

TO: Senator Dole
FR: Kerry

RE: Speaking Appearances
Monday, February 22

*You have two public speaking appearances this coming Monday.

1. **1993 Public Affairs Assembly:** Event is sponsored by National-American Wholesale Grocers' Association, the Food Marketing Institute, and the International Foodservice Distributors Association. Audience will be approximately 300 executives from wholesale grocery companies, food service distribution businesses, and supermarkets.

You've met with this Conference in the past--a solidly pro-business, pro-Republican group. They want 10-15 minutes of your views on the President's economic plan and other current events, and then 10-15 minutes of Q&A.

Talking points are attached.

2. **Powell Moore Group:** This is a group of those who are alumni of the White House Senate Legislative Affairs office. The event will be held at the La Brasserie and is very informal--an around the table discussion. About 15 people will attend, including Will Ball, Larry Harlow, Bryce Oglesby, and Boyd Hollingsworth.

04

Monday - Feb. 22
2:45 - 3:15 pm
Willard Hotel
Washington, D.C.

THE
CHALLENGE OF CHANGE



MEET
THE 103RD CONGRESS

1993 PUBLIC
AFFAIRS ASSEMBLY

February 22-23, 1993

Willard Inter-Continental
Washington, DC

January 14, 1993

The Honorable Robert Dole
Senate Republican Leader
United States Senate
Washington, DC 20510

Dear Senator Dole:

We would be honored if you could join us to address our 1993 Public Affairs Assembly to be held February 22-23, 1993, at the Willard Inter-Continental Hotel in Washington, DC. We would like you to address our general assembly on Monday, February 22, from 2:45 pm to 3:15 pm. Your audience will be approximately 400 executives from wholesale grocery companies, foodservice distribution businesses, and supermarkets.

The National-American Wholesale Grocers' Association (NAWGA)--and its foodservice partner organization, the International Foodservice Distributors Association (IFDA)--is an international trade association comprised of food distribution companies which primarily supply and service independent grocers and foodservice operations throughout the U.S. and Canada. NAWGA's 350 members operate over 1200 distribution centers with a combined annual sales volume in excess of \$112 billion. NAWGA members employ a work force of over 350,000; and, in combination with their independently-owned customer firms, they provide employment for several million people. IFDA represents member firms that sell annually over \$29 billion in food and related products to restaurants, hospitals, and other institutional foodservice operations.

The Food Marketing Institute (FMI) is a nonprofit association conducting programs in research, education, industry relations and public affairs on behalf of its 1,500 members--food retailers and wholesalers and their customers in the United States and around the world. FMI's domestic member companies operate approximately 19,000 retail food stores with a combined annual sales volume of \$190 billion--more than half of all grocery store sales in the United States. FMI's retail membership is composed of large multi-store chains, small regional firms and independent supermarkets.



(202) 452-8444

NAWGA

National-American
Wholesale Grocers' Association

(703) 532-9400



International Foodservice
Distributors Association

(703) 532-9400

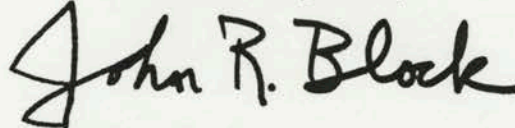
• 1-15-93 Interim letter

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The Honorable Robert Dole
January 14, 1993
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We sincerely hope that your schedule will allow you to join us for this important meeting. If you have any questions, please contact NAWGA/IFDA's Government Relations Vice President Bruce A. Gates at (703) 532-9400. We look forward to hearing from you in the near future.

With kindest regards,

A handwritten signature in black ink that reads "John R. Block". The signature is written in a cursive, slightly slanted style.

John R. Block
President

National-American Wholesale Grocers' Association
International Foodservice Distributors Association
201 Park Washington Court
Falls Church, VA 22046

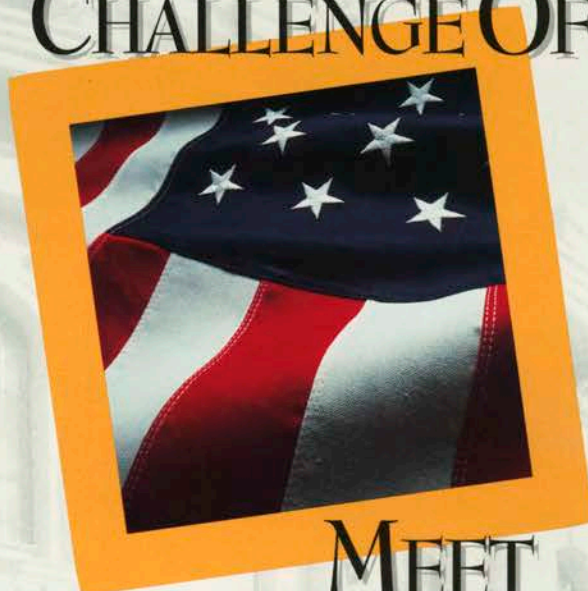
Enclosures

cc: Sheila Burke
Jim Whittinghill

1993 PUBLIC AFFAIRS ASSEMBLY



THE CHALLENGE OF CHANGE



MEET THE 103RD CONGRESS



February 22-23, 1993 The Willard Inter-Continental Washington, DC



THE CHALLENGE OF CHANGE MEET THE 103RD CONGRESS

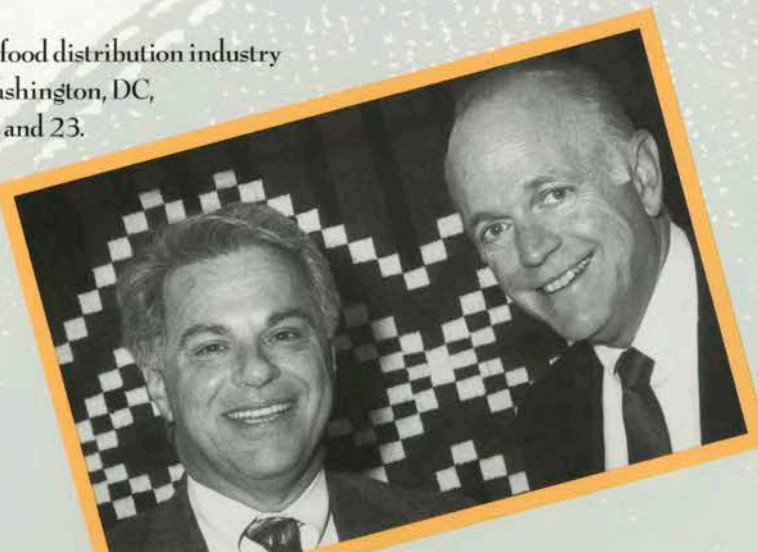
The first 100 days of the new 103rd Congress and the Clinton administration will define the government's direction for the next four years in such areas as mandated benefits and taxes. Don't miss this window of opportunity — attend the Public Affairs Assembly in February and make sure your representatives know your concerns.

With more new faces in Congress than in four decades — over 120 — we have a tremendous opportunity this year to make an impact. It's not going to be business as usual. Change is in the air. We must all work to make sure these changes benefit our industry. The food distribution industry can be an enormous force, particularly so early in the new Congress and administration.

Never before has each individual's input been so important. Now, while the new members of Congress are learning about their constituents' concerns, you can really have an impact on the agenda. You don't have to be a political expert. You don't have to know members of Congress. You just have to have an interest in making sure your business concerns are understood.

Don't miss this opportunity to make a real difference.

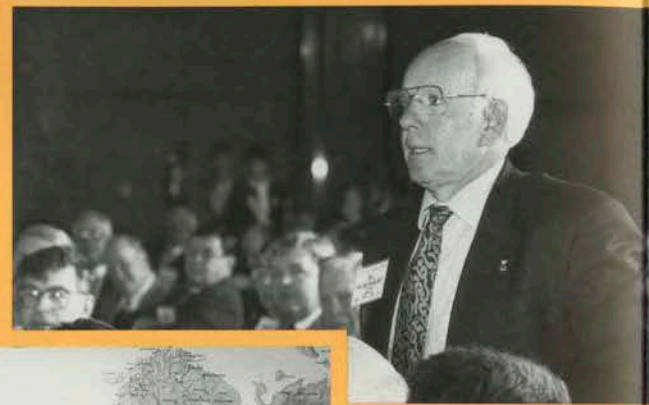
Join your food distribution industry colleagues in Washington, DC, on February 22 and 23. These two days will affect your business for many years to come.



Dave Gaon of Casino USA, Inc. in California catches up with Senator Dennis DeConcini (D-AZ)



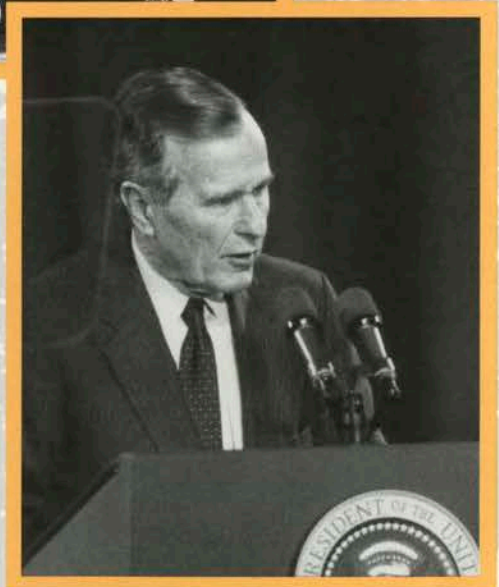
Dan Sebnur of Richfood, Inc. and Susan Mayo of Farm Fresh, Inc. visit with Rep. Herb Bateman (R-VA).



Bill MacAloney of Jax Markets in California questions a speaker.



Sen. Richard Shelby (D-AL) with David Mitchell of Mitchell Grocery Corp. in Alabama.



President George Bush speaks to 1992 PAA participants.

Why You Should Attend The 1993 Public Affairs Assembly

Every retailer, every wholesaler, every foodservice distributor, no matter how small or large, will get something out of the 1993 Public Affairs Assembly:

★ *See first-hand how you can make a difference.*

Your voice is important. Your concerns are critical. By sitting down and talking directly with your representative, you put a face, a town and a company to your issue. You help personalize the concerns of the food distribution industry and make sure government leaders really understand them.

★ *Make an impact on the largest new Congress in four decades.*

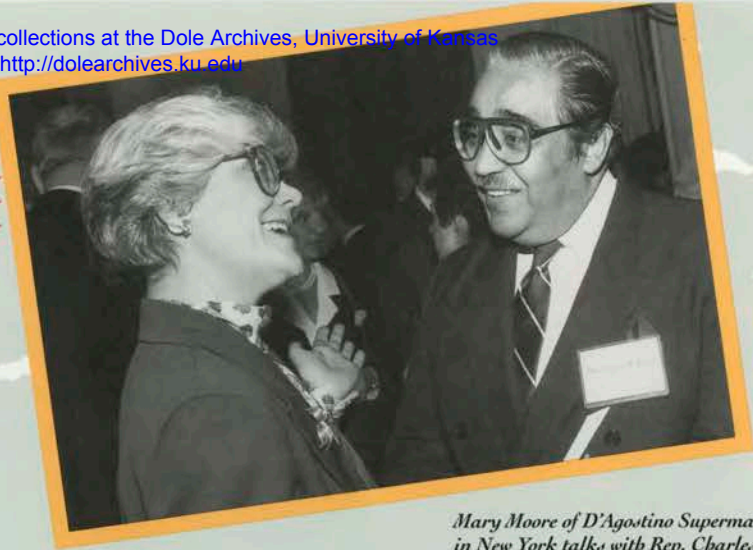
With over 120 new faces on Capitol Hill, this is the time to help chart the direction government takes during the next four years. You have a crucial role to play. Without input from the food distribution industry, members of Congress will make their decisions in a vacuum — decisions that will affect the way you do business.

★ *Discuss issues with your peers.*

Find out how your peers view key issues, how they are reacting to various challenges and what kind of solutions they are working toward.

★ *Learn more about key legislative issues and how they may affect your business.*

Payroll taxes, health care reform, job creation, economic growth, mandated benefits and environmental issues. These are some of the topics that are on the front burner. Find out how they will affect your business.



Mary Moore of D'Agostino Supermarkets, Inc. in New York talks with Rep. Charles Rangel (D-NY) during the 1992 PAA Reception.

A Day on Capitol Hill Preliminary Program

Monday, February 22, 1993

2:00 p.m. - 5:00 p.m.
Opening Session

The conference opens with a keynote address from a leading policymaker who will put today's hot issues into perspective. You will also participate in an issues briefing and interactive strategy session where you will discuss issues and solve problems with your peers. This session will also prepare you for Tuesday when you lobby your congressional lawmakers.

6:45 p.m.
Welcome Reception

7:30 p.m.
Dinner
National Press Club

The dinner program will include a commentary on the national agenda.

Tuesday, February 23, 1993

7:30 a.m. - 10:30 a.m.
Breakfast with Featured Speaker
Morning Session

10:30 a.m. - 11:30 a.m.
Capitol Hill Appointments

The rest of the day is set aside for your Capitol Hill appointments. These valuable meetings enable you to discuss your concerns face-to-face with your elected officials.

11:30 a.m. - 1:30 p.m.
Congressional Delegation
Luncheons — As Scheduled

1:30 p.m. - 5:30 p.m.
Capitol Hill Appointments
(continued)

5:30 p.m. - 7:30 p.m.
Annual Congressional Reception
Cannon House Caucus Room

This annual reception is our way of saying "thank you" to our partners in government. It also offers you the opportunity to meet informally with lawmakers and industry peers to review the meeting, discuss your ideas and wrap-up your thoughts.



"Over the years, the Public Affairs Assembly has given me great opportunities to meet with food distributors. I've come to a better understanding of the issues that really affect them in their daily business operations."

Sen. John Breaux (D-LA)



"The main reason I got involved — and stay involved — is because what happens in Washington has a direct impact on all areas of my company."

Harvey Frank
Chairman of the Board/CEO
CP Foodservice
Daytona Beach, FL



"It is time we elect representatives who hear the voices of the people they represent before the voices of political leaders."

Rep.-Elect Tillie Fowler (R-FL)
(During the 1992
Congressional Campaign)



"There's no doubt in my mind that my visits with members of Congress during last year's PAA helped congressional members better make the connection between me as a grocer and legislation that affects the way I do business."

Anderson Dillworth
President
Dill's Food City, Inc.
Royston, GA



"The most important part of the Public Affairs Assembly is the face-to-face visits with my Representatives, which increase the impact of my communications with them throughout the year."

Thomas Zatina
Vice President, Operations
and Administration
Buzzuto's, Inc.
Cheshire, CT



The Willard Inter-Continental, Washington, DC

Located one block from the White House, the Willard Inter-Continental Hotel has been a central gathering place for "the great, the near-great, and those who aspire to greatness" for the last 150 years. The elegant hotel, a historic landmark, has been restored to its turn-of-the-century splendor. Plan to arrive over the weekend to take advantage of all of the nearby

sightseeing spots, including the Mall, Smithsonian museums, the Lincoln, Washington, Jefferson and Vietnam Veterans memorials. Convenient to transportation, the hotel is only a few blocks from the Metro subway, and an easy commute to Washington National Airport and Washington-Dulles International Airport.



SENATOR BOB DOLE
TALKING POINTS
PUBLIC AFFAIRS ASSEMBLY
FEBRUARY 22, 1993

***THANK YOU. IT'S A
PRIVILEGE TO BE HERE THIS
MORNING WITH MEN AND
WOMEN WHO ARE THE
BACKBONE OF AMERICA'S
ECONOMY.**

***IT'S ALWAYS A PLEASURE TO
SEE JACK BLOCK...I REMEMBER
BACK IN 1980 WHEN THEN
PRESIDENT-ELECT REAGAN WAS
PUTTING HIS CABINET
TOGETHER...THE FIRST GROUP
OF APPOINTMENTS WERE ALL
FROM THE EAST OR FROM
CALIFORNIA. I TOOK A MAP OF
THE UNITED STATES, AND DREW**

**A BIG RED CIRCLE AROUND THE
MIDDLE. I ATTACHED A NOTE
THAT SAID "THAT BLANK SPACE
IS WHAT'S REFERRED TO AS THE
MIDWEST."**

***A FEW DAYS LATER, JACK
WAS NAMED SECRETARY OF
AGRICULTURE--AND HE DID AN
OUTSTANDING JOB.**

***WITH WHAT WE'VE SEEN
FROM THE CLINTON
ADMINISTRATION THIS FIRST
MONTH, I WAS THINKING IT
MIGHT HELP IF I SENT SOME OF
YOU DOWN TO THE WHITE
HOUSE WITH A NOTE THAT SAID
"THESE PEOPLE ARE WHAT WE
REFER TO AS BUSINESSMEN
AND WOMEN."**

***WE'RE STILL WAITING FOR A
LOT OF SPECIFICS ON THE
PRESIDENT'S ECONOMIC PLAN,
BUT I KNOW THAT YOU AND I
ARE DEEPLY TROUBLED BY ITS
EMPHASIS ON TAX INCREASES
OVER SPENDING REDUCTIONS--
AND THE IMPACT THOSE
INCREASES WILL HAVE ON YOUR
ABILITY TO MAKE A PROFIT AND**

**ON JOBS--ESPECIALLY THE 17%
OF THE NATION'S JOBS WHICH
THE FOOD AND AGRICULTURE
SYSTEMS PROVIDE.**

***THERE'S BEEN A GREAT
DEAL OF DEBATE OVER THE
PAST YEARS ABOUT FOOD
LABELING...WELL, AFTER THE
PRESIDENT'S SPEECH LAST
WEEK, IT MAY BE TIME TO APPLY**

**THE "TRUTH IN LABELING" LAWS
TO PRESIDENTIAL BUDGET
PACKAGES, BECAUSE
PRESIDENT CLINTON SEEMS TO
BE PLAYING HIS OWN LABELING
GAME.**

**"INVESTMENT" NOW MEANS
MORE GOVERNMENT SPENDING.**

**"SACRIFICE" NOW MEANS
HIGHER TAXES, BIGGER**

**GOVERNMENT, AND MORE
MANDATES.**

**"PATRIOTISM" MEANS
SUPPORTING THE PRESIDENT'S
PROGRAM.**

**AND A "CONTRIBUTION" IS
WHAT YOU SEND TO THE IRS.**

***BUT THE MOST
OUTRAGEOUS ATTEMPT AT
BUDGETARY "SLEIGHT OF HAND"**

**ARE A FEW EXAMPLES WHERE
"TAX INCREASE" ACTUALLY
MEANS "SPENDING CUT."**

***THE CLINTON PLAN TAXES
AN ADDITIONAL 35% OF SOCIAL
SECURITY BENEFITS FOR THOSE
65 OR OLDER WHO CONTINUE
TO WORK OR WHO WERE
FOOLISH ENOUGH TO SAVE
MONEY FOR THEIR OLD**

**AGE...AND IT UNCAPS THE SUM
ON WHICH THE MEDICARE TAX
WAS LEVIED.**

***NO DOUBT ABOUT IT, THESE
ARE TAX INCREASES, YET THE
CLINTON PLAN INSISTS ON
CALLING THEM SPENDING CUTS.**

***DURING THEIR
CONFIRMATION HEARING, LEON
PANETTA AND LLOYD BENTSEN**

**ARGUED THAT DEFICIT
REDUCTION INCLUDE TWO
DOLLARS IN SPENDING CUTS
FOR EVERY DOLLAR IN NEW
TAXES.**

***THE BI-PARTISAN NATIONAL
GOVERNORS ASSOCIATION
URGED THE PRESIDENT TO GO
EVEN FURTHER, AND CUT \$2.75
IN SPENDING FOR EVERY \$1 IN**

**SPENDING, PRESIDENT CLINTON
HAS ALSO LINED UP BEHIND
MORE MANDATES.**

***THE FIRST BILL HE SIGNED
WAS THE FAMILY LEAVE BILL.
DON'T GET ME WRONG, FAMILY
LEAVE IS A GOOD IDEA, AND
MOST BUSINESSES ARE
ALREADY PROVIDING IT. BUT
NOW, ALL BUSINESSES**

**EMPLOYING 50 OR MORE MUST
MAKE DO WITH A ONE SIZE FITS
ALL GOVERNMENT MANDATE.**

***IMAGINE IF THE
GOVERNMENT CAME IN AND
SAID THAT GROCERY STORES
CAN ONLY SELL WHEAT
BREAD...THAT MIGHT BE GOOD
FOR THE KANSAS WHEAT
FARMER, BUT IT WOULD BE BAD**

FOR AMERICA.

STRIKER REPLACEMENT

***THERE'S ANOTHER LITTLE
MANDATE WHICH I KNOW
YOU'RE VERY CONCERNED WITH,
AND THAT'S STRIKER
REPLACEMENT. I THINK WE'VE
GOT A CHANCE TO DEFEAT THAT
ONE IN THE SENATE, BUT IT'S
GOING TO TAKE A LOT OF HARD**

WORK.

***I FIND IT IRONIC THAT AT
THE SAME TIME THE
ADMINISTRATION IS SAYING
THAT JOB CREATION AND
ECONOMIC GROWTH ARE TOP
PRIORITIES, THEY CONTINUE TO
PURSUE MANDATES AND
POLICIES THAT COST JOBS AND
STIFLE GROWTH.**

***I'M ALSO CONCERNED THAT
MANDATES AND TAX INCREASES
WILL BE THE HALLMARK OF THE
CLINTON HEALTH CARE PLAN.**

***NO DOUBT ABOUT IT, WE'VE
GOT TO DO SOMETHING TO
REFORM HEALTH CARE, BUT
MASSIVE TAX INCREASES
AREN'T THE ANSWER...AND A
NEW YORK TIMES HEADLINE**

**LAST WEEK SAID "TWO DOZEN
NEW TAXES WEIGHED TO PAY
FOR HEALTH CARE."**

***I UNDERSTAND YOU'RE
HAVING DINNER WITH THE
SECRETARY OF AGRICULTURE
THIS EVENING, AND YOU'VE GOT
A FULL DAY OF SPEAKERS
AHEAD OF YOU TOMORROW, SO
I'LL STOP HERE SO I CAN TAKE**

QUESTIONS AND HEAR WHAT'S ON YOUR MIND.