

TO: Senator Dole  
FR: Kerry

RE: Monday remarks to: Associated Specialty Contractors 9:00 a.m.  
Snack Food Association 7pm

ASSOCIATED SPECIALTY CONTRACTORS: You will be speaking to approximately 300-350 members of ASC. ASC is an organization of eight national associations representing construction specialty contractors, such as the Mason Contractros, the Plumbing, Heating, and Cooling Contractors, Roofing Contractors, etc.

SNACK FOOD ASSOCIATION: You will be speaking to approximately 75-100 representatives of snack manufacturers and suppliers.

\*The first half of each speech contains material pertaining to issues of importance to each group, which they requested you discuss. The second half of each speech returns to the "change" theme you've been using in the past few speeches.

By



# SPEAK

ASSOCIATED SPECIALTY CONTRACTORS, INC.  
7315 Wisconsin Avenue • Bethesda, MD 20814-3299 • Telephone: (301) 657-3110

Monday - April 6  
8:00 a.m. - 9:30  
Grand Hyatt Wash.

February 19, 1992

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

*Michael Hatch*  
*300-380*

*\$2,000-*

*9:45 AM*  
*104*

Dear Senator Dole:

On behalf of the Associated Specialty Contractors it is my pleasure to invite you to be a featured speaker at the 8th Annual ASC Legislative Conference. The conference extends over three days with your presentation which can be scheduled for the Congressional Leadership Breakfast at 8:00 a.m. on Monday, April 6, 1992, at the Grand Hyatt Washington, 10th and H Streets, NW. The ASC Conference schedule is somewhat flexible and there is time available at 1:45 pm on Monday as well as Tuesday at 8:00 a.m.

The Associated Specialty Contractors is an organization of eight national associations representing construction specialty contractors. ASC's goal is to promote the interests of the members through inter-industry relations and government relations. ASC is the organization that speaks for more than 200,000 specialty contracting firms that have a combined volume of more than \$140 billion per year and more than 2 million employees. The conference will attract nearly 400 construction decision makers, association executives, and industry press.

This year's theme is POLITICS, POLICY, AND PROFITS. The conference will offer a wide range of sessions and subjects as well as a day and a half of lobbying on Capitol Hill. Our membership is interested in a variety of legislative issues including mandated health benefits, environmental concerns, OSHA reform, and labor issues such as the Striker Replacement initiative.

Secretary of Labor Lynn Martin has accepted our invitation to this year's conference. Other speakers invited to participate in the 1992 conference are Vice President Dan Quayle and Speaker of the House Thomas S. Foley. Among the speakers at recent conferences were Senator Orrin Hatch, Utah, Senator Phil Gramm, Texas, and Congressman Robert Michel, Illinois.

As President of ASC I am looking forward to you accepting our invitation and giving our membership the opportunity to hear your views. Jim Baxter, ASC Administrator, looks forward to working with your staff to find an acceptable time for your presentation.

*301/869-5800*

Sincerely yours,

*Daniel G. Walter*

Daniel G. Walter, President  
Associated Specialty Contractors

cc: James R. Baxter, ASC Administrator

Mason Contractors Association of America • Mechanical Contractors Association of America • National Association of Plumbing Heating and Cooling Contractors • National Electrical Contractors Association • National Insulation and Abatement Contractors Association • National Roofing Contractors Association • Painting and Decorating Contractors of America  
Sheet Metal and Air Conditioning Contractors' National Association

**SENATOR BOB DOLE**  
**SPECIALTY CONTRACTORS**  
**APRIL 6, 1992**

**\*THANK YOU. IT'S A  
PLEASURE TO WELCOME YOU  
TO WASHINGTON, AND I WANT  
TO THANK YOU FOR INVITING ME  
TODAY. GIVEN CONGRESS'S  
CURRENT REPUTATION, I'M**

**ALWAYS A BIT SURPRISED TO BE  
INVITED ANYWHERE.**

**\*IT'S A SPECIAL PRIVILEGE TO  
MEET WITH A GROUP THAT IS SO  
KEY TO AMERICA'S ECONOMY.**

**A STRONG CONSTRUCTION  
INDUSTRY HAS LONG BEEN ONE  
OF THE MOST IMPORTANT  
INGREDIENTS TO A STRONG  
ECONOMY. AND IF AMERICA IS**

**TO PUT THE RECESSION BEHIND  
US, THEN THE EIGHT NATIONAL  
ASSOCIATIONS REPRESENTED  
HERE WILL HAVE TO LEAD THE  
WAY.**

**\*YOUR THEME THIS YEAR IS  
"POLITICS, POLICY, AND  
PROFITS."**

**\*THE BAD NEWS THIS  
MORNING IS THAT 1992 MAY BE**

**A YEAR WHERE POLITICS  
REPLACES POLICY--AND THAT'S  
BAD FOR YOUR PROFITS.**

**\*EVERYONE KNOWS THAT  
1991 WAS NOT EXACTLY A  
BANNER YEAR FOR AMERICAN  
BUSINESS. FORTUNE MAGAZINE  
CHARACTERIZED THE PAST  
YEAR AS "AN UNPARALLELED  
DISASTER" FOR THE BUSINESS**

**COMMUNITY, WITH OVERALL  
ANNUAL PROFITS FOR TOP  
CORPORATIONS PLUNGING 41  
PERCENT....AND THE NEWS FOR  
SMALL BUSINESSES WAS  
EQUALLY AS DISCOURAGING.**

**\*RECENTLY, HOWEVER, WE  
HAVE SEEN SOME  
ENCOURAGING SIGNS FOR A  
RECOVERY. CONSUMER AND**

**CORPORATE DEBTS ARE  
LOWER...EXPORTS ARE  
STRENGTHENING...MILD  
INFLATION...PERSONAL INCOME  
IS RISING...AND THE HOUSING  
MARKET IS BRIGHTER.**

**\*CONGRESS, HOWEVER,  
SEEMS INTENT ON DOING WHAT  
THEY CAN TO STIFLE THIS  
RECOVERY. A FEW WEEKS AGO,**

**THEY PASSED A PLAN THAT  
WOULD HAVE INCREASED TAXES  
ON MOST OF AMERICA'S SMALL  
BUSINESSES.**

**\*THE PRESIDENT WAS  
EXACTLY RIGHT IN VETOING  
THAT PLAN, AND PERHAPS THE  
BEST THING THAT CONGRESS  
CAN DO NOW--IF THEY'RE NOT  
GOING TO PASS THE**

**PRESIDENT'S ECONOMIC  
GROWTH PLAN--IS TO JUST STAY  
OUT OF THE WAY.**

**STRIKER REPLACEMENT \*IT  
SEEMS, HOWEVER, THAT  
CONGRESS CAN'T RESIST THE  
TEMPTATION TO STICK THEIR  
NOSES INTO YOUR ACTIVITIES.**

**\*ONE EXAMPLE IS THE  
STRIKER REPLACEMENT**

**LEGISLATION, WHICH MAY  
REACH THE SENATE FLOOR  
SOON AFTER EASTER RECESS.**

**\*THIS BILL WOULD REVERSE  
OVER 50 YEARS OF LABOR LAW  
BY GUARANTEEING WORKERS  
STRIKING OVER ECONOMIC  
ISSUES A JOB WHEN THEY  
DECIDE TO RETURN TO WORK.**

**\*THE LOGIC OF THIS  
PROPOSAL ESCAPES ME. IF  
WORKERS STRIKING OVER A BIG  
WAGE INCREASE DEMAND DON'T  
HAVE THE THREAT OF  
REPLACEMENT WORKERS  
BRINGING THEM TO THE  
NEGOTIATING TABLE,  
BUSINESSES WILL SIMPLY HAVE**

**TO ACCEPT THEIR DEMANDS OR  
GO OUT OF BUSINESS.**

**\*I LIKE TO CALL THIS BILL  
"THE PLANT CLOSING ACT,"  
BECAUSE THE BOTTOM LINE OF  
THIS BILL IS THAT IT WILL MEAN  
MORE STRIKES AND ANTI-  
COMPETITIVE COLLECTIVE  
BARGAINING AGREEMENTS.**

**\*THE GOOD NEWS IS THAT  
THE BILL WILL NEVER BECOME  
LAW. THE HOUSE AND THE  
SENATE HAVE ENOUGH VOTES  
TO SUSTAIN THE PRESIDENT'S  
CERTAIN VETO. I HOPE THAT  
YOU AND YOUR ORGANIZATIONS  
WILL CONTINUE TO GET THE  
WORD TO YOUR CONGRESSMEN  
AND SENATORS ON THIS BILL.**

**MANDATED LEAVE: ANOTHER  
BILL MASQUERADING UNDER  
THE GUISE OF WORKPLACE  
FAIRNESS IS THE MANDATED  
LEAVE LEGISLATION.**

**\*I THINK WE CAN ALL AGREE  
THAT TIME OFF FOR A FAMILY  
EMERGENCY IS A GOOD IDEA--  
AND MOST EMPLOYERS AND**

**EMPLOYEES WORK THIS OUT ON  
THEIR OWN.**

**\*EVERY BUSINESS IS UNIQUE  
AND HAS THEIR OWN POLICY.  
BUT THROUGH THIS  
LEGISLATION, UNCLE SAME  
WOULD IMPOSE A "ONE SIZE  
FITS ALL" POLICY ON AMERICA'S  
EMPLOYERS, THEREBY**

**DESTROYING A NUMBER OF  
INNOVATIVE PROGRAMS.**

**\*I HAPPEN TO BELIEVE THAT  
ALL EMPLOYEES AND  
EMPLOYERS ARE NOT THE  
SAME, AND WHAT WORKS FOR  
ONE SITUATION MAY NOT WORK  
FOR ANOTHER. IN THE END, ALL  
THIS LEGISLATION DOES IS  
IMPOSE A TAX ON BUSINESS**

**AND USURP AN EMPLOYEES  
RIGHT TO CHOOSE.**

**\*BOTH HOUSES OF  
CONGRESS HAVE PASSED THEIR  
OWN RESPECTIVE VERSIONS,  
AND I SUSPECT THAT THE  
CONFERENCE MAY GET MOVING  
AROUND MOTHER'S DAY--AS  
HAS COINCIDENTALLY  
OCCURRED IN THE PAST.**

**OSHA REFORM: ANOTHER BILL I  
KNOW IS OF GREAT CONCERN  
TO YOU IS S.1622, THE OSHA  
REFORM LEGISLATION. THIS  
BILL AMOUNTS TO ANOTHER BIG  
REGULATORY OVERKILL BILL--  
WITH CRIMINAL PENALTIES  
THROWN IN. THE CHIEF  
PROBLEM WITH THIS BILL IS  
THAT IT ADDS SUBSTANTIALLY**

**TO THE COSTS OF DOING  
BUSINESS--WITHOUT ANY  
TANGIBLE IMPROVEMENTS IN  
SAFETY.**

**\*WHILE YOU MAY SEE SOME  
ACTION IN THE HOUSE, I WOULD  
BE SURPRISED IF IT SEES THE  
LIGHT OF DAY IN THE SENATE  
BEFORE THE END OF THE YEAR--**

**THANKS, IN LARGE PARTS, TO  
YOUR EFFORTS.**

**\*THIS DOESN'T GIVE YOU A  
REASON TO LET UP HOWEVER. I  
CAN'T REPEAT ENOUGH THAT IT  
IS THE WORK OF THE  
ASSOCIATED SPECIALTY  
CONTRACTORS AND OTHER  
ORGANIZATIONS THAT HELPS TO  
BRING A SANITY CHECK ON A**

**LOT OF BAD IDEAS FLOATING  
AROUND THE HILL.**

**\*BEFORE I CONCLUDE, I DO  
WANT TO TALK A LITTLE  
POLITICS. IF THERE'S ONE  
WORD THAT SEEMS TO BE  
DRIVING THE POLITICAL DEBATE  
THIS YEAR, THAT WORD IS  
"CHANGE."**

**\*AMERICANS ARE TIRED OF  
THE STATUS QUO. YOU SEE IT  
IN THE POLLS...YOU SEE IT IN  
PAUL TSONGAS...JERRY  
BROWN...AND ROSS PEROT.  
YOU SEE IT IN THE PRIMARY  
DEFEAT OF SENATOR DIXON OF  
ILLINOIS A FEW WEEKS AGO.**

**\*WE HAD A CONFERENCE FOR  
REPUBLICAN SENATORS A FEW**

**WEEKS AGO, AND A POLLSTER  
LAID OUT THE FACTS FOR US.  
SHE ADVISED US THAT THE  
DESIRE FOR CHANGE IS SO  
GREAT, THAT IF YOU'RE  
CURRENTLY IN OFFICE...IF  
YOU'VE DONE A GOOD JOB...IF  
YOU'VE BROUGHT HOME THE  
BACON FOR YOUR STATE...DON'T  
MENTION IT.**

**\*IT'S ALMOST LIKE ADVISING  
CONTRACTORS TO TELL  
PROSPECTIVE CLIENTS THAT  
THEY'VE NEVER BUILT A  
HOUSE...OR NEVER INSTALLED  
AIR CONDITIONING BEFORE, BUT  
YOU'RE SURE YOU COULD DO A  
GOOD JOB.**

**\*AND ONCE THE FALL  
CAMPAIGN STARTS, I THINK**

**YOU'LL SEE BOTH PRESIDENT  
BUSH AND THE DEMOCRAT  
CANDIDATE ARGUE OVER WHO  
STANDS FOR CHANGE.**

**\*I MAY BE BIASED, BUT I  
THINK THE PRESIDENT MAKES  
THE BETTER CASE.**

**\*THROUGHOUT THE PAST  
YEARS, HE HAS CONSTANTLY  
SENT NEW AND INNOVATIVE**

# **PROPOSALS UP TO CAPITOL HILL.**

**\*HE WANTED TO CHANGE THE  
TAX CODE TO PROMOTE  
INVESTMENTS, JOBS, AND HOME  
OWNERSHIP.**

**\*HE WANTS TO REFORM OUR  
PRODUCTS LIABILITY LAWS.**

**\*HE WANTS TO CHANGE OUR  
CRIMINAL JUSTICE SYSTEM, SO**

**IT'S TOUGHER ON CROOKS AND  
RAPISTS.**

**\*HE WANTS TO REFORM OUR  
EDUCATIONAL SYSTEM.**

**\*HE WANTS TO REFORM OUR  
CAMPAIGN FINANCE LAWS, SO  
THAT POLITICAL ACTION  
COMMITTEES DON'T HAVE SO  
MUCH POWER, AND SO  
CHALLENGERS WILL HAVE A**

**CHANCE.**

**\*EACH AND EVERY  
PROPOSAL, HOWEVER, HAS  
BEEN BLOCKED BY THE  
DEMOCRATS WHO WANT TO  
MAINTAIN THE STATUS QUO.**

**\*ONE EXAMPLE IS THEIR  
CAMPAIGN FINANCE PLAN  
WHICH THEY MAY TRY TO RAM  
THROUGH CONGRESS THIS**

**WEEK. THEIR PLAN CALL FOR  
SPENDING LIMITATIONS, WHICH  
WILL ENSURE THAT  
CHALLENGERS CAN'T BEAT  
INCUMBENTS...AND IT CALLS  
FOR YOU--THE TAXPAYERS--TO  
FUND CONGRESSIONAL  
CAMPAIGNS. THAT'S ONE  
CHANGE THAT AMERICANS CAN  
LIVE WITHOUT.**

**\*LET ME END BY SPEAKING  
OF THE CHANGES OCCURRING  
IN WHAT WAS ONCE THE SOVIET  
UNION.**

**\*THE CHANGE FROM  
COMMUNISM TO DEMOCRACY IS  
ONE THAT AMERICA NEEDS TO  
SUPPORT. PRESIDENT BUSH  
HAD US DOWN TO THE WHITE  
HOUSE LAST WEEK TO DISCUSS**

# **HIS NEW COMPREHENSIVE PLAN FOR AIDE TO RUSSIA.**

**\*NEEDLESS TO SAY, FOREIGN  
AID ISN'T POPULAR NOW. BUT  
AMERICANS NEED TO  
UNDERSTAND THAT AIDE TO  
RUSSIA ISN'T CHARITY...I SEE IT  
AS AN INSURANCE  
POLICY...DOING WHAT WE CAN**

**TO ENSURE THAT DEMOCRACY  
DOESN'T FAIL.**

**\*PRESIDENT NIXON PUT IT  
BEST A FEW WEEKS AGO. HE  
SAID THAT THE COLD WAR WAS  
A WAR OF IDEAS. COMMUNISM  
LOST. BUT FREEDOM HASN'T  
WON YET--IT'S ON TRIAL. AND IF  
FREEDOM DOESN'T WORK, THEN  
RUSSIA WILL LOOK FOR**

**SOMETHING ELSE. IT MIGHT BE  
A DESPOT OR DICTATOR, IT  
MIGHT BE SOMETHING ELSE--  
BUT ONE THING FOR SURE IS  
THAT IT WILL BE WORSE THAN  
DEMOCRACY AND IT WILL BE  
BAD NEWS FOR AMERICA.**

**\*IF, ON THE OTHER HAND,  
FREEDOM SUCCEEDS IN RUSSIA,  
THINK OF THE LESSONS IT WILL**

**OFFER TO OTHER COUNTRIES--  
CUBA AND CHINA FOR  
INSTANCE.**

**\*THESE ARE CHANGING  
TIMES. THEY ARE EXCITING  
TIMES. AND MY HOPE IS THAT  
AT THE END OF THE YEAR, BOTH  
PRESIDENT BUSH AND  
PRESIDENT YELTSIN WILL HAVE  
RECEIVED MANDATES FOR THE**

# **CHANGES THEY ARE PROPOSING.**