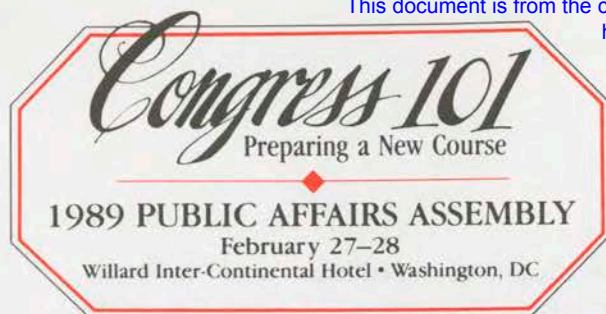
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ISSUE BRIEF

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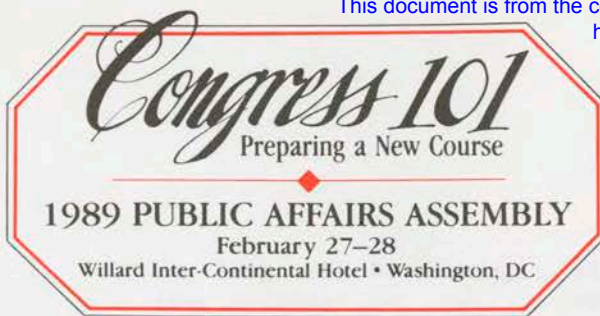
Tax Issues

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ISSUE BRIEF

SECTION 89 NON-DISCRIMINATION RULES FOR FRINGE BENEFITS

BACKGROUND

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Section 89

-2-

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Section 89 should be repealed. While few would argue about the goal of non-discrimination in fringe benefits, Section 89 is just too complex and difficult to administer. The data gathering and test processes are so bewildering that they exceed the capabilities of most businesses, large and small. As a result, the major beneficiaries of this law will be the army of consultants that will be retained to help companies comply with the law. These increased costs will result in reduced benefits, not in their expansion as the law intends.



ISSUE BRIEF

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Mandated Health Insurance

-2-

1987), accounting for 11.5% of GNP. Business' share of this spending amounted to approximately 45% of operating profits. These figures are far higher than for any other industrialized nation. Despite this, Americans' general level of health does not compare well with most other advanced nations. It is predicted that we will be spending one and one-half trillion dollars on health care by the year 2000--15% of GNP.

Employers are already bearing the brunt of these costs. A 1987 survey by FMI showed the average employer cost of providing health insurance for hourly employees to be over \$2,000 a year. This bill would require that all part-timers working at least 17-1/2 hours per week be included in employers' health plans. This would mean coverage for (1) a student working a summer job; (2) a student working his or her way through school; and, (3) a dependent of another worker who has family coverage. The cost of a 20 hour a week worker would go up 62%, using Senator Kennedy's own unrealistically low cost estimate.

Mandated health insurance proponents are essentially giving up controlling health care costs. They want to provide a blank check to the health care community without any attempt at COST CONTROL. What's worse, if this legislation passes, health care costs will be buried in the cost of groceries, cars, clothes, etc. Health care inflation will be assured for the foreseeable future. And employees will face reduced non-health benefits, lower wage scales and fewer jobs as a result.

SECTION 89

Senate Co-Sponsors

S. 89

Steve Symms (R-ID)

(One-year Delay of Section 89)

William Armstrong (R-CO)
Rudy Boschwitz (R-MN)
Thad Cochran (R-MS)
Robert Dole (R-KS)
E.J. (Jake) Garn (R-UT)
Charles E. Grassley (R-IA)
Orrin G. Hatch (R-UT)
Jesse A. Helms (R-NC)
James Jeffords (R-VT)
Nancy L. Kassebaum (R-KS)
Robert W. Kasten (R-WI)
Trent Lott (R-MS)
Richard G. Lugar (R-IN)
James A. McClure (R-ID)
Larry Pressler (R-SD)
Malcolm Wallop (R-WY)
John Warner (R-VA)

Total Co-Sponsors = 17

S. 350

Trent Lott (R-MS)

(Repeal of Section 89)

William Armstrong (R-CO)
Jesse Helms (R-NC)
Robert W. Kasten (R-WI)
James A. McClure (R-ID)
Don Nickles (R-OK)
Steve Symms (R-ID)

Total Co-Sponsors = 6

2/23/89

SECTION 89
Co-Sponsors of H.R. 634
John J. LaFalce (D-NY)
(To repeal Section 89)

Alabama

Tom Bevill (D)
Sonny Callahan (R)
Ben Erdreich (D)

Arizona

John Paul Hammerschmidt (R)
Jim Kolbe (R)
Jon Kyl (R)
John J. Rhodes III (R)
Bob Stump (R)

California

Tom Campbell (R)
C. Christopher Cox (R)
Bill Dannemeyer (R)
David Dreier (R)
Elton Gallegly (R)
Wally Herger (R)
Robert J. Lagomarsino (R)
Dana Rohrabacher (R)
Norman Shumway (R)
Esteban Edward Torres (D)

Colorado

Joel Hefley (R)
Dan Schaefer (R)

Connecticut

John G. Rowland (R)
Christopher Shays (R)

Florida

Bill Grant (R)
Earl Hutto (D)
Andy Ireland (R)
Craig T. James (R)
Bill McCollum (R)
Cliff Stearns (R)

Georgia

Doug Barnard, Jr. (D)
George (Buddy) Darden (D)
Newt Gingrich (R)
Ben Jones (D)
Charles F. Hatcher (D)
Richard Ray (D)
J. Roy Rowland (D)
Lindsay Thomas (D)

Guam

Ben Blaz (R)

Hawaii

Patricia Saiki (R)

Idaho

Larry E. Craig (R)
Richard H. Stallings (D)

Illinois

Jerry F. Costello (D)
Harris W. Fawell (R)
J. Dennis Hastert (R)
Charles A. Hayes (D)
William O. Lipinski (D)
Glenn Poshard (D)

Indiana

Dan Burton (R)
John P. Hiler (R)
Philip R. Sharp (D)

Iowa

Fred Grandy (R)
Jim Lightfoot (R)
Neal Smith (D)
Thomas J. Tauke (R)

Kansas

Dan Glickman (D)
Pat Roberts (R)
Jim Slattery (D)
Bob Whittaker (R)

Kentucky

Jim Bunning (R)
Romano L. Mazzoli (D)

Louisiana

Richard Baker (R)
Clyde C. Holloway (R)
Jim McCrery (R)

Massachusetts

Silvio O. Conte (R)
Joe Moakley (D)

Maryland

Helen Delich Bentley (R)
Kweisi Mfume (D)

Michigan

William S. Broomfield (R)
Paul B. Henry (R)
Carl D. Pursell (R)
Bill Schuette (R)
Fred Upton (R)

Minnesota

Bill Frenzel (R)
Timothy J. Penny (D)
Arlan Strangeland (R)
Vin Weber (R)

Mississippi

G.V. (Sonny) Montgomery (D)
Larkin Smith (R)

Missouri

Jack Buechner (R)
E. Thomas Coleman (R)
Bill Emerson (R)
Mel Hancock (R)
Ike Skelton (D)

Montana

Ron Marlenee (R)

Nebraska

Virginia Smith (R)

Nevada

James H. Bilbray (D)
Barbara Vucanovich (R)

New Hampshire

Chuck Douglas (R)
Robert C. Smith (R)

New Jersey

Dean A. Gallo (R)
William J. Hughes (D)
Robert A. Roe (D)
Marge Roukema (R)

New Mexico

Bill Richardson (D)

New York

Sherwood L. Boehlert (R)
Norman F. Lent (R)
Michael R. McNulty (D)
Henry J. Nowak (D)
Bill Paxon (R)
Gerald B. Solomon (R)
James T. Walsh (R)
Ted Weiss (D)

North Carolina

Cass Ballenger (R)
Howard Coble (R)
W.G. (Bill) Hefner (D)
H. Martin Lancaster (D)
Stephen L. Neal (D)
Tim Valentine (D)

Ohio

Michael DeWine (R)
Dennis E. Eckart (D)
Paul E. Gillmor (R)
Donald E. (Buz) Lukens (R)
Bob McEwen (R)
Michael G. Oxley (R)

Oklahoma

James M. Inhofe (R)
Dave McCurdy (D)
Mike Synar (D)

Oregon

Denny Smith (R)
Ron Wyden (D)

Pennsylvania

William F. Clinger, Jr. (R)
Thomas M. Foglietta (D)
Peter H. Kostmayer (D)
Joseph M. McDade (R)
Austin J. Murphy (D)
Tom Ridge (R)
Robert S. Walker (R)

Rhode Island

Ron Machtley (R)
Claudine Schneider (R)

South Carolina

Butler Derrick (D)
Elizabeth J. Patterson (D)
Arthur Ravenel, Jr. (R)
Robin M. Tallon (D)

Tennessee

Bob Clement (D)
Jim Cooper (D)
John J. Duncan, Jr. (R)
Bart Gordon (D)
James H. Quillen (R)
John Tanner (D)

Texas

Dick Armey (R)
Steve Bartlett (R)
Joe Barton (R)
John Bryant (D)
Jim Chapman (D)
Larry Combest (R)
Tom DeLay (R)
Jack Fields (R)
Bill Sarpalius (D)
Charles W. Stenholm (D)

Utah

James V. Hansen (R)
Wayne Owens (D)

Virginia

Herbert H. Bateman (R)
Thomas J. Bliley, Jr. (R)
Jim Olin (D)
Lewis F. Payne, Jr. (D)
Norman Sisisky (D)
D. French Slaughter, Jr. (R)

Washington

John Miller (R)

Wisconsin

Thomas E. Petri (R)
Toby Roth (R)
Jim Sensenbrenner, Jr. (R)

Co-sponsors to date = 159