

January 26



NATIONAL
SOFT DRINK
ASSOCIATION

1101 Sixteenth Street, NW
Washington, DC 20036
202/463-6732
Telex: 5101004811
Facsimile: 202/463-8178

January 21, 1993

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

Dear Senator Dole:

We are very much looking forward to your joining the leadership of the National Soft Drink Association for dinner on the evening of Tuesday, January 26, 1993, in the Board Room of the Madison Hotel.

Our group will gather at 7:00 p.m. for soft drinks and other refreshments, and we plan to take our seats for dinner at 7:45 p.m. Following dinner we would appreciate your making a few informal remarks concerning the Senate's business and your observations concerning the new Administration.

I have enclosed a list of the participants (8) along with some of the topics which are major issues with the soft drink industry today. I do not anticipate questions concerning these specific matters, but expect that general political matters will be of interest. Your answers will be entirely off-the-record. There will be no other attendees and no press coverage. If agreeable, we will have our own photographer present for a few minutes at the outset.

I am deeply grateful for your willingness to afford us the honor of visiting with these leaders of the U.S. soft drink industry.

Sincerely,

A handwritten signature in cursive script, appearing to read "W. L. Ball, III", is written over a horizontal line.

William L. Ball, III
President

NATIONAL SOFT DRINK ASSOCIATION INDUSTRY ISSUES COMMITTEE
(franchise companies)

Mr. John R. Albers
Chairman & CEO
Dr Pepper/Seven Up Companies, Inc.
Dallas, Texas

Mr. John C. Carson
President
Cadbury Beverages, N.A.
Stamford, Connecticut

Mr. M. Douglas Ivester
President
Coca-Cola USA
Atlanta, Georgia

Mr. John E. Koerner, III
President
Barq's, Inc.
New Orleans, Louisiana

Mr. Monroe L. ("Lou") Lowenkron
Chairman/CEO
A & W Brands, Inc.
White Plains, New York

Mr. Craig E. Weatherup (Chairman)
President & CEO
Pepsi-Cola North America
Somers, New York

NATIONAL SOFT DRINK ASSOCIATION BOARD OFFICERS
(bottlers)

Mr. Jim L. Turner (Chairman of the Board)
Chairman/President/CEO
Dr Pepper Bottling Company of Texas
Dallas, Texas

Mr. Henry A. Schimberg (Chairman - Membership Committee)
President and COO
Coca-Cola Enterprises, Inc.
Atlanta, Georgia

TOPICS OF INTEREST
to
NATIONAL SOFT DRINK ASSOCIATION

- o Special taxes on soft drinks (Against) *
- o Forced deposits on beverage containers (Against) **
- o Tax Amortization of intangible assets such as goodwill (For)
- o Food Safety (Delaney clause) Reform (For)
- o Resource Conservation & Recover Act (Against Senate version in '92)

* Arkansas, Ohio, and City of Chicago enacted special tax on soft drinks in 1992. Currently, there are 8 states plus Puerto Rico, one county, and two cities with such taxes on the books.

** National Bottle Bill sponsors include Senators Hatfield, Jeffords, Packwood, Kennedy, and others.

Tues, Jan 26
7-9
Madison Hotel

NATIONAL SOFT DRINK ASSOCIATION

William L. Ball, III
President

December 11, 1992

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

Sen Dole only guest of honor
10-12 people
event - will give to
Campaign America

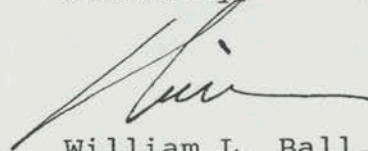
Dear Senator Dole:

On the evening of Tuesday, January 26,
1993, I will be hosting a small, informal
dinner for the chief executive officers of
the seven major U.S. soft drink companies.
The dinner would begin at 7:00 p.m. at the
Madison Hotel in the Board Room.

We would be honored if you could join us
as guest of honor for our dinner that
evening. There would be no speeches or
program and an early adjournment by 9:00 p.m.

If it is possible for you to accept,
please have your office contact me at
(202) 463-6733.

Sincerely,



William L. Ball, III