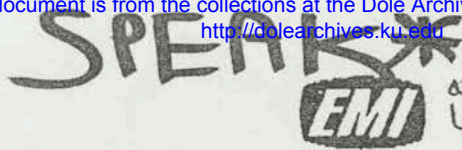


TO: Senator Dole
FR: Nina/Kerry

RE: Remarks to Equipment Manufacturers Institute

*You will be speaking to an audience of approximately 350 people--comprised of 175 CEO of construction, agriculture, and industrial equipment manufacturers, their spouses, and special guests.

*They have asked for remarks touching upon agriculture, product safety, environmental matters, and foreign trade.



see
attached
letter of
support

Monday-September 30
J.W. Marriott Hotel
Washington, D.C.
btw 8:30-10:30

EQUIPMENT MANUFACTURERS INSTITUTE

10 South Riverside Plaza • Chicago, Illinois 60606-3710 • 312 321-1470 • FAX 312 321-1480

Senator Robert Dole
SH-141 Hart Senate
Office Building
Washington, DC 20510-1601

WILL DELIVER SPEECH YES ☒ NO ☐

Dear Senator Dole:

The members of the Equipment Manufacturers Institute would be honored if you would accept our invitation to address the Monday morning session, September 30, of our 98th Annual Meeting and Convention to be held at the J.W. Marriott Hotel in Washington.

EMI member companies provide the tools and information that are the basics to "feeding, housing and transporting" people throughout the world. From the farm tractor to the milking machine, from the backhoe to the largest bulldozer, our members' products serve mankind in every nation. But our business world, like all others, is rapidly changing ... and what happens in Washington establishes both the cornerstones of our economy and the outer parameters of opportunities.

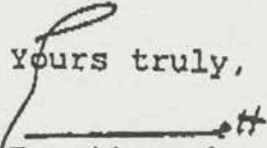
Our expected attendance of 350 includes approximately 175 CEOs, their spouses and special industry guests. You will no doubt recognize from the attached membership list corporate identities in the forefront of the business community. Those shown on the EMI Board of Directors are also names quite familiar as industry leaders.

We believe our theme, CAPITOL IDEAS FOR A CHANGING WORLD, captures the essence of the kinds of insights our members would hope you would speak to in an address to our group. Your long-time involvement in agriculture and your position as Ranking Minority Leader in the Senate, must provide you with a unique view into the politics of "food and agriculture" and what this means to farmers and those who supply them. Because of your leadership role, our members would also anticipate hearing your views on other major political and economic issues.

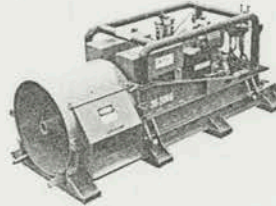
Our schedule is flexible to accommodate your needs as much as possible. We are limited, however, to a time window between 8:30 and 10:30 a.m. on Monday, September 30.

Because of the unique role EMI members have in providing "food, housing and transportation," we hope you will accept our invitation to appear before our industry's most senior executives and business leaders.

Yours truly,


Emmett Barker
EMI President

Serving Manufacturers of Agricultural, Construction, Forestry, Materials Handling and Utility Equipment



Telephone 216-264-5666
Toll-Free Number 800-321-4930
Ohio Customers Call 800-222-4697
Telex 241322: AMAUGER WOO
Cable Address: "AMERAUGER"

HORIZONTAL EARTH BORING MACHINES ■ TUNNELING EQUIPMENT ■ PIPE JACKING SYSTEMS ■ BENTONITE PUMPS ■ AUGER SECTIONS ■ CUTTING HEADS

August 30, 1991

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EMI has developed an excellent agenda on the many issues affecting equipment manufacturers. Your possible address touching upon such areas as product safety, environmental matters, foreign trade, etc. all from a Federal government standpoint would be especially interesting.

I look forward to meeting you at the EMI Convention.

Best regards,



Bernard P. Krzys
President

BPK/016/jce



California Plant:

American Augers, Inc. ■ 23591 Robertson Blvd. ■ Chowchilla, CA 93610
209-665-1345 ■ Toll free number 800-345-3023 ■ California customers call 800-345-3013

SPEAK



see
attached
letter of
support

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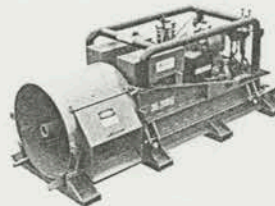
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SENATOR BOB DOLE

REMARKS

EQUIPMENT MANUFACTURERS

INSTITUTE

***THANK YOU. IT'S A**

PLEASURE TO BE HERE WITH

THE MEMBERS OF AN

ORGANIZATION WHICH HAS

LONG BEEN IMPORTANT TO THE

AMERICAN ECONOMY.

**I'D LIKE TO SPEAK ON A
NUMBER OF ISSUES THIS
MORNING--ALL OF WHICH HAVE
ONE COMMON THEME--
COMPETITIVENESS.**

**NO DOUBT ABOUT IT,
"COMPETITIVENESS" IS ONE OF
THE CURRENT HOT-BUTTON
ISSUES IN WASHINGTON.**

THIRTY YEARS AGO,

**RICHARD NIXON AND NIKITA
KRUSCHEV ENGAGED IN A
"KITCHEN DEBATE" OVER WHAT
TYPE OF GOVERNMENT WOULD
ULTIMATELY PREVAIL. AND FOR
THE PAST THREE DECADES THAT
QUESTION WAS THE DEFINING
ONE OF OUR TIME.**

**TODAY, THAT DEBATE IS
OVER. DEMOCRACY HAS WON A**

**CONVINCING AND
OVERWHELMING VICTORY.**

**BUT WHILE WE SWEEP UP
THE TICKER-TAPE FROM THE
VICTORY PARADE, WE MUST BE
CAREFUL TO ENSURE THAT
OTHER COUNTRIES DON'T
MARCH RIGHT BY US.**

**THE DEFINING QUESTION
OF THE 90'S AND BEYOND IS**

**NOT "WHAT TYPE OF
GOVERNMENT IS BEST?",
RATHER, "WHAT COUNTRY IS
BEST ABLE TO COMPETE
ECONOMICALLY."**

**AND LET ME SAY THAT THE
ANSWER TO THAT QUESTION IS
VERY MUCH UP IN THE AIR.**

**THE PACIFIC RIM NATIONS
CONTINUE THEIR REMARKABLE**

RECORD OF GROWTH IN THE WORLD MARKET.

**IN JUST A SHORT TIME, THE
COUNTRIES OF WESTERN
EUROPE WILL FORM A UNITED
MARKET--A EUROPEAN
COMMUNITY--WITH A COMBINED
GROSS NATIONAL PRODUCT
LARGER THAN OURS.**

MANY OF THE NEWLY

**EMERGING DEMOCRACIES IN
EASTERN EUROPE CLAIM
WORKFORCES YOUNG IN AGE,
AND WITH NEARLY UNIVERSAL
LITERACY.**

**YOU CAN'T OPEN A
NEWSMAGAZINE THESE DAYS
WITHOUT SEEING MULTI-PAGE
INSERTS FOR COUNTRIES LIKE
IRELAND, SAUDI ARABIA, OR**

**KOREA, PROMOTING THEIR
WORKFORCE AND LURING
COMPANIES AND INVESTMENTS.**

**AFTER THE GULF WAR AND
THE COLLAPSE OF COMMUNISM
IN RUSSIA, IT'S CLEAR THAT THE
U.S. IS THE ONLY SUPERPOWER
LEFT IN THE WORLD...AND IF WE
ARE TO REMAIN SO, WE MUST
TAKE STEPS TO ENSURE OUR**

**WORKFORCE AND PRODUCTS
COMPETE AND SUCCEED IN
WORLD MARKET.**

MANDATES

**THE FIRST STEP WE NEED
TO TAKE IS TO GET CONGRESS
AND THE GOVERNMENT OUT OF
MOST OF YOUR BUSINESS
DECISIONS.**

**CONGRESS CAN NOT
RESIST PASSING NEW LAWS AND
SPENDING PROGRAMS. IT USED
TO BE THAT THE FEDERAL
GOVERNMENT WOULD PAY FOR
THESE PROGRAMS. BUT THEN
WE REALIZED THAT WE WERE
BROKE, AND CONGRESS TOLD
THE STATES THEY COULD PAY
FOR THEM. BUT NOW, MANY OF**

**THE STATES ARE BROKE, AND
CONGRESS HAS LOOKED
AROUND AND SAID, "AHA! YOU,
MR. BUSINESSMAN OR
BUSINESSWOMAN CAN PAY FOR
THESE PROGRAMS."**

**THIS FALL, WE'LL BE
DEBATING ONCE AGAIN A
WHOLE LAUNDRY LIST OF
CONGRESSIONAL MANDATES--**

**PARENTAL LEAVE, MANDATORY
HEALTH CARE, A SO-CALLED
CIVIL RIGHTS BILL.**

**NOW, ALL OF THESE SOUND
LIKE GOOD IDEAS...HOW CAN
YOU OPPOSE TAKING TIME OFF
WHEN A CHILD IS BORN OR A
RELATIVE IS SICK?**

**BUT THESE PROGRAMS
AREN'T FREE...THEY CARRY**

**STIFF PRICE TAGS...PRICE TAGS
THAT HARM BUSINESSES AND
HINDER OUR COMPETITIVENESS.**

**INSTEAD OF MANDATES,
WHY DON'T WE ADOPT A
PROGRAM THAT PROMOTES AND
DOESN'T STIFLE GROWTH--A
PROGRAM THAT INCLUDES
CAPITAL GAINS TAX CUTS.**

PRODUCT LIABILITY REFORM:

**AND LET'S GIVE DAN
QUAYLE SOME CREDIT. HE WAS
RIGHT ON TARGET LAST MONTH
WHEN HE SAID THAT THE U.S.
LEGAL SYSTEM UNDERMINES
OUR COMPETITIVENESS AND
PROSPERITY.**

**FOREIGN MANUFACTURERS
CAN HAVE PRODUCT LIABILITY**

**INSURANCE RATES AS LITTLE AS
2% OF THE RATES U.S.**

**MANUFACTURERS PAY...AND IT'S
ONLY IN THE U.S. THAT SAFE
PRODUCTS, NOTABLY DRUGS,
ARE TAKEN FROM THE MARKET
SIMPLY BECAUSE PROFIT
MARGIN DOESN'T COVER THE
COST OF DEFENDING
FRIVOLOUS LAWSUITS.**

**INDEED, A RECENT
BUSINESS STUDY REVEALED
THAT:**

**47% OF U.S.
MANUFACTURERS HAVE
WITHDRAWN PRODUCTS FROM
THE MARKET.**

**25% OF U.S.
MANUFACTURERS HAVE
DISCONTINUED SOME FORMS OF**

PRODUCT RESEARCH.

**APPROXIMATELY 15% OF
U.S. COMPANIES HAVE LAID OFF
WORKERS AS A DIRECT RESULT
OF PRODUCT LIABILITY
EXPERIENCE.**

**DESPITE THESE NUMBERS,
THE LIKELIHOOD OF PRODUCT
LIABILITY REFORM IS ALMOST**

**ZERO. THE TRIAL LAWYERS ARE
A VERY POWERFUL LOBBY IN
THIS TOWN. THEY GIVE LOTS OF
MONEY--MOSTLY TO ONE PARTY--
-AND THE STATUS QUO
CONTINUES.**

EDUCATION:

**AND THE STATUS QUO HAS
CONTINUED FOR FAR TOO LONG
IN OUR SCHOOLS. PRESIDENT**

**BUSH AND SECRETARY
ALEXANDER ARE ABSOLUTELY
RIGHT IN TRYING TO SHAKE UP
OUR EDUCATION SYSTEM.**

**IF AMERICA IS TO COMPETE
IN THE FUTURE, THEN WE MUST
BE SURE THAT OUR YOUTH ARE
RECEIVING SKILLS AND
EDUCATION NEEDED TO
COMPETE...IT'S CLEAR THAT**

JUST ISN'T HAPPENING.

**DROP OUT RATES
CONTINUE TO SKY ROCKET---
REACHING 50% IN SOME INNER-
CITY SCHOOLS.**

**IN TESTS COMPARING THE
MATH AND SCIENCE SKILLS OF
AMERICA'S 13 YEAR-OLDS WITH
THOSE OF FIVE FOREIGN**

**COUNTRIES AND FOUR
CANADIAN PROVINCES,
AMERICA'S STUDENTS FINISHED
DEAD LAST.**

**NEARLY 50% OF ADVANCED
DEGREES IN MATH AND
ENGINEERING OFFERED BY U.S.
UNIVERSITIES ARE NOW
AWARDED TO FOREIGN
STUDENTS.**

**THERE CONTINUE TO BE
THOSE IN CONGRESS WHO SAY
THE WAY TO IMPROVE
EDUCATION IS TO SPEND MORE
MONEY. THE SIMPLE FACT IS
HOWEVER, THAT DOLLAR BILLS
DON'T EDUCATE STUDENTS.**

**IN FACT, THE UNITED
STATES SPENDS MORE PER
STUDENT THAN EITHER**

**GERMANY OR JAPAN. TEN
YEARS AGO, THE NATION SPENT
\$2,491 PER PUBLIC SCHOOL
STUDENT BELOW THE
UNIVERSITY LEVEL. THIS YEAR
THE FIGURE WILL BE \$5,638--AN
INCREASE OF 33% AND WITH
VERBAL SCHOLASTIC APTITUDE
TESTS DECLINING FOR THE
FOURTH STRAIGHT YEAR, I**

**DON'T THINK THERE'S ANYONE
HERE IN THE ROOM WHO
WOULD SAY THAT WE'VE SEEN A
33% IMPROVEMENT IN OUR
SCHOOLS' PERFORMANCE.**

BUDGET DEFICIT

**AND FINALLY, IF AMERICA
WANTS TO COMPETE, THAN
WE'VE GOT TO PUT OUR OWN
FINANCIAL HOUSE IN ORDER.**

**I WAS VERY DISCOURAGED
EARLIER THIS WEEK--THERE'S
NO DOUBT THAT
UNEMPLOYMENT BENEFITS
SHOULD HAVE BEEN EXTENDED.
AND I HAD A PLAN THAT WOULD
HAVE DONE SO, AND WOULD
HAVE PAID FOR THE EXPENSES--
AS WE AGREED TO DO IN LAST
YEAR'S BUDGET AGREEMENT.**

**THE DEMOCRATS PLAN WAS
MORE EXPENSIVE, MORE
GENEROUS, AND JUST TACKED
THE BILL ON TO THE
DEFICIT...AND YOU KNOW WHICH
ONE PASSED.**

**BEFORE I TAKE YOUR
QUESTIONS, I WANT TO SHARE A
STORY WITH YOU (WITHHOLDING
LETTER STORY)**

**THE POINT OF THE STORY
IS THAT ONE THING WE DON'T
WANT TO BE UNDECIDED ABOUT
IS THE FACT THAT ACTION MUST
BE TAKEN IF AMERICA IS TO
REMAIN COMPETITIVE.**

**I WOULD HOPE THAT WHILE
YOU'RE IN TOWN, YOU WOULD
TAKE THE TIME TO GO VISIT
YOUR CONGRESSMAN AND**

**SENATOR, AND SHARE YOUR
CONCERNS. IF I'M NOT
MISTAKEN, NEXT YEAR IS AN
ELECTION YEAR, AND
CONGRESS'S HEARING ALWAYS
IMPROVES...
THANK YOU.**