

AN INVITATION TO JOIN
THE DURENBERGER BUSINESS ADVISORY COUNCIL

Please consider this invitation to join the new business Advisory Council now being established by U.S. Senator Dave Durenberger.

This new forum to advise and support Minnesota's senior U.S. Senator is an opportunity to become involved directly in issues that are of vital importance to Minnesota's economy. Through meetings and dialogue with Dave and key leaders in Congress and the Bush Administration, members will help shape decisions on issues ranging from taxes and trade to the environment and work place regulation.

To become a founding member of the Durenberger Business Advisory Council, simply return the form enclosed. You will receive a letter confirming your membership from Dave and then begin being notified of the Council's opportunities to advise and support Dave in the Senate.

JOIN AN OUTSTANDING GROUP OF MINNESOTA CEOS AND ENTREPRENEURS

Membership in the Durenberger Business Advisory Council will be limited to approximately fifty Minnesota CEOs and entrepreneurs with a strong interest in public policy and a willingness to help advise a key United States Senator.

MEET REGULARLY WITH DAVE, HIS COLLEAGUES, AND TOP BUSH ADMINISTRATION OFFICIALS

Dave intends to convene his Business Advisory Council at least quarterly, either in Minnesota or in Washington. Whenever possible he will also involve key colleagues and top-level Bush Administration officials in these meetings.

ADVISE DAVE ON THE IMPORTANT ISSUES HE FACES ON THREE KEY COMMITTEES

Issues on which Dave has asked the council to focus include tax and trade policy, environmental protection, and workplace regulation. These and other issues are addressed by the three powerful committees on which Dave serves in the Senate: Finance, Environment and Public Works, and Labor and Human Resources.

HELP MAINTAIN AND BUILD DAVE'S POLITICAL SUPPORT IN MINNESOTA

Members of the Durenberger Business Advisory Council are committing themselves \$500 per year between 1991 and 1994 to help support Dave's political organization in Minnesota. These funds will be used to finance many forms of communication with Dave's political supporters, and to sustain and build Dave's political organization heading into the 1994 election.

MEMORANDUM

To: Vicky Stack
From: Leslie Alexandre
Re: Durenberger Health Bills
Date: November 1, 1991

Vicky, as you requested, here are the key Durenberger bills that he has introduced in the last 6-12 months.

1. S.700, "The American Health Security Act of 1991", establishes important, new consumer protection standards for private health insurance plans sold to small businesses and self-employed individuals. These requirements will help make private health insurance more widely available and affordable. Key provisions include guaranteed issue, guaranteed renewability, limits on experience rating, limits on the use of pre-existing condition exclusions. Many of the provisions of S. 700 (and other Durenberger bills) are incorporated in S. 1872, Bentsen/Durenberger's "Better Access to Affordable Health Care Act".

Co-sponsors: McCain, Jeffords, Wallop, Kasten

2. S.1810, "The Physician Payment Reform Implementation Act of 1991", which corrects some flaws in the physician payment reform that showed up in the June 5, 1991 notice of proposed rulemaking. This legislation limits the magnitude of any assumptions used by HCFA regarding volume and intensity changes in response to fee schedule changes. It also contains important provisions with respect to payments for EKGs; anesthesia services; new physicians; and drugs provided as part of a visit.

Co-sponsors: see attached list

3. S.1836, "American Health Quality Act", reforms the medical liability system. The present system is expensive and inefficient, and it limits access to care by driving doctors, particularly in obstetrics, out of the practice of medicine. The present adversarial environment discourages improvement in the quality of care. This bill curbs excesses in the present tort system. The bill provides incentives for non-judicial alternative dispute resolution that will more fairly and equitably compensate individuals harmed by medical mistakes, and will encourage improvement in the quality of care for everyone.

Co-sponsors: Danforth, Burns

Senator Durenberger has also introduced bills to establish consumer protection standards for private long term care insurance; to increase to 100 percent and make permanent the tax deductibility of health insurance for the self-employed; and to ensure the solvency of the Medicare Trust Funds.

Let me know if you need any more information!

S.1810 (ROCKEFELLER)

Cosponsors, by Name

CURRENTLY: 22 Democrats
11 Republicans

33 Cosponsors

ADAMS (D-WA)	Added	10/16/91
AKAKA (D-HI)	Added	10/16/91
BAUCUS (D-MT)	Added	10/30/91
BREAUX (D-LA)	As Introduced	10/04/91
BURNS (R-MT)	Added	10/16/91
CHAFEE (R-RI)	Added	10/23/91
CRANSTON (D-CA)	Added	10/30/91
DASCHLE (D-SD)	Added	10/23/91
DIXON, ALAN (D-IL)	Added	10/28/91
DODD (D-CT)	Added	10/30/91
DURENBERGER (R-MN)	As Introduced	10/04/91
GLENN (D-OH)	Added	10/23/91
GORTON (R-WA)	Added	10/24/91
GRAHAM, BOB (D-FL)	Added	10/22/91
GRASSLEY (R-IA)	As Introduced	10/04/91
HATCH (R-UT)	Added	10/25/91
HEFLIN (D-AL)	Added	10/30/91
JEFFORDS (R-VT)	Added	10/28/91
JOHNSTON, BENNETT (D-LA)	Added	10/22/91
KENNEDY, EDWARD (D-MA)	Added	10/22/91
KOHL (D-WI)	Added	10/22/91
LEAHY (D-VT)	Added	10/28/91
LEVIN, CARL (D-MI)	As Introduced	10/04/91
MACK (R-FL)	Added	10/29/91
MCCAIN (R-AZ)	As Introduced	10/04/91
MITCHELL, GEORGE (D-ME)	As Introduced	10/04/91
PRESSLER (R-SD)	Added	10/15/91
RIEGLE (D-MI)	As Introduced	10/04/91
SANFORD (D-NC)	Added	10/30/91
SEYMOUR (R-CA)	Added	10/28/91
SHELBY (D-AL)	Added	10/16/91
SIMON (D-IL)	Added	10/30/91
WELLSTONE (D-MN)	Added	10/16/91

INOUE

KERREY

COCHRAN

MINNESOTA BRIEFING

REPUBLICAN ELECTED OFFICIALS

Constitutional Offices:

Governor **ARNE CARLSON**

U.S. Senate

1 R, 1 D

DAVID DURENBERGER (R)

U. S. House of Representatives

2 R, 6 D

GOP Members:

2nd district **VIN WEBER**

3rd district **JIM RAMSTAD**

State Legislature

State Senate

21 R

46 D

The Senate Republican Leader is **DUANE BENSON**.

State House

R 54

D 79

The House Republican Leader is **TOM DEMPSEY**.

1991/1992 POLITICAL UPDATE

MINNESOTA

STATE PARTY

Committee Members:

Chairman BOB WEINHOLZER

Elected: June 8, 1991

Weinholzer was re-elected on June 8 with 70% of the vote from the State Central Committee. He is part of the conservative wing of the party and worked hard to get **ARNE CARLSON** on the gubernatorial ballot once **JON GRUNSETH** withdrew. Weinholzer works well with the Governor. The chairmanship is a full-time paid position.

Deputy Chairman BARB SYKORA

Sykora was re-elected on June 8. Prior to this year, Minnesota had a Chairman and a Chairwoman. 1991 is the first year they have elected only one chairperson.

National Committeeman DAVE PRINTY

Elected: September 28, 1991

Dave Printy replaced **FRANK GRAVES** who decided not to run again for Committeeman in order to pursue interests with the Right to Life movement.

National Committeewoman EVIE AXDAHL

Elected: December 1989

Next election: June 1992

Axdahl was elected at a State Committee meeting in late 1989. She replaced former National Committeewoman **EVIE TEEGAN** who resigned to become U.S. Ambassador to Fiji.

Party Leaders:

GEORGE PILLSBURY, Team 100 Member and personal friend of the President
WHELOCK WHITNEY, Team 100 Member, college classmate of the President
and brother-in-law to George Pillsbury

EVIE TEEGAN, former National Committeewoman and current Ambassador to
Fiji

DEAN REISEN, appointed Bush Chairman by 1988 Bush organization; personal
friend of George Pillsbury.

RUDY BOSCHWITZ, former Senator

10/30/91

MN p. 2

Bush-Quayle '88 Leadership:

DAVE JENNINGS, Chairman
MARGE GRUENES, Chairwoman
SENATOR RUDY BOSCHWITZ, Co-Chairman
REP. VIN WEBER, Co-Chairman

STATE PARTY OVERVIEW

During 1990, the State Party conducted a very aggressive voter I.D. and turnout effort, the first such effort the Party has undertaken. Most of this program was funded by Senator Boschwitz, the House and Senate Caucuses and the RNC. They also went through three state Chairmen during the first six months of 1989.

The Chairman is a full-time paid employee of the Party. They have hired a full-time Executive Director.

Minnesota has a strong Central Committee.

Financial Status: Presently, the Party has a small debt.

ELECTION UPDATE

1992 Ballot:

President/ Vice President

U.S Congress:

1st CD - TIMOTHY J. PENNY (D)
2nd CD - VIN WEBER (R)
3rd CD - JIM RAMSTAD (R)
4th CD - BRUCE F. VENTO (D)
5th CD - MARTIN OLAV SABO (D)
6th CD - GERRY SIKORSKI (D)
7th CD - COLIN PETERSON (D)
8th CD - JAMES L. OBERSTAR (D)

No constitutional offices

1992 Electoral College Votes: 10

Political Environment/ Overview

There are no statewide races up in 1992. President BUSH should be able to mount a good campaign in Minnesota in '92. Republican candidates have only won three of the

10/30/91

MN p. 3

last 10 Presidential elections since 1952, but a Democrat from Minnesota has been on the national ticket for 5 of the last 7 elections.

Key Congressional Races:

The hot congressional race in Minnesota will be the 7th District race of **DEMOCRAT COLIN PETERSON**, who defeated Republican Arlan Stangeland in the 1990 cycle. Peterson will be the most vulnerable congressman up for re-election in the state.

1991 Redistricting Update:

Initially, the state legislature draws the lines, over which the Governor has veto power. Minnesota is not projected to gain or lose seats in redistricting.

In a very heavy-handed way, the Democrats passed a very gerrymandered legislative redistricting plan during the last minutes of the 1991 Legislative session. They knew that Gov. Carlson would veto the plan but they then counted on the courts to draw the lines based in part on the Democrats plan.

Gov. Carlson did veto the plan on May 28 but his veto message was one of 14 that was delivered back to the House of Origination a day late. A lower court has ruled the vetoes to not be in effect; however the Governor has appealed to the State Supreme Court.

Republicans are very upset with Carlson over this veto mess, citing his incompetence as Governor as the reason for the delay in the filing of the vetoes.

Miscellaneous Points:

* The last week of September, **GOV. CARLSON** received a lot of negative press after agreeing to be an honorary co-chairman for the nation's largest gay lobbying group, the Human Rights Campaign Fund. Carlson said his commitment to equal rights prompted his decision to become honorary co-chairman, a move which angered the state GOP. Former MN committeeman **FRANK GRAVES** was the most vocal in speaking out against Carlson's support for the group.

10/30/91

MINNESOTA

POLITICAL BACKGROUND INFORMATION

1990 Population: 4,375,099

Registered Voters: 2,830,649

Previous Election Results:

1988 Presidential

BUSH-QUAYLE	46%
DUKAKIS-BENTSEN	53%

Senatorial

DAVID DURENBERGER (R)	56%
HUBERT H. HUMPHREY III (D)	41%

1986 Gubernatorial

CAL R. LUDEMAN (R)	43%
RUDY PERPICH	56%

1984 Presidential

REAGAN-BUSH	50% (1,032,603)
MONDALE-FERRARO	50% (1,036,346)

Senatorial

RUDY BOSCHWITZ (R)	56%
JOAN ANDERSON GROWE (D)	43%

1990 CAMPAIGN SUMMARY:

1990 was a very difficult election year for Minnesota. However, in spite of having the Republican candidate, JON GRUNSETH, withdraw with less than 2 weeks to go in the election, the Republicans managed to upset the Democrat incumbent governor to elect ARNE CARLSON. Carlson was put on the ballot at the last minute by the Republican Executive Committee. Carlson defeated Perpich by approximately 40,000 votes.

Unfortunately, at the same time, U.S. Senator RUDY BOSCHWITZ, who angered both sides on the gubernatorial battle, was defeated by liberal Democrat PAUL WELLSTONE. This defeat was an unexpected upset of a "safe" seat and may be attributed to an adroit campaign by Wellstone as well as some late errors by the Boschwitz campaign.

The State Party did not win any other statewide offices. Congressman **STANGELAND (R)** was defeated by **COLIN PETERSON**; it was Peterson's fourth attempt to win this Congressional seat. **JIM RAMSTAD (R)** was elected to fill the seat vacated by retiring **BILL FRENZEL**.

INDEPENDENT - REPUBLICANS OF MINNESOTA

8030 Cedar Avenue, Suite 202
Bloomington, Minnesota 55425
Administrative Director: Jack Hansen
(612) 854-1446
(612) 854-8488 FAX #

Chairman:

Bob Weinholzer
2422 Schadt
Maplewood, MN 55119
(612) 854-1446 (GOP)
(612) 735-3318 (H)

National Committeewoman:

Evie Axdahl
2209 Payne Avenue
Maplewood, MN 55117
(612) 771-5034 (H)

National Committeeman:

Francis (Frank) Graves, Jr.
476 Woodlawn Avenue
St. Paul, MN 55105
(612) 631-0324 FAX #
(612) 631-0369 (O)
(612) 698-1464 (H)

1988 DOLE SUPPORTERS, STATE OF MINNESOTA

Cal Ludeman
Route 2, Box 20
Tracy, MN 56175
(507) 629-3631 (H)

Dr. Edward Johnson
14400 Diamond Path West
P.O. Box 89
Roseville, MN 55113
(612) 484-9068 (H)

Lois Mack
Route 1, Box 119
Waterville, MN 56096
(612) 221-0904 (O)
(507) 267-4549 (H)

MINNESOTA

POPULATION 4,307,000
1980 Population 4,075,970
1980-1990 % Change: + 7%
Largest City: Minneapolis (368,383)
Second Largest: St. Paul (272,235)
Third Largest: Bloomington (86,335)

GOVERNOR: Arne Carlson (R)
next election - 1994

SENATORS: Durenberger (Minneapolis), Wellstone
(Northfield)

CONGRESSIONAL DELEGATION:

6 Democratic Representatives:

1st: Timothy Penny (New Richland)
4th: Bruce Vento (St. Paul)
5th: Martin Olav Sabo (Minneapolis)
6th: Gerry Sikorski (Stillwater)
7th: Collin Peterson (Detroit Lakes)
8th: James Oberstar (Chisholm)

2 Republican Representatives:

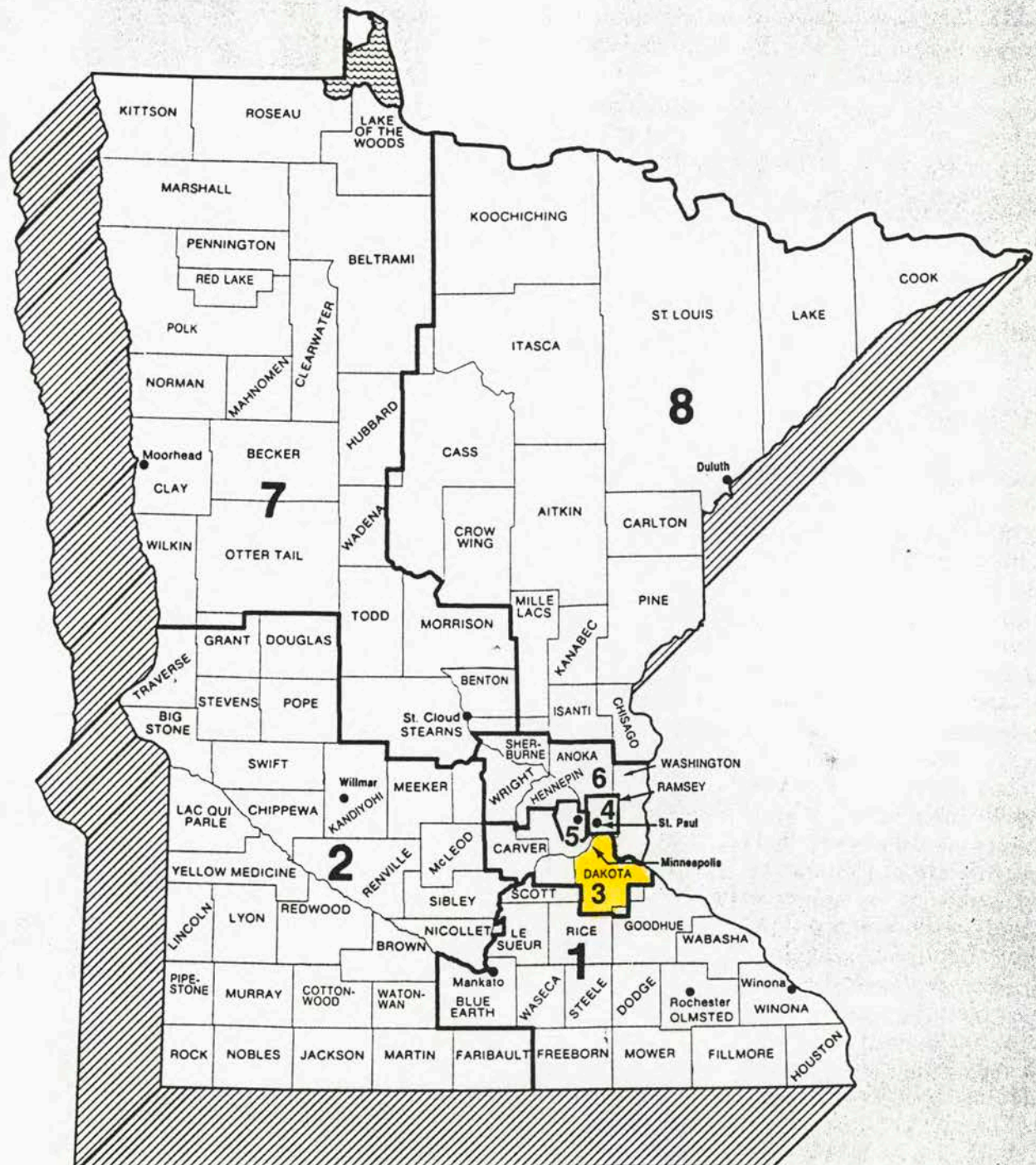
2nd: Vin Weber (North Mankato)
3rd: Jim Ramstad (Minnetonka)

DEMOGRAPHICS: 94% White, 67% urban and 33% rural. 54% of Minnesota's land is farm and 33% is forest.

MEDIAN FAMILY INCOME: \$21,185 (13TH)


VIOLENT CRIME RATE: 288 per 100,000 (36TH)

Minnesota - Congressional Districts



November 1, 1991

MEMORANDUM FOR THE LEADER

FROM: JUDY BIVIANO 
SUBJECT: HIGHLIGHTS FOR MINNESOTA SWING

Senator Durenberger

Senator Durenberger's staff indicated that there could be a number of activist groups at sites in Minneapolis. Durenberger has seen demonstrators on behalf of the pro-choice movement and against Administration policy toward El Salvador.

The latest favorability poll in Minnesota was taken in July, and showed Durenberger with a 48% favorable/32% unfavorable rating. The President's approval was 72% at that time.

Senator Boschwitz

Senator Boschwitz had a breakfast last Monday and indicated he plans to run in 1996 against Senator Wellstone. Wellstone's favorable/unfavorable rating was 39 favorable/44 unfavorable in July (slightly better than March when the ratio was 35 : 51).

Governor Arne Carlson

Served as a co-chair of elected officials for Dole for President. His first year in office has been a case study in mismanagement. He has replaced his entire staff in the governor's office, and hired John Riley, former Durenberger AA, as his chief of staff.

He turned in 14 vetoes of legislation a day late and was attacked by the press. All 14 pieces of legislation became law and Carlson was seriously embarrassed.

Additionally, Carlson tried to put together a group similar to the "Bentsen breakfast club" and was lambasted by the press about big contributors "buying influence". Carlson is working with several strategists to improve his political image.

He is still dogged with the 8-day campaign. Additionally, two former aides to ex-gubernatorial candidate Grunseth have published a book which blames Carlson for the leaks of the "dirt" to Governor Perpich's people.

The GOP State Convention in Minnesota was a low-point for Carlson, since he signed on as honorary co-chair for the Gay and Lesbian Task Force Dinner in Minnesota. A delegate walk-out was to happen, but Party officials managed to keep things unified.

MINNESOTA -- PAGE TWO

Due to the bitter 1990 gubernatorial race and fallout from Boschwitz's loss, the Republican Party is fragmented even more than usual.

The World Series

Since your 1988 visit to the Metrodome was a year when the Twins won the Series (remember, you wore a Minnesota Twins hat), you may want to mention that although you're a week late, you're still pleased to be in the Minneapolis-St. Paul area, where the Twins are once again the greatest team in baseball.

Senator Specter

An October 26-28, poll by Political/Media research shows Senator Specter's numbers post-Thomas hearings. That poll is attached. Note that in a Specter-Singel match-up, Specter leads by a 63% - 19% margin.

Senator Specter continues to be lambasted by feminist groups for being "too rough" on Anita Hill, although Pennsylvania voters believe Specter was fair in his questioning of Anita Hill, by a margin of 73% - 27%. You will likely see pro-choice/feminist demonstrators in the vicinity of his fundraising event.

The Hotline
July 29, 1991

HEADLINE: MINNESOTA: POLL SHOWS SENATORS' RATINGS STABLE

A Minneapolis STAR-TRIBUNE/KSTP-TV poll surveyed 600 adults 7/7-14, margin of error +/- 4%. Tested: Bush and Sens. Dave Durenberger (IR) and Paul Wellstone (DFL).

	7/90		3/90
	FAV. / UNFAV.		FAV. / UNFAV.
Durenberger	48% / 32%		49% / 36%
Wellstone	39 / 44		35 / 51

Bush approval 72%

APPROVAL ON BUSH'S HANDLING OF ...

Domestic problems	44%	Budget	23%
Foreign policy	74	Mideast conflict	40
Economy	40	Environment	36

CARLSON'S CLUB: Gov. Arne Carlson (IR) "was doused in a storm of criticism ... for a campaign financing gimmick that rewards big political contributors with special access and appears to violate the ethics code he signed on his first day in office" (Dennis McGrath, Minneapolis STAR-TRIBUNE). Carlson "vigorously defended his plan to offer inducements of private briefings to those who contribute \$5,000 to his campaign committee": "I have no problem with being accessible to people who invest in our future. They have a deep concern about our political candidacy." For giving \$5,000, "donors will get such benefits as quarterly briefings by" Carlson and LG Joannell Dyrstad (IR) and will be sent "The Governor's Report" periodically. Carlson cmte dir. Scott Cottingham: "We are not promising donors anything but information." But the inclusion of "several key (state agency) commissioners" at these meetings allegedly violates the ethics code established by Carlson -- "No commissioner shall engage in political fund-raising." Sen. Min. Leader Duane Benson (IR) said Carlson "'ought to rethink' his club because of its 'exclusive and inclusive nature.'" MN DFL Chair Todd Otis: "There is one tier for those who are rich enough and get inside the governor's mansion and there's another tier that watches from the outside with their noses pressed against the window" (7/26).

DATE OCTOBER 31, 1991 - THE HOTLINE
TITLE SENATE WATCH - PENNSYLVANIA: SPECTER RATING STAYS HI AFTER THOMAS HEARINGS

TEXT A Political/Media Research poll, conducted 10/26-28, surveyed 810 likely voters; margin of error +/- 3.5% (KDKA-TV, KYW-TV). Tested: Sen. Arlen Specter (R), LG Mark Singel (D).

JOB RATING	OVERALL	AT THOMAS HEARINGS		DID HEARING PERF. MAKE YOU MORE/LESS INCLINED TO VOTE	
Excellent	16%	26%		More	37%
Good	46	35		Less	24
Fair	25	14		No effect	38
Poor	9	20			
Undec.	4	5			

RE-ELECT	ALL	WOMEN	MEN	WAS SPECTER FAIR IN HIS QUESTIONING OF ANITA HILL?	
Re-elect	57%	47%	67%	Yes	73%
Consider other	26	33	21	No	27
Replace	11	15	7		
Not sure	5	5	5		

GENERAL ELECTION MATCH-UP	ALL	FAV / UNFAV	ID
Specter	63%	64% / 19%	97%
Singel	19	26 / 16	77
Undec.	18		

POLL REAX: "The most frequent response among both sexes was that the Thomas issue didn't make much difference." Singel consultant Steve McMahon said he was "encouraged" by Specter's ratings (PITTSBURGH POST-GAZETTE, 10/31).

FINAL
11/1/91

CONTACT:
Jo-Anne Coe
202/543-5016 (O)
202/543-4104 FAX
703/845-1714 (H)

SENATOR BOB DOLE SCHEDULE - MONDAY, NOVEMBER 4, 1991

7:55 AM Ar. Butler Aviation, Washington National
703/549-8340

8:00 AM Lv. Washington

AIRCRAFT: Beechjet*
TAIL NO.: N 7050 V
SEATS: 6

MANIFEST: Senator Dole
Greg Schnacke

PILOT: Pete Granger
CO-PILOT: Henry Kliner
D.C. Hotel Sunday:

MEAL SERVICE: Coffee and sweetrolls

FLIGHT TIME: 2 hrs 15-30 minutes

CONTACT: Frank Marvin
Marvin Windows, Inc.
Box 100
Warroad, MN 56763
1-800-544-2744 (O)
218/386-1396 (H)

*This is formerly the Mitsubishi MU-300 Diamond 1A. Schedule permitting, Senator Dole will be in Wichita in December for rolling-out of the new military version of this aircraft (T1A Jayhawk).

NOTE: Senator Specter will be arriving via Atlanta; Senators Durenberger and Boschwitz will be there already.

9:30 AM Ar. Minneapolis/St. Paul International Airport
Page Avjet
612/726-5214/5700

PAGE TWO

MET BY: Jack Farrell, Chairman of Durenberger
for Senate Finance Cmte.
Ward Brehm, Chairman of Durenberger
Business Advisory Group

10:05 AM

Arrive Minneapolis Athletic Club
612/339-3655

NOTE: Because of Senator Specter's role in the
Clarence Thomas hearings, press reports that there
will be a small number of women demonstrating
outside of the Athletic Club in the morning.

10:00 AM-
11:00 AM

Meeting with Senator Dave Durenberger and supporters
Athletic Club - 13th Floor

PROGRAM (Informal):

10:10-10:15 Sen. Durenberger escorts Sen. Dole
around room & introduces to crowd
10:15-10:20 INTRO OF SEN. DOLE - SEN. DURENBERGER
10:20-10:30 REMARKS - SENATOR DOLE
(Update on What's New in Washington)
10:30-10:45 Q&A
10:45-11:00 Photo Ops

PRESS: CLOSED

CONTACT: Rick Evans, AA
202/224-9470
Alice Negratti, State Director
612/370-3387 (O)
612/370-3395 (FAX)
612/925-7811 (H)

11:00 AM-
11:30 AM

Meeting with Rudy Boschwitz and supporters
Athletic Club (20-24 apartment building owners)

CONTACT: Senator Boschwitz
612/475-2473 (H - MN)
202/543-7669 (H - D.C.)

Marsha Ivey (Boschwitz aide)
Plywood Minnesota
612/571-2636
612/571-3411 (FAX)

PAGE THREE

11:30 AM- Fundraising Luncheon for Senator Arlen Specter
12:30 PM Athletic Club - The Lounge

CROWD SIZE: 40

FORMAT: Informal luncheon

Mix 'n Mingle

Informal REMARKS - SEN. DOLE

12:30 PM Lv. Athletic Club

DRIVER provided by Univ. of Minnesota --
Probably Ed Schuh, Dean of Humphrey Institute, and
Lee Munnich, Senior Fellow

(Senator Boschwitz will stay behind with
Senator Specter)

12:45 PM Ar. Humphrey Institute - University of Minnesota
Proceed to Auditorium

PHONE CONTACT: Dean's Office
612/625-0669

12:45 PM Agriculture Commissioner Elton Redalen welcomes
conference attendees on behalf of the Governor,
who is out of town

12:47 PM INTRODUCTION OF SENATOR DOLE - Senator Durenberger

12:50 PM- SPEECH - Hubert Humphrey Institute of Public Affairs
1:30 PM ("Ethanol and Public Policy")

FORMAT: Free-standing Podium and Mike

CROWD SIZE: 175

PRESS: OPEN

CONTACT: Lee Munnich
Senior Fellow & Director,
State and Local Policy Program
612/625-7357

Nancy Spear
612/625-3375 (O)
612/625-6351 (FAX)
612/433-2027 (H)

PAGE FOUR

1:30 PM Lv. University of Minnesota
(Agriculture Commissioner Redalen will accompany)

2:00 PM Ar. Minneapolis-St. Paul Airport
Page Avjet
612/727-5700

2:05 PM Lv. Minneapolis

AIRCRAFT: Cessna Citation II (Menard, Inc.)
TAIL NO.: N 1283 M
SEATS: 10

MANIFEST: Senator Dole
Senator Specter (TENT)
Greg Schnacke

CHIEF PILOT: Gary McConnell
Secretary: Brenda Normand
715/876-2208 (Ofc.)
715/835-3181 (Gibson Aviation)
715/839-1024 (Home)

CONTACT: John Menard
Menard, Inc.
4777 Menard Drive
Eau Claire, Wisconsin 54703
715/876-2230 or 874-5911

FLIGHT TIME: 2 hrs 30 minutes

MEAL SERVICE: Sandwiches and soft drinks

5:35 PM Ar. Washington National Airport
Butler Aviation
703/549-8340

MET BY: Wilbert Jones

Proceed to Private

AGRICULTURE BRIEFING POINTS
MINNESOTA TRIP
NOVEMBER 4, 1991

DAIRY

- LEAHY'S BILL, IN SHORT, RAISES THE SUPPORT PRICE TO \$11.10 AND MANDATES A VOLUNTARY MILK DIVERSION PROGRAM TO REDUCE MILK MARKETINGS.
- IT ALSO HAS MANDATES TO INCREASE THE MINIMUMS FOR SOLIDS NOT-FAT -- LIKE THE STANDARDS IN PLACE IN CALIFORNIA.
- THE BILL WILL NOT LIKELY SEE FLOOR ACTION UNLESS SENATOR MITCHELL CUTS A DEAL WITH LEAHY OR LEAHY GIVES IN ON THE SUPPORT PRICE INCREASE.
- THE BILL IS BASICALLY DEAD.

MINNESOTA DAIRY FACTS

- DAIRY IS MINNESOTA'S NUMBER ONE AGRICULTURAL PRODUCT, AND THE STATE RANKS 4TH IN THE NATION IN TERMS OF PRODUCTION.

November 1, 1991

STATE/STATE COMPARISON

Key Differences.

1. Senator Dole uses:

- Augmented insured unemployment rate.
- The percent of unemployed insured in a state who have exhausted their benefits.
- In the case of states who have a high percentage of exhaustees (those who have run out of benefits), uses a one-time snap-shot for eligibility for second and third tiers. Those states which qualify for higher tiers on this criteria remain at that tier throughout the duration of the program. No other states are added on the basis of percentage of exhaustees.
- In the case of states who qualify on the basis of their augmented insured unemployment rate, they can qualify for the higher tier of benefits at any time during the duration of the program if their AIUR changes.

2. Senator Bentsen uses the total unemployment rate which includes those who are first entering the workforce, voluntarily quit and students between school terms.

- Senator Bentsen uses continuous eligibility criteria. States can go on and off higher tiers throughout the duration of program.

Dole -- Option 6A.

20 Weeks

Alaska
D.C.
Florida
Maine
New Jersey
New York
Puerto Rico
Rhode Island
Texas

9

13 Weeks

Arizona
California
Colorado
Connecticut
Illinois
Maryland
Massachusetts
Michigan
New Mexico
North Dakota
Oregon
Pennsylvania
Vermont
Washington
West Virginia

15

7 Weeks
With Reachback

Alabama
Arkansas
Georgia
Idaho
Kentucky
New Hampshire
Mississippi
Missouri
Nevada
Ohio
South Carolina
Tennessee
Wisconsin

13

Bentsen.

20 WEEKS

Maine
Massachusetts
Michigan
Mississippi
Puerto Rico
Rhode Island
West Virginia

7

13 WEEKS

Alabama
Alaska
Arkansas
California
D.C.
Florida
Kentucky
Louisiana
Montana
New Hampshire
New Mexico
New York
Pennsylvania
Vermont

14

7 WEEKS
WITH REACHBACK

Delaware
Georgia
Idaho
Illinois
Indiana
Maryland
Missouri
Nevada
New Jersey
Ohio
Oklahoma
Oregon
South Carolina
Tennessee
Texas
Washington

16

November 1, 1991

POSSIBLE PROPOSAL

1. REVENUES SOURCES AVAILABLE

	<u>1992</u>	
	(OMB Scoring)	
A. Bentsen Tax	3.2 CBO	
	(4.1)	
B. Rostenkowski/Bentsen/Dole IRS Refund	1.1 CBO	
	(0)	
C. Dole GSL	.015 CBO	
	(.872)	
D. Spectrum Auction	1.5 CBO	
	(1.9)	

PROPOSAL -- OPTIONS ATTACHED

EX MILITARY

Eligibility

- Current law for those voluntarily separated (13 weeks, 4 week waiting period)
- 26 weeks and 1 week waiting period for involuntary.

Reservists

- Changes required period of continuous active duty to 90 days for all reservists serving in the Persian Gulf area during Desert Storm.

OTHER

Dislocated Workers: Bentsen/Dole provision

Program Cost: Depends on option chosen.

November 1, 1991
5:45 p.m.

Options (Preliminary CBO Estimates):

1. All states get 6 weeks
4% AIUR and/or
33% Exhaustees, 10 weeks and reachback 3.4 billion (CBO)
Cut off July 4, 1992 (8 months)
(24 states qualify for higher weeks and reachback*)
2. All states get 6 weeks
4% AIUR and/or
33% Exhaustees, 13 weeks and reachback 3.5 billion (CBO)
Cut off June 6, 1992 (7 months)
(24 states qualify for higher weeks and reachback)
3. All states get 8 weeks
5% AIUR and/or
33% Exhaustees, 12 weeks and reachback 3.7 billion (CBO)
Cut off July 4, 1992 (8 months)
(18 states qualify for higher weeks and reachback)
4. All states get 7 weeks
4% AIUR and/or
33% Exhaustees, 13 weeks and reachback billion (CBO)
Cut off June 6, 1992 (7 months)
(24 states get reachback, 24 qualify for higher weeks)
- 4A. All states get 7 weeks
States with 2.75% AIUR get 7 weeks and reachback
4% AIUR and/or
33% Exhaustees, 13 weeks and reachback
13 weeks billion (CBO)
Cut off June 6, 1992 (7 months)
(37 states get reachback, 24 qualify for higher weeks)

5. All states get 6 weeks
States with 3% AIUR get 6 weeks and reachback
4% AIUR and/or
33% Exhaustees, 13 weeks and reachback 3.7 billion (CBO)
Cut off June 6, 1992 (7 months)
(32 states get reachback, 24 qualify for higher weeks)
6. All states get 7 weeks
4% AIUR and/or
33% Exhaustees / 13 weeks and reachback;
43% Exhaustees / 20 weeks and reachback
Cut off June 6, 1992 (7 months)
(24 states get reachback, 24 qualify for higher weeks)
~~4.1 billion~~ (CBO)
- **6A. All states get 7 weeks
States above 2.75% get 7 weeks with reachback
4% AIUR and/or
33% Exhaustees / 13 weeks and reachback
43% Exhaustees / 20 weeks and reachback
Cut off June 6, 1992 (7 months) billion (CBO)
(37 states get reachback, 24 qualify for higher weeks)

* Reachback: Provides benefits for those who have exhausted their benefits since February 28, 1991.

**Rostenkowski/Bentsen Design

NOV 4, 1991

MINN.

DRAFT #2
Oct 31, 1991

CONTACT:
Jo-Anne Coe
202/543-5016 (O)
202/543-4104 FAX
703/845-1714 (H)

SENATOR BOB DOLE SCHEDULE - MONDAY, NOVEMBER 4, 1991

NOTE: WE HAVE NO AIRPLANE AVAILABLE TO US AT THIS TIME. HUMPHREY INSTITUTE HAS FAILED IN EVERY ATTEMPT TO SECURE ONE, AS HAS RUDY BOSCHWITZ. I HAVE REPEATEDLY ADVISED THE HUMPHREY INSTITUTE YOUR COMING TO MINNEAPOLIS WAS CONTINGENT UPON THEIR PROVIDING THE TRANSPORTATION, AND HAVE TOLD THEM WE WILL PULL THE PLUG ON THIS IF IT IS NOT RESOLVED BY CLOSE OF BUSINESS TODAY.

Otherwise (as they have suggested), the commercial service available is as follows:

7:00 AM Leave Washington National
8:32 AM Ar. Minneapolis/St. Paul

or

9:15 AM Lv. Washington
10:53 AM Ar. Minneapolis

NOTE: Senator Specter will be arriving via Atlanta; Senators Durenberger and Boschwitz will be there already

10:05 AM Arrive Minneapolis Athletic Club

10:00 AM- Meeting with Senator Dave Durenberger and supporters
11:00 AM Athletic Club

CONTACT: Rick Evans
202/224-9470
Alice Negratti
612/370-3387

11:00 AM- Meeting with Rudy Boschwitz and supporters
11:30 AM Athletic Club

CONTACT: Senator Boschwitz
202/543-7669 (H - D.C.)
Marsha Ivey
Plywood Minnesota
612/571-2636
612/571-3411 (FAX)

11:30 AM- Fundraising Luncheon for Senator Arlen Specter
12:30 PM Athletic Club - The Lounge

12:30 PM Lv. Athletic Club

12:45 PM Ar. Humphrey Institute - University of Minnesota

12:45 PM- SPEECH - Hubert Humphrey Institute of Public Affairs
1:30 PM ("Ethanol and Public Policy")

CONTACT: Lee Munnich
Senior Fellow & Director,
State and Local Policy Program
612/625-7357

Nancy Spear
612/625-3375

1:30 PM Lv. University of Minnesota

2:00 PM Ar. Minneapolis-St. Paul Airport
Lv. Minneapolis

AIRCRAFT: Cessna Citation II (Menard, Inc.)
TAIL NO.: N 1283 M
SEATS: 10

MANIFEST: Senator Dole
Senator Boschwitz
Senator Durenberger (maybe)
Senator Specter (maybe)
Dave Spears (???)

CHIEF PILOT: Gary McConnell
Secretary: Brenda Normand
715/876-2208 (Ofc.)
715/835-3181 (Gibson Aviation)
715/839-1024 (Home)

CONTACT: John Menard
Menard, Inc.
4777 Menard Drive
Eau Claire, Wisconsin 54703
715/876-2230 or 874-5911

FLIGHT TIME: 2 hrs 30 minutes

NOTE: SENATOR BOSCHWITZ WANTED TO BE DROPPED OFF ON THE WAY IN CINCINNATI. THAT WILL ADD ANOTHER 45 MINUTES TO THE FLIGHT TIME. YOU INDICATED YOU HAD TO BE BACK IN D.C. BY NO LATER THAN 5:30, SO RUDY IS TRYING TO MAKE OTHER PLANS.

5:30 PM Ar. Washington National Airport

Mon, Nov 4

September 10, 1991

TO: SENATOR DOLE
FROM: BRET FOX
SUBJECT: SPEECH REQUEST; "ETHANOL AND PUBLIC POLICY CONFERENCE"
AT THE UNIVERSITY OF MINNESOTA IN NOVEMBER (FYI)

MR. LARRY JOHNSON, OF THE MINNESOTA ETHANOL ANSWERMAN (AND WHO ALSO HEADED "FARMERS AND RANCHERS FOR DOLE" IN MINNESOTA IN 1988), HAS CONTACTED US AND INVITED YOU TO PROVIDE THE LUNCHEON ADDRESS TO THE "ETHANOL AND PUBLIC POLICY CONFERENCE." THEY ARE HOLDING OFF ON A SPECIFIC CONFERENCE DATE UNTIL THEY KNOW WHETHER YOU WILL OR WILL NOT BE ABLE TO ATTEND. THE THREE AVAILABLE DATES ARE NOVEMBER 4th, 11th, AND 18th, TO BE HELD AT THE HUBERT H. HUMPHREY INSTITUTE OF PUBLIC AFFAIRS, THE UNIVERSITY OF MINNESOTA.

THE CONFERENCE FORMAT IS PANEL DISCUSSIONS AND PRESENTATIONS ON THE MANY ISSUES SURROUNDING THE ETHANOL INDUSTRY, INCLUDING THE ROLE OF THE FEDERAL GOVERNMENT IN FOSTERING INDUSTRY EXPANSION. CONSTRUCTIVE CRITICISM OF THE ETHANOL INDUSTRY WILL ALSO BE OFFERED BY VARIOUS ECONOMISTS.

I INFORMED MR. JOHNSON THAT GIVEN THE POTENTIAL SCHEDULE FOR THE SENATE DURING THE REMAINDER OF THIS SESSION, IT IS MUCH TOO EARLY FOR YOU TO MAKE A SPECIFIC COMMITMENT. HE HAD INDICATED THAT HE WOULD LIKE A FIRM ANSWER WITHIN THE NEXT WEEK IN ORDER TO SEEK ALTERNATIVE SPEAKERS.

I BRING THIS TO YOUR ATTENTION BECAUSE MR. JOHNSON ALSO INDICATED THAT HE WOULD TRY TO HAVE DWAYNE ANDREAS CONTACT YOU AND ASK YOU TO MAKE THE COMMITMENT.

depart 9⁰⁰ wheels up
10³⁰ FR specter
12¹⁵ speak

5³⁰ return to D.C.

9-19 per Lee "problem getting corporate jet" -- probably Honeywell
Lee Munnich 612/625-7357

PROPOSED SCHEDULE

MONDAY, NOVEMBER 4, 1991

8:00 AM Lv. Washington National

 AIRCRAFT: Cargill or Honeywell

 FLIGHT TIME: 2 hrs 35 mins
 (In Falcon or equivalent)

9:35 AM Ar. Minneapolis-St. Paul

9:50 AM-
10:35 AM 45-minute Meeting with Dave Durenberger and
 supporters
 (Location near airport)

10:40 AM-
11:10 AM 30-minute Meeting with Rudy Boschwitz and supporters
 (Location near airport)

 20 minute drive to downtown Minneapolis

11:30 AM-
12:30 PM Fundraising lunch for Arlen Specter
 Minneapolis Club

 15 minute drive to Univ. of Minnesota

12:45 PM-
1:30 PM Ethanol speech - Humphrey Institute

 30 minute drive to airport

2:00 PM Lv. Minneapolis-St. Paul

 FLIGHT TIME: 2 hrs 10 mins

5:10 PM Ar. Washington National

CAMPAIGN AMERICA

SENATOR BOB DOLE
Honorary Chairman

FACSIMILE COVER SHEET

TIME: _____

DATE: 10/2/91

TO: SENATOR DOLE (c/o Joyce)

FROM: JO-ANNE

RE: _____

NUMBER OF PAGES TO FOLLOW 1

If receiver has questions, please call _____

at, 202/543-5016

Campaign America Telecopier: 202/543-4104

Receiver Telecopier: _____

COMMENTS:

BEFORE I PROPOSE THE ATTACHED
TO BOSCHWITZ, DURENBERGER AND SPECTER,
I'D LIKE TO KNOW IF THIS MEETS
WITH YOUR APPROVAL. THANKS.

MEMORANDUM
OCTOBER 1, 1991

TO: SENATOR DOLE
FROM: JO-ANNE
SUBJ: VISIT TO MINNEAPOLIS

As you know, you have tentatively committed to speak at the Humphrey Institute in Minneapolis at an "Ethanol and Public Policy Conference" on Monday, November 4. The organization is working with Honeywell and Cargill to provide transportation for your visit. This will not present a problem to them, but we need to be able to tell them what we expect them to provide. Specifically, the following invitation requests have been submitted:

Saturday, November 2: Des Moines, Iowa. Annual State Party Fundraising Dinner -- Convention Center -- 500-600 guests. High-dollar reception at 5:30, dinner to follow from 7:00-8:30.

_____ ACCEPT

_____ DECLINE

(Note the possibility of Kansas Fundraiser that evening IF Sununu accepts your invitation and happens to select this date.)

Sunday, November 3:

Kansas???

Monday, November 4 (Minneapolis):

11:30 AM-12:30 PM. Fundraising Luncheon for Arlen Specter Hosted by Rudy Boschwitz. Minneapolis Club (10 minutes from Humphrey Institute) (Institute people tell me this works out fine with their schedule.)

(Already tentatively agreed to.)

12:45 PM. The Ethanol Speech. Guests will be seated for lunch at 12:15. You can speak before they eat and then depart.

(Accepted)

Additional requests:

Rudy Boschwitz wants 1 hour for you to meet with him and some of his business acquaintances.

_____ ACCEPT

_____ DECLINE

Dave Durenberger wants 1 1/2 hour to meet with him and some of his business friends/supporters

_____ ACCEPT

_____ DECLINE

Miss for Iowa and Minn.

- weekly schedule
- monday schedule
- long range schedule
- civil rights
- unemployment
- update on 1991 election

FINAL
11/1/91

CONTACT:
Jo-Anne Coe
202/543-5016 (O)
202/543-4104 FAX
703/845-1714 (H)

SENATOR BOB DOLE SCHEDULE - MONDAY, NOVEMBER 4, 1991

7:55 AM Ar. Butler Aviation, Washington National
703/549-8340

8:00 AM Lv. Washington

AIRCRAFT: Beechjet*
TAIL NO.: N 7050 V
SEATS: 6

MANIFEST: Senator Dole
Greg Schnacke

PILOT: Pete Granger
CO-PILOT: Henry Kliner
D.C. Hotel Sunday:

MEAL SERVICE: Coffee and sweetrolls

FLIGHT TIME: 2 hrs 15-30 minutes

CONTACT: Frank Marvin
Marvin Windows, Inc.
Box 100
Warroad, MN 56763
1-800-544-2744 (O)
218/386-1396 (H)

*This is formerly the Mitsubishi MU-300 Diamond 1A. Schedule permitting, Senator Dole will be in Wichita in December for rolling-out of the new military version of this aircraft (T1A Jayhawk).

NOTE: Senator Specter will be arriving via Atlanta; Senators Durenberger and Boschwitz will be there already.

9:30 AM Ar. Minneapolis/St. Paul International Airport
Page Avjet
612/726-5214/5700

PAGE TWO

MET BY: Jack Farrell, Chairman of Durenberger
for Senate Finance Cmte.
Ward Brehm, Chairman of Durenberger
Business Advisory Group

10:05 AM Arrive Minneapolis Athletic Club
612/339-3655

NOTE: Because of Senator Specter's role in the
Clarence Thomas hearings, press reports that there
will be a small number of women demonstrating
outside of the Athletic Club in the morning.

10:00 AM- Meeting with Senator Dave Durenberger and supporters
11:00 AM Athletic Club - 13th Floor

PROGRAM (Informal):

10:10-10:15 Sen. Durenberger escorts Sen. Dole
around room & introduces to crowd
10:15-10:20 INTRO OF SEN. DOLE - SEN. DURENBERGER
10:20-10:30 REMARKS - SENATOR DOLE
(Update on What's New in Washington)
10:30-10:45 Q&A
10:45-11:00 Photo Ops

PRESS: CLOSED

CONTACT: Rick Evans, AA
202/224-9470
Alice Negratti, State Director
612/370-3387 (O)
612/370-3395 (FAX)
612/925-7811 (H)

11:00 AM- Meeting with Rudy Boschwitz and supporters
11:30 AM Athletic Club (20-24 apartment building owners)

CONTACT: Senator Boschwitz
612/475-2473 (H - MN)
202/543-7669 (H - D.C.)

Marsha Ivey (Boschwitz aide)
Plywood Minnesota
612/571-2636
612/571-3411 (FAX)

PAGE THREE

11:30 AM- Fundraising Luncheon for Senator Arlen Specter
12:30 PM Athletic Club - The Lounge

CROWD SIZE: 40

FORMAT: Informal luncheon

Mix 'n Mingle

Informal REMARKS - SEN. DOLE

12:30 PM Lv. Athletic Club

DRIVER provided by Univ. of Minnesota --
Probably Ed Schuh, Dean of Humphrey Institute, and
Lee Munnich, Senior Fellow

(Senator Boschwitz will stay behind with
Senator Specter)

12:45 PM Ar. Humphrey Institute - University of Minnesota
Proceed to Auditorium

PHONE CONTACT: Dean's Office
612/625-0669

12:45 PM Agriculture Commissioner Elton Redalen welcomes
conference attendees on behalf of the Governor,
who is out of town

12:47 PM INTRODUCTION OF SENATOR DOLE - Senator Durenberger

12:50 PM- SPEECH - Hubert Humphrey Institute of Public Affairs
1:30 PM ("Ethanol and Public Policy")

FORMAT: Free-standing Podium and Mike

CROWD SIZE: 175

PRESS: OPEN

CONTACT: Lee Munnich
Senior Fellow & Director,
State and Local Policy Program
612/625-7357

Nancy Spear
612/625-3375 (O)
612/625-6351 (FAX)
612/433-2027 (H)

PAGE FOUR

1:30 PM Lv. University of Minnesota
(Agriculture Commissioner Redalen will accompany)

2:00 PM Ar. Minneapolis-St. Paul Airport
Page Avjet
612/727-5700

2:05 PM Lv. Minneapolis

AIRCRAFT: Cessna Citation II (Menard, Inc.)
TAIL NO.: N 1283 M
SEATS: 10

MANIFEST: Senator Dole
Senator Specter (TENT)
Greg Schnacke

CHIEF PILOT: Gary McConnell
Secretary: Brenda Normand
715/876-2208 (Ofc.)
715/835-3181 (Gibson Aviation)
715/839-1024 (Home)

CONTACT: John Menard
Menard, Inc.
4777 Menard Drive
Eau Claire, Wisconsin 54703
715/876-2230 or 874-5911

FLIGHT TIME: 2 hrs 30 minutes

MEAL SERVICE: Sandwiches and soft drinks

5:35 PM Ar. Washington National Airport
Butler Aviation
703/549-8340

MET BY: Wilbert Jones

Proceed to Private

November 1, 1991

MEMORANDUM TO THE LEADER

FROM: JUDY BIVIANO/JOHN DIAMANTAKIOU

SUBJECT: UPDATE ON 1991 ELECTIONS

Per your request, here are brief summaries of the 3 major statewide races to be decided on Tuesday, November 5. We will address Louisiana closer to the run-off date.

1. Pennsylvania Senate race
 - Media/Message
 - Direct Mail/Outlook
 - Latest polls
2. Kentucky Governor's race
 - Finances
 - Latest Poll
 - Analysis from Bill Lacy
3. Mississippi Governor's race
 - Finances
 - Latest Polls
 - Analysis

We will continue to monitor these races over the weekend and will do a brief update on Monday.

Thank you.

Attachments

November 1, 1991

MEMORANDUM FOR THE LEADER

FROM: JUDY BIVIANO

SUBJECT: THORNBURGH-WOFFORD HIGHLIGHTS

Public polls (attached) show the race a dead-heat, and depending on which one you believe, either candidate is up by 4 points or so.

MEDIA/MESSAGE:

The candidates will spend \$1 million on a TV-radio blitz for the campaign's final days. Democrats see this as a referendum on Bush's lack of domestic policy.

Wofford has set the campaign agenda. By hitting Thornburgh on an issue a day while keeping to the same theme: health care; economic woes caused by President Bush. Wofford has controlled the debate. Thornburgh did not answer Wofford's charges to voters' satisfaction until mid-week. Wofford is campaigning in Philadelphia and continuing to visit senior citizens homes.

He attacked Thornburgh for taking credit for the Pharmaceutical Assistance for the Elderly program, a state lottery program that provides a \$6 subsidy for every prescription drug made by Pennsylvanians over age 65. (The man who developed the program was actually a political opponent of Thornburgh's, although the program was signed into law by Thornburgh by 1983).

Thornburgh is running a new spot defining a national health care policy as socialized medicine. Thornburgh indicates that individuals should be able to chose their own physician; not have one chosen for them by government and links the plan to higher taxes. Wofford has yet to co-sponsor onto the democrat health care proposals. Wofford's bill only addresses Congress paying for its own health care.

Thornburgh is again focusing on job creation and citing that when Wofford was labor secretary, the number of people out of work increased by 100,000. He is once again attaching Wofford's economics to Governor Casey's record, including a \$3.3 billion tax hike. (Unfortunately, the Bush tax hike blunts the message).

Thornburgh has endorsed term limits, the elimination of Congresssional perks, and asked that Congress live by the same laws it passes for others. Additionally, he said he was "sorry" Wofford missed the Civil Rights vote.

PENNSYLVANIA
PAGE TWO

Wofford plans to appear in every campaign media market in the State of Pennsylvania this weekend. He continues to say that his campaign is a "fight for the working people of Pennsylvania". He has gained three newspaper endorsements in eastern Pennsylvania.

DIRECT MAIL:

Thornburgh has put out three new mailings:

- (1) To Conservative/pro-life groups, signed by Ronald Reagan (170,000 pieces)
- (2) To Pennsylvania Seniors (age 58+) - addressing social security and health care for seniors. (465,000 pieces)
- (3) To Registered Republicans. Thornburgh has also sent mail to the 1.6 million Pennsylvania Republicans - a contrast piece asking them not to sit this election out and be aware of it's national significance.

We believe Wofford may have chosen to forego mail to saturate the media outlets, although both candidates have relatively equal buys for the few days prior to the race. Union mail is still prevalent.

They are expecting a last-ditch mud-slinging attempt by Jim Carville, who Michelle Davis told me is "a nervous wreck" over the impact of Thornburgh's health care spot.

We'll continue to stay-tuned this weekend.

Thank you.

Attachments

Latest Polls:

MILLERSVILLE ST. UNIV/WHTM-TV POLL
 (POLL CONDUCTED 10/25-27 W/ +/-4.2)

CANDIDATE	%	MORE QUALIFIED TO WORK ON HEALTH CARE
Thornburgh	44%	42%
Wofford	41%	52%
Undecided	15%	--

POLITICAL /MEDIA RESEARCH POLL (KDKA-TV/KYW-TV
 (POLL CONDUCTED 10/26-28 W/ +/-3.5%)

CANDIDATE	ALL	MEN	WOMEN	BLACK	WHITE	FAV	UNFAV	ID
Thornburgh	47%	57%	37%	12%	51%	46%	31%	97%
Wofford	42%	34%	49%	74%	39%	39%	25%	91%
Undecided	11%	8%	14%	14%	10%	--	--	--

* OF THE UNDECIDEDS: 64% ARE WOMEN. 61% ARE EITHER DEMS OR INDS.

Op-Ed
11/1/91

THE WALL STREET JOURNAL

Prelude to '92— A Possible Defeat For a Smug GOP

PITTSBURGH—A harbinger of President Bush's 1992 vulnerability is evident in this usually pleasant but now surly manufacturing city.

Call it the limits of Social Darwinism—the inert Republican domestic and economic agenda designed by budget director Dick Darman. Here in Pennsylvania it may evolve into the political survival of the unfittest.

As Mr. Bush's attorney general, Dick Thornburgh argued for a more aggressive domestic policy on health care, the economy and more. The irony is that he's now in grave danger of losing his campaign for the U.S. Senate because he's getting tarred with the consequences of Mr. Bush's do-little Darwinism.

Mr. Thornburgh is easily the more attractive candidate, twice elected governor, smooth as this area's finished steel, well known in the state, moderately conservative. His opponent, Sen. Harris Wofford, is a genial former college president (Bryn Mawr) who's never won a state-wide election. He was appointed to the Senate six months ago by the Democratic governor after the death of John Heinz.

The compensating difference is that Mr. Wofford has set the campaign's agenda. And he has a team of consultants who've

Potomac Watch

By Paul A. Gigot

transformed this Great Society liberal into a high-brow Huey Long. Their inspired (if demagogic) populist campaign has turned a rout into a dead heat. They've done this, moreover, against Thornburgh consultants who are also George Bush's first campaign team—pollster Robert Teeter and ad-maestro Roger Ailes.

The men behind the Wofford rush are the Democratic Party's new first string, Robert Shrum and James Carville. Mr. Shrum has written the best speeches Dick Gephardt has ever read. Mr. Carville, also known as the Ragin' Cajun, is a Louisiana native with populist instincts worthy of the late GOP consultant Lee Atwater.

Mr. Carville sent a spy to watch Mr. Thornburgh's announcement speech in August. "He came back saying he couldn't believe this guy was so stupid he said he knew 'the corridors of power' in Washington," says Mr. Carville, in an accent as thick as gumbo. "Thornburgh says he knows Washington inside out when everyone else wants to turn it upside down." He hoots at his luck in a state where the economy is soft, incomes are stagnant, and 72% of voters say the country is on "the wrong track."

The Wofford camp has been exploiting this anger in 30-second TV spots that combine liberal themes with outsider rhetoric. Mr. Thornburgh has been tagged with Neil Bush, BCCI and Mexican free trade. The most diabolically brilliant ad vows to deny Congress its own health-care perks until it passes "national health insurance" for everyone else. Mr. Wofford is in effect running against both George Bush and his own party's congressional majority. Mario Cuomo has to be watching with some glee.

Against this onslaught, Mr. Thornburgh was for weeks as dumb (silent) as Dukakis. His core strategy, in the words of one campaign adviser, was to "put a couple of coats of varnish" on his image, even though the opposition was using spray paint.

Mr. Thornburgh's main theme is "jobs," but his only advertised idea is to "reclaim and reuse old industrial sites." He's tried to link Mr. Wofford to Gov. Bob Casey's \$3.3 billion tax hike, but President Bush's own tax increase blunts that message. This week Mr. Thornburgh endorsed tax credits for middle-class families, but Mr. Wofford was there first, weeks ago.

On Wednesday, Mr. Thornburgh finally came out punching on health care. But Mr. Wofford responded with his own press conference and a chart that showed two columns: The left—"What Dick Thornburgh's said about health care"—was full of negative quotes. The right—"What Dick Thornburgh's done about health care"—had nothing but white space.

"This campaign has been a little like the Democratic campaigns defending the status quo at the end of the 1970s," says Mr. Shrum. "There is no set of Republican ideas now."

Mr. Shrum may be too quick to crow about 1992, but the tide against Mr. Thornburgh has Republicans worried. Phil Gramm of Texas, the GOP Senate campaign chairman, is concerned enough that he told Mr. Bush at yesterday's GOP leadership meeting to prepare for a loss and "the worst week of his presidency."

Others at the meeting argued for a new economic growth agenda; Mr. Darman was silent.

Mr. Thornburgh is at least beginning to fight back, and has dropped his incumbent's pose in the past few days; looming defeat concentrates the mind. He's made Congress an issue, endorsing term limits and the elimination of perks, and asking that Congress live by the same laws it passes for others. This weekend his campaign will unveil ads on how to create jobs and raising doubts about Mr. Wofford's health care ideas. He has to hope he isn't too late.

Mr. Thornburgh blames his tough race mostly on the "distortions" of Messrs. Carville and Wofford. But he adds, a bit ruefully, that his race contains "some clues and uncertainties that are worth paying attention to for next year."

Even if Mr. Thornburgh salvages a victory Tuesday, Republicans should heed the warning: Social Darwinism is a loser.



James Carville

KENTUCKY

Finances:

CANDIDATE	MONEY RAISED	MONEY SPENT	CASH ON HAND
Brereton Jones Lt. Governor (D)	\$3,459,890	\$2,486,224	\$973,666
Larry Hopkins Representative (R)	\$1,600,000	\$1,181,735	\$418,265

Latest Poll:

COURIER-JOURNAL BLUEGRASS STATE POLL
(POLL CONDUCTED OCTOBER 24-28 W/ +/-4.3%)

CANDIDATE	%	FAV	UNFAV
Jones	52%	36%	18%
Hopkins	27%	15%	32%
Undecided	22%	--	--

* Among undecideds Jones led 47-25.

Analysis:

According to Bill Lacy, Hopkins will be lucky to break 40%. They dropped from an 8 point deficit to 18 points due to the release of information that Hopkins had bounced 32 checks in one year at the House Bank for a total of \$4036. Hopkins last ditch media stunt was an ad featuring a talking horse, "Mr. Fred." The ad reinforces Jones' financial problems with his horse farm, asked him to fully disclose his income tax returns and if he paid income taxes every year.

Since the Hopkins ad mostly reiterated their old claims with nothing new, it hasn't moved Hopkins' numbers. However, since the check-writing scandal received so much national press, it did Hopkins in, and he has been unable to recover.

Hopkins can keep his congressional seat, but may "take the money and run" due to the grandfathered campaign finance rules. If he leaves, chances are a Republican won't win his seat. Jones, who has decried "negative campaigning in his four years as a front-runner," is running radio ads "that rip into the Congressional record of Hopkins.

MISSISSIPPI

Finances:

CANDIDATE	MONEY RAISED 10/8-26	MONEY SPENT 10/8-26
Ray Mabus Governor (D)	\$532,636	\$520,369
Kirk Fordice Businessman (R)	\$222,065	\$206,788

Latest Polls:

MASON-DIXON OPINION RESEARCH INC.
(POLL CONDUCTED OCTOBER 28-31 W/ +/-3.4%)

CANDIDATE	%	BLACKS	WHITES
Mabus (D)	53%	90%	38%
Fordice (R)	37%	4%	52%
O'Hara (I)	2%	--	--
Undecided	8%	6%	--

(NOTE: Black population in Mississippi is 36%.)

INTERNAL FORDICE POLL CONDUCTED BY TARRANCE & ASSOC.
(POLL CONDUCTED 10/25 W/ +/-4.9%)

CANDIDATE	NOW	9/91	MABUS RE-ELECT	MABUS	FAV	UNFAV	
Mabus	42%	53%	Re-elect	38%	Mabus	52%	31%
Fordice	39%	34%	New Person	46%	* O'HARA WAS NOT INCLUDED IN POLL		

Analysis:

Both candidates are portraying themselves as the candidate of change. Fordice, owner of a construction company, is running his first statewide campaign. He supports reducing the size of government, term limits, and the President's Education 2000 plan. This week, Fordice likened Mabus' ads to "Nazi propaganda", saying in his radio spot that Fordice would close a state university were "untrue" and a "big lie".

On the other hand, Governor Mabus has tried to create the image of battling against the state's political "Old Guard" and the politics of the past. He maintains he's been fighting the political system -- exemplified by his willingness to "stand up to the Legislature."

According to the Republican Governor's Association, the race has become a referendum on Mabus' term as governor. Turnout is expected to be 48%-50% and Fordice is hoping the growing GOP counties along the Alabama border will help him pull off an upset.

TARRANCE & ASSOCIATES

Research for Decisions in Politics and Public Affairs

MEMORANDUM

TO: Joe Loyacono
Jim Weber
Chris Hennick

FROM: Ed Goear
Brian C. Tringali

DATE: October 29, 1991

RE: A Survey of Voter Attitudes in Mississippi

Tarrance & Associates is pleased to present the following results from our latest survey of the state of Mississippi. The survey was commissioned by the Republican Governor's Association (RGA) on behalf of the Kirk Fordice for Governor campaign. A survey of 400 registered likely voters was taken on October 25, 1991. The margin of error with a Random Digit Dial (RDD) sample of this type is $\pm 4.9\%$.

It is the conclusion of Tarrance & Associates, based upon this latest survey, that the Governor's race in Mississippi is likely to be a close one. Much of the movement toward the challenger appears to be directly connected to an environment that makes it difficult for incumbents to be re-elected. It is our recommendation that the campaign do as much as possible in these final days to capitalize on that environment.

The following are some of our specific recommendations generated directly from our latest survey of Mississippi voters:

- The time for a change theme is very strong in Mississippi. A majority of the voters (53%) believe that "professional politicians have been running Mississippi for years and that its time to elect new people to office." A plurality of almost every subgroup of the electorate agrees with this statement.

Turning up the volume on campaign TV ads

Thornburgh and Wofford bash away — and the facts often take a beating

By Katharine Seelye
and Michael Matza
Inquirer Staff Writers

If truth is the first casualty of war, what happens in a 30-second spot?

Dick Thornburgh and Harris Wofford are showing what happens, grinding out \$1 million in TV ads in the week before Tuesday's U.S. Senate election.

It's not a pretty picture, with truth often getting mangled, manipulated and muddled.

Wofford has been trying to stain Thornburgh's Mr. Clean image. His ads attack Thornburgh's integrity, suggest that he was a corrupt attorney general and blame him for "the mess in Washington."

Thornburgh's goal has been to create a negative image of Wofford, unknown to voters just two months ago. The ads paint him as soft on crime and a liberal spendthrift who "watched as taxes skyrocketed."

But the most notable — some say most irresponsible — charge from Thornburgh is that Wofford sought cash from arms dealer Adnan Khashoggi.

"The Khashoggi ad is one of the toughest negatives I've ever seen," said Democratic media consultant Neil Oxman. "It's an absolute distortion of the facts. But if people don't know the distortion, it's effective."

The Thornburgh campaign says
(See ADS on 4-B)

ADS, from 1-B
the ad is informational. "What we're trying to accomplish with Adnan ... is to fill in a lot of the gaps," said Thornburgh campaign manager Michele Davis. "Who is this guy Harris Wofford? We're attempting to tell people the side his handlers don't want you to know."

Some examples of Thornburgh's ads:

- **Adnan Khashoggi. Notorious big-arms dealer. Key figure in Iran-Contra affair. What kind of man would solicit money from him?**

The ad shows grainy footage of Khashoggi in manacles. Using a sinister voice backed by a mournful cello, it implies that Wofford is soliciting money from Khashoggi for his campaign. In fact, the two made contact in 1977, when Wofford was president of Bryn Mawr College and Khashoggi wanted to donate money to Bryn Mawr — years before the Iran-contra affair.

On the recommendation of a student-faculty committee, Wofford sought money for books and scholarships but not for a study program that Khashoggi might have been able to influence. Students protested the deal, and Khashoggi withdrew his offer. No money ever went to Bryn Mawr.

"This is the slimiest ad since Willie Horton," said Paul Begala, Wofford's campaign manager.

"Oh, please," responds Davis. "Have they denied it? ... The bottom line is that Harris Wofford actively solicited money from Khashoggi." She said the incident showed Wofford had "poor judgment."

Wofford consultant James Carville dismisses the ad: "If the best reason to vote for Thornburgh is that in 1977, Harris followed the recommendations of a committee, that's almost a ringing endorsement."

- **Wofford took a contribution from the law firm that represented BCCI.** "We didn't get a contribution from any law firm," says Begala. "It was from [Paul] Warnke, who has never been linked to any wrongdoing."

Says Thornburgh spokesman Rich Myers: "Wofford took a contribution from Warnke. Warnke was the law firm."

The firm is the Washington partnership of Clifford & Warnke. Clark Clifford represented the bank and was chairman of a bank secretly purchased by BCCI.

The ad touched off a protest by 22 top Philadelphia lawyers, including the present and former deans of the law schools at the University of Pennsylvania and Temple University. In a letter to Thornburgh, printed in yesterday's Legal Intelligence, the lawyers urged Thornburgh to pull the ad and apologize for his "gutter tactics."

When the Thornburgh ad mentions BCCI, it shows a picture of a Time magazine cover story on the bank scandal — implying a link between Wofford and BCCI. In fact, Time's story criticized Thornburgh's own Justice Department for "impeding" the investigation.

Begala suggested that the Thornburgh campaign focused on issues tarnishing Thornburgh's reputation — such as BCCI — and turned them on Wofford in an attempt to confuse voters who have heard about BCCI but don't understand it.

And now, Wofford's ads:

- **As attorney general, Dick Thornburgh was supposed to go after the S&L crooks, but he recovered less than a penny for every dollar stolen, let Neil Bush off the hook and left you holding the bag.**

Thornburgh prosecuted "hundreds" of S&L crooks, but it was up to the courts to impose fines and order restitution. Other agencies were responsible for recovering the losses. So Wofford's method of arriving at one cent per dollar — by dividing the amount recovered only by the Justice Department into the \$4.9 billion total loss — is incomplete.

Thornburgh was criticized for not appointing a special prosecutor to look into the President's son and his failed Silverado Savings & Loan. As for holding the bag, taxpayers are bailing out Neil Bush's failed S&L to the tune of \$2,000 for every man, woman and child. But the Justice Department is not responsible for regulating the banks.

- **Thornburgh opposes family leave.**

"That's a lie," says Myers. Thornburgh favors family leave, but would not force employers to offer it.

- **Wofford supports a tax cut for the**

page 2 of 2

4-B

Friday, Nov. 1, 1991

The Philadelphia Inquirer

Thornburgh, Wofford ads play loose with the facts

middle class. Thornburgh supports a capital-gains tax break for the wealthy.

The ad implies Wofford opposes a capital gains tax cut. In fact, he favors one — for venture capital for small businesses. Myers complains that Wofford "is trying to imply that Thornburgh is against a middle-class tax cut." He says Thornburgh wants to cut taxes "for everyone."

• *I've just introduced a bill to cut off special health benefits for Congress until they pass a health care plan for this country.*

Wofford did introduce the bill, but it says nothing about a health plan for the rest of the country. The Wofford campaign says it couldn't include such language in the bill and that its intent — to cut off the special benefits forever — is tougher than what the ad implies.

• *I'm for national health insurance, and Dick Thornburgh's against it.*

"That charge is misleading," said Myers. "What is national health insurance? There are five bills in the Senate alone which purport to be national health insurance. How can Wofford say Thornburgh is against it when Wofford hasn't even said what 'it' is?" Last month, in a Senate speech, Wofford spelled out the broad outlines and some specifics that he wants to see in any health care plan that passes. Thornburgh says he favors a combined public and private approach.

Candidates lecture each other

By Michael Matza,
Jodi Enda
and Robert Zausner
Inquirer Staff Writers

As the race for U.S. Senate headed for the clubhouse turn, the candidates nipped at each other yesterday.

Dick Thornburgh criticized Harris Wofford for not representing Pennsylvanians diligently in the Senate. Wofford rapped Thornburgh for saying a tax on employer-funded benefits was "an option."

At a North Philadelphia factory, Thornburgh talked about his plan for jobs and campaigned with U.S. Sen. Arlen Specter at his side. He praised Specter for his work on a civil rights bill that passed the Senate, 93-5, on Wednesday. And he zinged Wofford for being absent for the final vote.

"I understand that your colleague Harris Wofford was absent for some of the vote," Thornburgh said.

Wofford, a noted civil rights advocate, was in Harrisburg when the vote occurred.

Wofford's campaign manager, Paul Begala, said Wofford voted

Tuesday for an amendment to strengthen the bill by making it apply to Congress as well as to private businesses. When the final vote did not come Tuesday, and he was assured the bill would pass overwhelmingly, Wofford resumed his campaign, Begala said.

Begala said he thought it was not unreasonable for Wofford, as the election approaches, to take a few days away to campaign.

Thornburgh, he said, can campaign without worrying about work because he is drawing a salary as a partner in a law firm "without doing any work."

Thornburgh spokesman Rich Myers responded: "Dick Thornburgh would say this to the senator, 'Do your job, Mr. Wofford. Do the job we're paying you to do and please do not make excuses.'"

At a news conference overlooking construction at the Greater Pittsburgh International Airport, Thornburgh stressed the link between "jobs and economic growth." He proposed an Industrial Renaissance Initiative to offer matching grants to communities to acquire

abandoned industrial sites, investment tax credits for companies that build plants at those locations and expanded Enterprise Zones to provide tax incentives and other assistance to companies that create jobs in distressed areas.

In Harrisburg, Reading and Philadelphia, Wofford talked to workers and senior citizens about his plan for national health care. At each stop he also criticized Thornburgh for a tape-recorded comment — published by the Pittsburgh Press on Wednesday, and quickly disputed by Thornburgh — that taxing worker health-care benefits was "an option" he would consider.

"I think working families and older citizens are being squeezed to the bone by skyrocketing health care costs," Wofford said at a drugstore in downtown Harrisburg. "Now Dick Thornburgh wants to squeeze them to the marrow. He's opened the door to taxing the health benefits of working people. When a politician opens the door to new taxes during a campaign, he's sure to walk through that door after the election," Wofford said.

Asked yesterday to recall specifically what he said to a Pittsburgh Press reporter about taxing employee health benefits, Thornburgh said: "We were on the run and maybe he misunderstood me. I said that's an option that [Health and Human Services Secretary Louis W.] Sullivan had proposed, but it's an option that I didn't support, that I would be looking to cut costs before ever talking about tax increases. . . . I tried to make it clear later in the day."

On a Pittsburgh radio talk show, Thornburgh, a vocal critic of the recent tax increase signed by Gov. Casey, called on Wofford, a former member of Casey's cabinet, to denounce it.

"If he wants to absolve himself from that tax increase, repudiate it," Thornburgh said. "But he won't, because he's one of the prime architects."

"Wofford was down in Washington when that tax package was passed," said Begala, who added "it's like blaming a former member of the Bush cabinet for the \$73 billion Bush tax increase."

FOREIGN AID

I'M GETTING A LITTLE TIRED OF HEARING THE DEMOCRATS MUD-SLINGING OUR PRESIDENT; DRAGGING OUT THIS BOGUS CHARGE THAT HE CARES MORE ABOUT FOREIGNERS THAN AMERICANS.

IT'S BALONEY, PURE AND SIMPLE.

♦ JUST YESTERDAY, A HOUSE-SENATE CONFERENCE COMMITTEE VOTED TO GIVE A BILLION DOLLARS IN NEW AID TO THE SOVIETS. THE PROPOSAL CAME FROM A HOUSE DEMOCRAT. IT WAS STRONGLY SUPPORTED BY SENATE DEMOCRATS. IT WAS ACCEPTED BY A CONFERENCE COMMITTEE DOMINATED BY DEMOCRATS.

WHO'S GIVING AWAY THE STORE, GEORGE BUSH, OR DEMOCRATIC LEADERS IN CONGRESS?

♦ ABOUT THREE WEEKS AGO, WE VOTED IN THE SENATE ON A FOREIGN AID BILL TO SPEND \$25 BILLION -- THAT'S WITH A "B" -- BILLION, OVER TWO YEARS ON FOREIGN AID. 88% OF THE DEMOCRATS IN THE SENATE VOTED FOR THE BILL. 74% OF THE REPUBLICANS VOTED AGAINST IT.

WHO'S GIVING AWAY THE STORE, GEORGE BUSH, OR THE LIBERALS IN THE DEMOCRATIC PARTY?

♦ BACK IN MAY OF THIS YEAR, THE SENATE VOTED ON A MAJOR NEW FOREIGN AID PROPOSAL FOR LATIN AMERICA. A BILL INTRODUCED BY A DEMOCRAT SENATOR. A REPUBLICAN SENATOR OFFERED AN AMENDMENT TO PUT SOME CONTROLS ON THE PROJECTS I THE BILL, SO THAT THE MONEY WOULDN'T BE WASTED ON BIG, STATE-RUN PROJECTS. 96% OF THE DEMOCRATS VOTED AGAINST THE AMENDMENT.

WHO'S GIVING AWAY THE STORE, GEORGE BUSH OR THE BIG GOVERNMENT - BIG SPENDER LIBERALS WHO DOMINATE THE DEMOCRATIC PARTY IN CONGRESS?

NOW THE ISSUE HERE IS NOT -- FOREIGN AID IS BAD, AND ANY ONE WHO SUPPORTS ANY FOREIGN AID IS WRONG.

THE POINT IS: WHO ARE THESE DEMOCRATS, WHO NEVER MET A SPENDING PROGRAM THEY DIDN'T LIKE -- DOMESTIC OR OR FOREIGN -- TO POINT THE FINGER AT GEORGE BUSH?

STATEMENT BY SENATOR BOB DOLE
NOVEMBER 1, 1991

- MR. PRESIDENT, WE WERE ENCOURAGED WHEN THE DEMOCRATS APPROACHED US ABOUT A COMPROMISE. WE WERE TRULY ENCOURAGED TO LEARN THAT THE DEMOCRATS SEEMED PREPARED TO MEET THE TESTS THAT THE PRESIDENT SET OUT.
- HE HAD ASKED THAT WE MEET THREE TESTS:
 1. THAT THE PROGRAM BE SHORT TERM;
 2. THAT WE STAY WITHIN THE BUDGET AGREEMENT; AND
 3. THAT THERE BE NO NEW TAXES TO FINANCE THE PACKAGE.
- AS A RESULT, DURING THE LAST FEW DAYS, WE HAVE BEEN WORKING WITH SECRETARY MARTIN AND BUDGET DIRECTOR DARMAN TO CRAFT A PROPOSAL ON AN UNEMPLOYMENT COMPENSATION BILL SO THAT WE MIGHT PRODUCTIVELY ENGAGE IN THESE DISCUSSIONS.
- UNFORTUNATELY, THE NEW PACKAGE BY THE DEMOCRATS, AS WE UNDERSTAND IT, WOULD CONTINUE TO BREAK THE BUDGET AGREEMENT. IT ALSO CONTINUES TO USE THREE TIERS.
- AS A REMINDER, THE LAST TIME WE USED THREE TIERS, IN 1983, THE UNEMPLOYMENT RATE WAS 9.2%
- WE TRIGGERED OFF THAT PROGRAM IN 1985 WHEN THE UNEMPLOYMENT RATE WAS 7.2 PERCENT.
- AS YOU KNOW, MR. PRESIDENT, TODAY'S UNEMPLOYMENT RATE IS 6.8 PERCENT. IT'S NOT THE SAME CRISIS -- THAT'S NOT TO SAY WE DON'T HAVE A PROBLEM. I THINK WE SHOULD RESOLVE OUR DIFFERENCES AND HELP THE UNEMPLOYED.
- SETTING POLITICS ASIDE, IF WE ARE GIVEN A CHANCE, I BELIEVE WE CAN AGREE ON THE BASIC STRUCTURE OF AN EXTENDED BENEFITS PACKAGE. OUR CURRENT DIFFERENCES ARE LARGELY TECHNICAL BUT CRITICAL NONETHELESS -- THEY INCLUDE THE STRUCTURE OF THE PROGRAM AS WELL AS THE REVENUE SOURCES.
- WE ARE REVIEWING A NUMBER OF OPTIONS. ALL OF OUR OPTIONS MEET THE PRESIDENT'S REQUIREMENTS AND STAY WITHIN THE BUDGET.
- OUR OPTIONS WILL USE THE EXISTING ADMINISTRATIVE STRUCTURE THEREBY PROVIDING FASTER SERVICE TO THE UNEMPLOYED.
- AND MORE IMPORTANTLY, OUR OPTIONS WILL MEET THE NEEDS OF THOSE CURRENTLY UNEMPLOYED INCLUDING THOSE WHO HAVE EXHAUSTED THEIR BENEFITS.

- WE ARE PREPARED TO MEET WITH THE DEMOCRATS AND ASSURE THE UNEMPLOYED THAT THEY WILL RECEIVE THEIR MUCH NEEDED BENEFITS. I HOPE THEY'LL PUT POLITICS ASIDE AND BEGIN TO NEGOTIATE IN GOOD FAITH.

UNITED STATES SENATE

OFFICE OF THE REPUBLICAN LEADER
WASHINGTON, DC 20510-7020

OFFICIAL BUSINESS

Mue

Beech Jet Info

BeechJet INFO



T-1A JAYHAWK

INTRODUCING THE BEECHJET 400A



Beechcraft
A Raytheon Company



Cleared to 45,000 ft: The new Beechjet 400A.

Two basic rules underlie the thinking behind every product that merits the name Beechcraft:

First, build the best. Then never stop working to make it better.

If you've been following recent developments in corporate jet technology, you've seen evidence of Rule One in our Beechjet: It's far and away the most advanced combination of speed, cabin size, performance, efficiency and comfort ever offered in this class of aircraft.

And now, in the Beechjet 400A, Rule Two comes into effect.

Making it better.

With its 461 kt. high speed cruise, the Beechjet 400A maintains its edge as one

of the fastest business jets in its class.

But now, it flies higher and carries more payload to give you even more operational capability.

Certification to a maximum operating altitude of 45,000 ft. will take your Beechjet 400A up and over most weather, turbulence and traffic. You'll cruise more than a mile higher than most commercial airline jets, enjoying the benefits of shorter direct routings and higher fuel efficiency that come with such high-level capability.

Better still, your 400A can climb to that 45,000 ft. level in half the time of its identically powered, straight-winged competitor—making the use of those upper flight levels a far more realistic flight planning option.



An increase in maximum certified takeoff weight to 16,100 lbs. gives the 400A almost 24% more payload with full fuel than the original Beechjet, with no reduction in range or compromise in its incredibly responsive handling.

And everywhere you look — from the fuel system to the flight deck to the cabin configuration — you'll find advances and refinements that make this new Beechjet an even more capable, comfortable and cost-efficient aircraft than it was before.

In fact, according to B/CA Handbook figures, the Beechjet surpasses the transportation efficiency of the most recently introduced straight-wing competitor by almost 20%, even as it's outrunning it. (Compare

Beechjet's 1.17 passenger miles per pound of fuel burned vs. .98 for the competition on a 300 nm NBAA IFR mission.)

That, in itself, makes a most compelling case for the value of Beechcraft quality — and for the higher return on investment Beech customers have come to expect over the years.

As a result, more than one-fourth of all the world's turbine-powered business airplanes have been built, and backed, by Beech.

So, if your standards of jet performance are as high as we suspect, you'll undoubtedly want to take a closer look at our latest tour de force:

The new Beechjet 400A. Improving on this one is going to be tough.

The Beechjet 400A hustles right on up to its maximum certified altitude of 45,000 ft. — a good one hour faster than its identically powered competition.



The 400A Flight Deck: Simply state-of-the art.

It seems a paradox. But to create a cockpit design this simple demands the most advanced technology available.

And that's exactly what's reflected here in this all-Collins digital electronic flight instrumentation system (EFIS) designed specifically for the Beechjet 400A.

Using just two integrated display units to provide the equivalent of competitive three-tube EFIS packages, the standard pilot-side Collins system combines airspeed, altitude, vertical speed, flight director attitude and horizontal situation information all in a single

easy-to-read presentation — thus replacing up to five electromechanical instruments with one CRT display.

Optional dual (pilot and copilot side) EFIS, configured with three major integrated displays, provides the equivalent of other systems' five-tube installations. And for the ultimate: a four-tube (six-tube equivalent) option, shown here, can also be specified.

Such simplicity represents the highest form of avionics sophistication: Reducing pilot workload while increasing system reliability.

And to further simplify the pilot's job in the 400A cockpit, a new all-digital three-



axis flight control system, developed for Beechcraft, provides the ultimate in smoothness and operational capability. In addition to altitude preselect and vertical navigation capabilities, this unit features an advanced "full time" yaw damper system that's certified for operation at all airspeeds and in all flight configurations. So, it's as simple to manage as an on/off switch.

Likewise, refinements in the Beechjet's fuel system help simplify management, loading and distribution to make the pilot's workload easier still.

But the one thing that pilots seem to appreciate more than almost any high-tech system on the aircraft is simply the human engineering of the Beechjet cockpit itself. It's the largest, most accommodating front office in its class—surrounding the flight crew with over 18% more room, by volume, than the next closest competition.

So, when it comes to making a pilot feel comfortable with the latest technology, there's no better environment to be in than the one you see right here.

The Beechjet 400A. No flight deck was ever more user-friendly.

Beechjet 400A



Learjet 31



Sizing up the workspace: High-tech and high comfort converge in the Beechjet 400A cockpit. It's some 15 cubic feet larger than the Citation V's—and a good 35 cubic feet larger than the Learjet 31's.

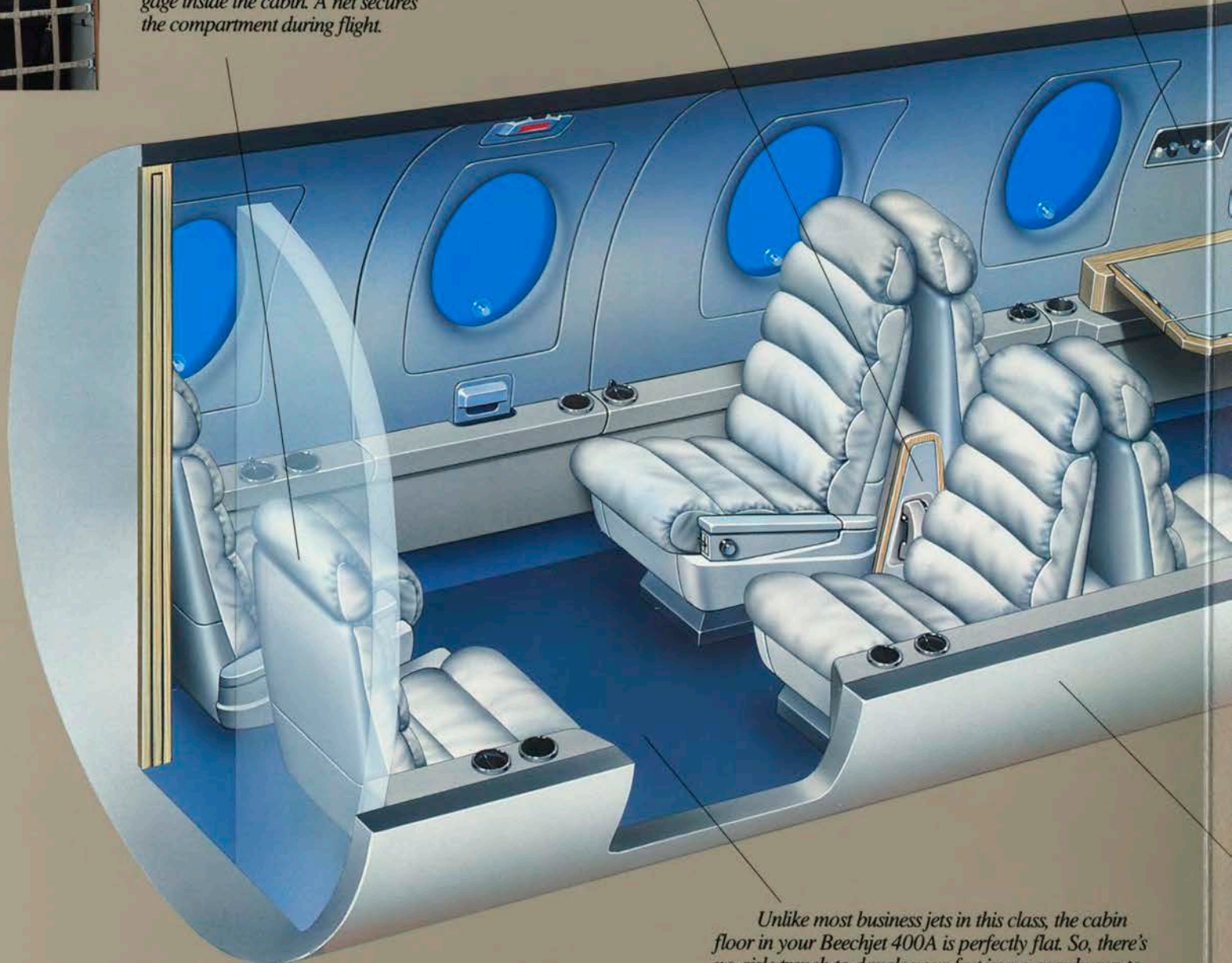




Separate thermostat controls for the two-zone heating and cooling system let you adjust cabin temperature independently of that in the cockpit.

Standard configurations include a floor-to-ceiling storage compartment in the forward area, enabling your Beechjet 400A to accommodate up to 12 cubic feet of carry-on luggage inside the cabin. A net secures the compartment during flight.

Optional in-flight telephone with touch-key dialing and retractable cord lets you reach out and phone from any seat in the cabin — to stay in touch from anywhere in the world.



Unlike most business jets in this class, the cabin floor in your Beechjet 400A is perfectly flat. So, there's no aisle trench to dangle your feet in; no spar hump to trip you up.

A Double Club Interior: The new 400A floor plan.

Beechcraft interiors have long been known for their individuality.

Giving customers an almost limitless array of options, colors, fabrics, leathers, carpets and seating configurations, Beech's standards of interior quality, styling and comfort leave ample room for the most important exercise of all: that of your own taste and imagination.

And now, in the new Beechjet 400A, you're offered more freedom of choices than ever.

A new modular floor plan system with aft-mounted lavatory and multiple seating configurations gives you added flexibility in the design and layout of your 400A's interior.

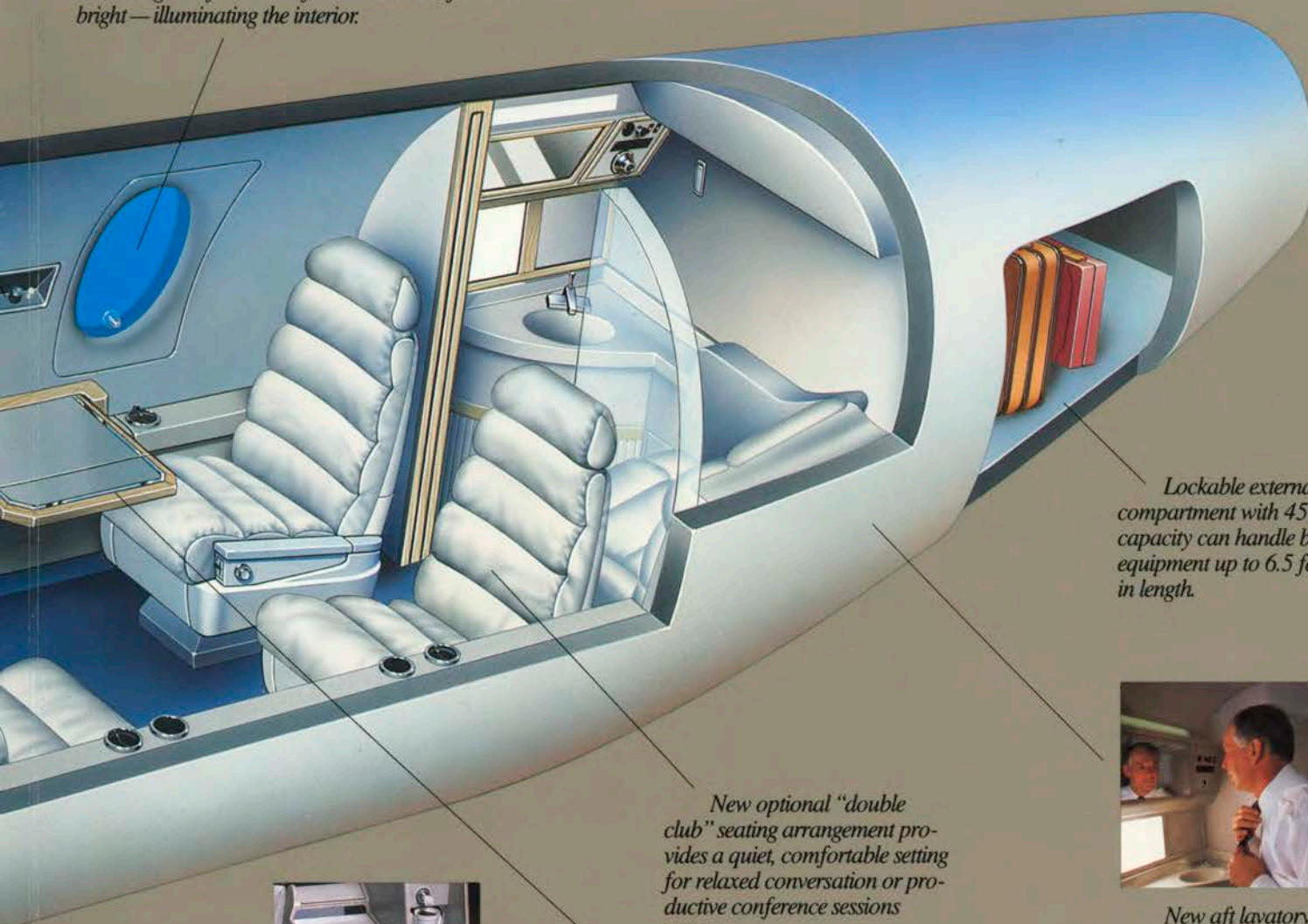
For example, you can choose the new "double club" option — and provide individual seating for up to 9 passengers in comfortable conversation groups. Time enroute can be spent productively in quiet face-to-face conference or work sessions.

On the other hand, if you don't need that much seating for your traveling staff, standard floor plans offer a 12 cubic ft. carry-on luggage compartment, a full-service refreshment center, or other interior options to fill those extra seat module positions.

About the size of it.

With some 305 cubic feet of space, the Beechjet's interior remains the largest and most comfortable in its class — giving you

Cabin windows incorporate adjustable polarized lenses to screen out glare without blocking the view. So, you can control the amount of natural light—from a restful dim to a comfortable bright—illuminating the interior.



Lockable external aft baggage compartment with 450 lb., 25 cu. ft. capacity can handle bulky cargo or equipment up to 6.5 feet (200 cm) in length.

New optional "double club" seating arrangement provides a quiet, comfortable setting for relaxed conversation or productive conference sessions enroute.



New aft lavatory, securely closed off by solid sliding doors, comes standard with flushing toilet and storage closet. Optional lighted vanity with built-in heating unit can replace the closet to provide you with plenty of warm, running water. And, if needed, the seat-belted compartment can double as an extra passenger seat.



Sturdy fold-out writing tables provide ample surface space for your business papers or an inflight snack.

Beechjet 400A standard floor plans include an attractive full-service refreshment center, equipped with hot and cold beverage dispensers, soft-lit decanters, compartments for food and ice, plus storage for supplies and disposables. An optional stereo entertainment system can also be installed in this unit.

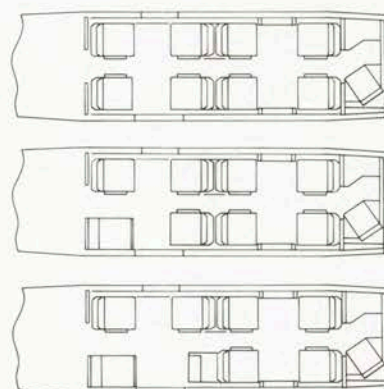
more room, by volume, than its most recently stretched jet competitor. And unlike the other fanjets in its class, which feature tubelike circular cross sections, the Beechjet's unique "oval office" design, with its flat floor and nearly vertical sidewalls, makes far more efficient use of interior space. So, your passengers enjoy significantly more head, shoulder and leg room than those flying the round-cabin jets.

Other comfort touches worth noting include the Beechjet's two-zone temperature control system, which allows you to adjust the temperature in the passenger compartment separately from that of the cockpit—giving you total control over your own thermostat.

We've also enhanced the interior fixtures in the 400A: restyling the handcrafted hardwood writing tables for easier storage and completely redesigning the armrest mechanism on the seats. What's more, we've taken an extra step with regard to passenger security and safety by installing shoulder harnesses at each seat position. And in the new fully enclosed aft lavatory we've added an optional vanity with running water and storage for supplies.

Your passengers will appreciate all the extra touches that make the Beechjet 400A the most comfortable aircraft in its class.

While you, in turn, will have the ultimate comfort of knowing it's configured and finished exactly the way you wanted it.



Variations on a theme: With a wide array of cabinetry and seating options, you can tailor the Beechjet 400A's interior to your needs.



An Invitation:

If you'd like more information on any aspect of Beechjet 400A acquisition, operation or performance, contact your nearest Beechcraft Corporate Aviation Center. Or call toll-free: 1-800-835-7767, Ext. 970.

Member of General Aviation
Manufacturers Association 

Beech Aircraft Corporation
Wichita, Kansas 67201, U.S.A.

NOTE:

All Beechjet performance figures are preliminary, pending completion of certification tests. All specifications subject to change without notice at the option of Beech Aircraft Corporation.
Litho in U.S.A.
89BR/400A/L

BACKGROUND

The current production Beechjet, the Model 400A, was derived from the Mitsubishi Heavy Industries (MHI) Diamond I.

In July 1982, MHI introduced the Diamond I light business jet with Pratt & Whitney JT15D-4 engines. This was followed by the Diamond I and IA. They were short on range and high altitude/hot day performance against the competition.

The introduction of the Diamond II was on April 30, 1985 and incorporated the P & W JT15D-5 engines and added an optional fuel tank. With these modifications, the performance became very competitive with both Cessna and Lear.

Beech and MHI signed an agreement on December 2, 1985 for Beech to perform completion, marketing and product support of the Diamond series aircraft. Beech received kits from MHI and assembled them into completed aircraft. The interior and paint schemes were redesigned and the aircraft was redesignated April 1, 1986 as the "Beechjet Model 400".

On February 29, 1988, Beech/MHI signed an agreement to totally in-draw all Beechjet production from Japan to Kansas. This included components made outside of MHI, but in Japan. The in-draw was completed in June of 1989. At the same time, Beech decided to make major improvements to the aircraft and embarked on the Model 400A program. This program offers improved Collins avionics, increased gross weight and maximum certified altitude and enlarged interior to offer double club seating and aft toilet. The 400A's began deliveries in the last quarter of 1990.

On February 21, 1990, Beech was awarded a U.S.A.F. contract for the modifications, development/certification, structural integrity programs and technical publications for the tanker transport training system (T-1A). This program is for 211 aircraft and includes a new training interior and further improvements in the fuel system, single point fueling, maximum landing weight, higher speed at low altitude and service life improvements.

The Beechjet program has made significant strides in the last six (6) years and is now taking a significant portion of the total light jet market.

FOR INFORMATION ONLY

- O The Beechjet 400A is the current civilian version of the Air Force T-1A Jayhawk.
- O Both are fully manufactured in Wichita, Kansas.
- O Earlier civilian versions were assembled in Wichita from kits that were manufactured by Mitsubishi in Japan.
- O In Feb. 1988; however, Beech bought all rights to the Mitsubishi design and moved all manufacturing activity to Wichita.
- O You will be the senior official and guest speaker at a presentation ceremony on December 12 at Beech in Wichita for the first Air Force T-1A. General McPeak will also attend.