

# **Business- Government Relations Council**



**1992**

**Suite 1007  
1025 Connecticut Avenue, N.W.  
Washington, D.C. 20036  
(202) 296-7569**

AGRICULTURE TALKING POINTS  
REMARKS TO THE NATIONAL GRAIN AND FEED ASSOCIATION

\*\* I'M GLAD TO HAVE THE OPPORTUNITY TO SPEAK TO YOUR GROUP JUST BRIEFLY, EVEN IF I CAN'T BE THERE WITH YOU TO ENJOY THE SURROUNDINGS.

\*\* ASIDE FROM THE ECONOMIC GROWTH PACKAGE THAT WE'LL PROBABLY BE WORKING ON MOST OF THIS YEAR, I KNOW THAT YOU ALL ARE CLOSELY TUNED IN TO EVENTS IN GENEVA AND IN THE FORMER SOVIET REPUBLICS.

\*\* I HAD THE OPPORTUNITY TO DISCUSS THESE ISSUES AND OTHERS WITH PRESIDENT BUSH THIS WEEK, AND I'M HAPPY TO SAY THAT I THINK HE HEARS AND UNDERSTANDS THE NEEDS OF AMERICAN AGRICULTURE. WE TALKED ABOUT A FEW KEY ISSUES THAT I THINK YOU WOULD BE INTERESTED IN.

\*\* FOR STARTERS, WE'RE GOING TO HOLD THE LINE FOR A GOOD AGREEMENT IN THE GATT, BECAUSE I WON'T BE SUPPORTING ANY AGREEMENT ON THE SENATE FLOOR THAT DOES NOT DRASTICALLY REFORM THE EC'S EXPORT POLICIES AND INCREASE U.S. MARKET ACCESS AROUND THE WORLD.

\*\* SECONDLY -- FROM A PERSPECTIVE THAT I THINK EVERYONE CAN AGREE ON -- WE MUST NOT MISS OUR HISTORIC CHANCE TO SOLIDIFY DEMOCRACY IN THE C.I.S. BY LETTING RELUCTANCE ON OUR PART COST FUTURE GENERATIONS BILLIONS OF DOLLARS IN A RENEWED ARMS RACE.

\*\* I SPOKE WITH THE RUSSIANS IN MY OFFICE THIS WEEK -- AND WITH UKRAINE OFFICIALS LAST WEEK -- AND THEY MADE IT CLEAR THAT THE U.S. IS NUMBER ONE WITH THEM WHEN IT COMES TO RESPONDING TO THEIR NEEDS.

\*\* I THINK THAT THESE ISSUES TIE CLOSELY TO SOME OF OUR DOMESTIC POLICIES, ESPECIALLY WHEN YOU CONSIDER THE "GATT TRIGGERS" THAT I'M SURE YOU'RE ALL AWARE OF. AND I EXPECT THAT WE'LL PROBABLY HAVE A DEBATE AT SOME POINT ON CHANGING SOME OF THE PROVISIONS IN THOSE TRIGGERS.

\*\* ONE OF THOSE TRIGGERS DEALS WITH ANNUAL ACREAGE REDUCTION PROGRAMS, AND I'VE ASKED THE DEPARTMENT TO DO AN ANALYSIS OF HOW SUCH POLICIES IMPACT OUR INTERNATIONAL COMPETITIVENESS, FARM INCOME, AND THE RURAL ECONOMY.



TO: Senator Dole  
FR: Kerry

RE: Business-Government Relations Council  
Monday, March 23

\*The Business-Government Relations Council consists of the Senior Vice Presidents of Government Relations for Fortune 100 Companies. Approximately 70 people are expected at Monday's event.

\*Our contact is Paul Korody, Vice President of Government Affairs for ConAgra. He attended your speech at this week's Frozen Food Institute, and said they are the type of remarks they're looking for.

\*He stressed that no press would attend, and the event is off-the record. Given the nature and small size of event, he agreed that the more time for Q&A, the better.

\*I will work with Nina this afternoon on updated economic growth remarks. Let me know if there are any other topics you want to mention in prepared remarks.

Con  
Agra

ConAgra, Inc.

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Paul A. Korody  
Vice President  
Government Affairs

January 10, 1992

The Honorable Bob Dole  
United States Senate  
Washington, DC 20510

Attention: Yvonne Hopkins

Dear Senator:

I am glad to hear that you are feeling better and are back in the swing of things.


I have been asked by the leadership of the Business-Government Relations Council to invite you to speak at either a breakfast or lunch on a date of your choosing during the next several weeks.

The BGRC is composed of the top-ranking official for government affairs in Washington for their company. The membership list is basically the Fortune 200.

We usually hold our functions at the Willard Hotel, however, a place closer to the Hill could be arranged. This is not a fundraising event. Our speakers in past months have included the Speaker, the Vice President and several Cabinet officials.

I am sure that the audience will contain a large number of your friends and we hope you will be able to do this. The topic of the speech should be an overview of what you see happening at present and during the next eleven months.

Best Wishes,



Paul A. Korody

cc: Sid Hawkes, President, BGRC

Speak on any subject you choose

Just let Bob or early March and 2 weeks notice to notify everyone

Notes per Sid

Feeding People Better

## GOOD ECONOMIC NEWS MARCH 17, 1992

- o More good news on the economy today! In February, homebuilding activity rose strongly, industrial production picked up for the first time in months, and consumer inflation remained modest.

Here are the details:

- o Housing starts rose a strong 9.6% in February following a good 6.4% rise the previous month.
- o The trend has been strongly upward over the last year, rising 55 percent since January 1991 -- 20% in the last 3 months!
- o The Industrial Production Index which measures production activity in factories -- about one-fourth of the economy -- rose 0.6% in February, turning around the downward trend of recent months.
- o Consumer inflation was reported at 0.3% in February -- a modest 3.5% at an annual rate.
- o Today's news comes on top of news last week of very strong retail sales gains in January and February, and a pickup in employment last month.
- o Retail sales rose 1.3% in February and 2.1% in January. The two-month increase was the strongest two months since 1985.
- o New jobs rose 164,000 in February, about as good an increase as we have seen since before the recession began in 1990.
- o The unemployment rate was reported to have risen to 7.3% last month. But improvements in unemployment typically lag behind in recoveries and we probably shouldn't make too much of that number.



- o The economy could falter again as it did last year, no one knows for sure.
- o But these are very good signs -- and reason, I believe, to be optimistic.



# Business-Government Relations Council

1025 Connecticut Avenue, N.W., Suite 1007, Washington, D.C. 20036 / (202) 296-7569

March 18, 1992

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The Honorable Bob Dole  
141 Hart Senate Office Building  
Washington, DC 20510

Attention: Ms. Yvonne Hopkins

Dear Senator Dole:

I am writing to confirm Paul Korody's invitation to you to speak to the Business-Government Relations Council (B-GRC) at lunch on Monday, March 23, in the Crystal Room at the Willard Hotel. There will be a brief reception at noon and lunch will be served at 12:30 p.m. We would hope that you could begin your remarks by 1:00 p.m. to be followed by a brief Q&A. We should conclude by 2:00 p.m. or shortly thereafter.

Enclosed for your information is a copy of our current membership directory, most of whom you know personally.

I look forward to seeing you on the 23rd.

Sincerely,

Sidney G. Hawkes  
President

*Sid*  
Enclosure

cc: Paul Korody  
Ken Cole

**SENATOR BOB DOLE**  
**BUSINESS-GOVERNMENT**  
**RELATIONS COUNCIL**  
**MONDAY, MARCH 23rd**

**\*THANK YOU.**

**\*IT'S A PLEASURE TO BE WITH**  
**SUCH A DISTINGUISHED**  
**GATHERING.**

**\*I'M SURE MANY OF YOU**  
**SPENT SOME TIME THIS**



**WEEKEND WATCHING SOME  
NCAA BASKETBALL. IT WAS A  
TOUGH WEEKEND FOR  
KANSANS, WITH THE LOSS OF  
THE JAYHAWKS.**

**\*BUT THE "MARCH MADNESS"  
I WANT TO TALK ABOUT TODAY  
FOR A FEW MINUTES, IS THE  
MADNESS ON CAPITOL HILL.**

**\*FRIDAY, OF COURSE, THE  
HOUSE AND SENATE RESPONDED  
TO THE PRESIDENT'S  
CHALLENGE TO SEND HIM AN  
ECONOMIC GROWTH BILL, BY  
SENDING HIM A TAX INCREASE.**

**\*THE DEMOCRATS MAY TALK  
ABOUT STIMULATING THE  
ECONOMY, BUT BUSINESSMEN  
AND WOMEN WON'T BE TOO**

**STIMULATED WHEN THEY FIND**  
**OUT THAT 80% OF THE**  
**DEMOCRATS TAX HIKE IS ABOUT**  
**TO BREAK THEIR BACKS.**

**\*YOU HEARD ME RIGHT.**

**MORE THAN 80% OF THE**  
**REVENUE COMES RIGHT OUT OF**  
**THE POCKETS OF SMALL**  
**BUSINESS.**



**\*THESE ARE THE PEOPLE OUT  
IN THE REAL WORLD CREATING  
JOBS, KEEPING THE DOORS  
OPEN AND KEEPING PEOPLE  
OFF THE UNEMPLOYMENT LINES.  
THE DEMOCRATS SAY THEY'RE  
GOING AFTER WALL STREET,  
BUT WHAT THEY'RE REALLY  
DOING IS HELPING CLOSE DOWN  
MAIN STREET.**

**\*AND THE REALLY  
UNFORTUNATE THING IS  
THEY'RE TRYING TO DO THIS  
WHILE THERE IS A RECOVERY  
GETTING UNDERWAY--SLOWLY,  
YES; TOO SLOWLY FOR MANY;  
AND STILL A LONG WAY TO GO.**

**\*BUT THERE ARE SOLID  
INDICATIONS OF A PICK UP, IN  
REAL ESTATE, CONSTRUCTION,**

**FACTORY OUTPUT, THE LOWEST  
TRADE DEFICIT IN NEARLY A  
DECADE, AND AN INFLATION  
RATE THAT REMAINS UNDER  
CONTROL.**

**\*THE PRESIDENT'S VETO WILL  
BE SUSTAINED THIS WEEK, AND  
THEN WE CAN GET ON WITH THE  
MAIN EVENT--LISTENING TO THE  
PEOPLE, FOR A CHANGE, AND**



**ENACTING A REAL ECONOMIC  
GROWTH PACKAGE THAT CAN  
HELP KEEP THIS ECONOMY ON  
THE ROAD TO RECOVERY.**

**\*AND SPEAKING OF  
LISTENING TO THE PEOPLE...I'LL  
STOP HERE, LISTEN TO YOU,  
AND TAKE ANY QUESTIONS, AS I  
KNOW THIS AUDIENCE  
CONTAINS A GREAT CROSS-**

# **SECTION OF AMERICA'S MOST RESPECTED COMPANIES.**