TO: Senator Dole FR: Kerry

RE: City Club of Washington Wednesday, July 21 8:15 a.m.

*You will be speaking to approximately 150 members of the City Club of Washington. The City Club is comprised of business leaders, civic leaders, and members of governmental affairs community.

*You will be introduced by Frank Fahrenkopf.

*They are looking for 20-30 minutes of remarks, followed by Q&A.

*Yesterday was Clinton's 6 month anniversary as President, and attached draft centers on theme of assigning Clinton "midyear" grades on economics and foreign policy.

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THE ECONOMIC MESSAGE

The Democratic message for reconciliation is simple:

HALLELUJAH! Change is Coming

In those four words we convey the two central concepts we need to communicate to the American people: This is good, and this is change.

- THIS IS GOOD The economic plan we are passing will be good for the country, 1. good for the economy, and good for the middle-class working families who've been getting the shaft for too long. There are soveral specific facts and facets of the plan you can use to convey a sense of hope and optimism about this plan:
 - A. This plan puts us back in control of our economic destiny. After 12 years of finger-pointing, we're stepping up to the plate taking responsibility for the economic strength of this country. This plan is good news for the economy:
 - It has the largest deficit reduction in history; 1.
 - 2. It has the largest spending cuts in history;
 - 3. It puts America's economic house in order;
 - It makes it possible for America to grow again, for our economy to 4. expand again, by finally paying down the deficit that has been choking-off jobs and growth, and by shifting the federal budget away from wasteful spending and toward sound investment.
 - This plan will create jobs. 8 million of them over the next four years. B. Permanent, productive, private-sector jobs. This plan is a job generator because:

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- 1. It makes it easier for business to grow. If we keep interest rates at their present low level for the rest of this year, we will have pumped \$100 billion of new private sector capital into the economy.
- 2. It has targeted new incentives to encourage business -- especially small business -- to create new jobs.

B. This plan will improve your standard of living.

- 1. The lower interest rates we achieve through this historic deficit reduction will make it easier to own your own home, buy a new car, finance a college education, and pay down consumer debt.
 - a. This is real monsy in the pockets of real people. For example, if you can refinance a \$100,000 mortgage down from 10% to 7.5%, you will save \$175 x month - more than ten times what you'll be paying in new taxes (if you make about \$50,000 a year).

2. THIS IS CHANGE.

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- A. This is a fundamental break from the old, failed Trickle-Down policies of the past. It is change that is historic in its scope: the largest deficit reduction in history, the biggest set of spending cuts in American history. This is truly fundamental change.
 - 1. The old ways left deficits out of control, now we're putting our economic house in order;
 - 2. Where Trickle Down sheltered the powerful and privileged, and tried to balance the budget on the backs of the forgotten middle class, this economic plan is fair, shared and balanced.
 - The rich are finally paying their fair share. More than threefourths of the taxes in this plan are being paid by the wealthiest 6%.
 - b. The working poor actually get a break. If you make \$30,000 a year or less and have children in the home, this plan gives you a tax break, to help you raise your children above the poverty line.

The middle class wins in this plan. After twelve years in which the Republicans taxed working people and gave the money to wealthy people, this is a plan in which the middle class wins. The total tax burden on the middle class ranges from \$2 a month in the Senate version to a maximum of \$17 a month in the House version. But look what you get for that: lower interest rates on everything from your home to your car loan to your credit card payments (SEE p.1 for a good example of this good deal); historic deficit reduction, real spending cuts in 200 specific programs. Incentives for business to create jobs here in America, and the kind

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of sustained, long-term growth that America needs.

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3. This plan makes real cuts in specific programs - more than 200 specific cuts in programs that cut more than \$250 billion from the budget - the biggest spending cut in history. The old ways included using phony numbers, gimmicks and tricks to avoid making real spending cuts.

 Under business as usual, deficit reduction disappeared as time passed. But this plan locks the savings once and for all in a deficit reduction trust fund.

- a. For every \$10 we put in that \$500 billion trust fund, \$5 comes from spending cuts; \$4 comes from taxes on the wealthiest 6%, and only \$2 comes from the middle class.
- b. The trust fund will be proof that we'really are paying down the deficit -- unlike the policies of the past, when the Republicans used gimmicks like "budget caps" that were lifted or ignored.
- 5. In the old, failed way of doing things the most vulnerable were the most victimized. Under this plan we achieve more deficit reduction than the Republican proposals, with less than half the level of cuts in Medicare, veterans benefits, and health care.
- 6. The old way of doing things allowed politicians to look no further than the next election. This plan looks to the next generation. From historic deficit reduction to lower interest rates to investing in our children, this plan sets the stage for long-term growth.
- 7. Under the old policies, Presidents weakened America by ignoring economic crises here at home, now America is standing tall again. President Clinton's success at the G-7 Summit in Tokyo was due to the fact that America is finally taking responsibility for paying down the deficit, creating jobs and expanding growth -- and the world has greater respect for the leadership America is showing.
- <u>COMPARED TO WHAT?</u> Always, always, always draw contrasts between this plan -- which is our best hope for economic change -- and the Republican "plan" -- which offers no hope for change at all. On every point where the Democratic plan is strong, the Republican plan is weak. No credible deficit reduction. No courage to make the rich pay their fair share. No specific spending cuts. No reduction in interest rates to expand the economy. No targeted investments to create jobs. No targeted investments to spur growth. No security for older Americans.

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- A. The Republicans have no plan. They offer nothing but more of the same. The only thing they offer is the one thing Washington already has a surplus of: hot air. They looked the deficit squarely in the eye...and blinked.
- B. America cannot afford more of the same. The Republicans did offer a couple of last-minute excuses for an economic plan. Here's what they propose: a continuation of the status quo: More uncontrolled deficits, more tax breaks for the very-rich, more cuts in Social Security, Medicare, veterans' benefits and health care for the most vulnerable.

Anytime you're asked about a specific in the economic plan, look for ways to bring it back to the general points that this is good for the country, and this is real change. Of course, you'll also want to contrast it with the Republican plan, which is bad for the country, represents no change, and really is no plan at all.

Finally, never forget that the optimism, energy, enthusiasm you project is vital. Even your most cynical critics will walk away imprassed with your <u>commitment</u>. And that's half the battle. Your body language, attitude and confidence will be infectious. If you become a merchant of pain, you'll find that the middle class isn't buying - they already have enough, thank you. What's different about this plan is that it's actually going to work for the middle class -- it's good news.

Now go forth and spread the good news.

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May 6, 1993

The Honorable Senator Robert J. Dole United States Senate Hart Senate Office Building Room 141 Washington, DC 20510

Dear Senator Dole:

As a Member of the City Club of Washington, and as a native of Kansas, I am writing on behalf of the Speaker Forum Planning Committee of the Club.

WASHINGTON

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Aug Tues. -WEd. or Thurs. at Senator's convenience

8:00 a.m. to 9:00 a.m.

- Columbia Sq. 13th St., N.W

The Breakfast Forum is a Member motivated discussion on current affairs. In the past it has been dedicated to non-partisan interest of City Club Members, drawing from their wealth of knowledge. Recently, however, influential non-Members from the public and private sectors have been invited to participate. We are inviting many of the new members of the 103rd Congress to speak at the <u>Breakfast Forum</u>. And, should they wish, to join the ranks of prestigious and influential Members of the City Club.

We would like to formally <u>invite you to be the special guest</u> speaker at the City Club Breakfast Speaker's Forum in July. The topic would be your choice.

In the past we have had people like Secretary Ron Brown, former RNC chair Frank Fahrenkopf, Congressman Bill Gray, Secretary Frank Carlucci, and Cathleen Black, President/CEO of the Newspaper Association of America.

We are able to <u>schedule the Forum for any Tuesday</u>, <u>Wednesday</u> or <u>Thursday in July</u>. The Forum activities start at 8:00 a.m. and <u>finish promptly at 9:00 a.m</u>. Included in this time is about 5 minutes for introductions, <u>30-40 minutes for your presentation</u>, and about 15-20 minutes for questions from Members.

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Columbia Square, Concourse Level, 555 13th Street, N.W. Washington, D.C. 20004 202/347-0818 This document is from the collections at the Dole Archives, University of Kansas http://dolearchives.ku.edu

I will call your office to see if your demanding schedule can accommodate this important opportunity to share your thoughts. Meanwhile, if you have any questions, I encourage you to contact me directly at (202) 898-6722, or Melissa Szabo at the City Club at (202) 347-0818. We look forward to your participation at the July Forum.

Sincerely,

Betty Johnson Business Forum Planning Committee City Club of Washington

Special Assistant FDIC-OEO

Sreach apprecentergen great leadership in the Arrate. Journe made all us fabrans very groud!

SENATOR BOB DOLE TALKING POINTS CITY CLUB OF WASHINGTON JULY 21, 1993

*IT'S A PRIVILEGE TO SPEAK TO SUCH A DISTINGUISHED GATHERING OF CIVIC AND BUSINESS LEADERS. WHEN I TOLD ELIZABETH I WAS MEETING WITH THE CITY

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CLUB THIS MORNING, SHE ASKED ME TO REMIND YOU THAT THE RED CROSS IS IN NEED OF CONTRIBUTIONS TO HELP THEIR EFFORTS IN THE MIDWEST...SO IF ANYONE HAS ANY EXTRA **MONEY AFTER BREAKFAST, JUST** LET ME KNOW, AND I'LL GIVE HER YOUR NAME.

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***IT'S AWFULLY EARLY IN THE MORNING FOR SPEECHES, AND** I'LL KEEP MY REMARKS SHORT SO I CAN HEAR WHAT'S ON YOUR MIND, BUT I DO WANT SO SPEND A FEW MINUTES PASSING **OUT A FEW MID-YEAR GRADES TO PRESIDENT CLINTON, SINCE** YESTERDAY WAS THE SIX **MONTH ANNIVERSARY OF**

HIS INAUGURATION. ***LET ME MAKE IT CLEAR RIGHT UP FRONT THAT I LIKE** PRESIDENT CLINTON. HE'S A HARD WORKER, AND A QUICK STUDY. AND HE APPEARS TO BE LEARNING FROM PROFESSOR GERGEN.

***BUT THE SUBJECT THAT THE** AMERICAN PEOPLE ARE MOST **INTERESTED IN IS "ECONOMICS."** AND ON THAT, I THINK THE PRESIDENT WOULD RECEIVE A FAILING GRADE. ***CANDIDATE CLINTON MADE A** LOT OF PROMISES. ONE WAS THAT HE WAS A "NEW KIND OF **DEMOCRAT." AND ANOTHER**

WAS THAT HE WOULD MAKE THE **TOUGH DECISIONS NECESSARY** TO REDUCE THE DEFICIT. ***ACTIONS SPEAK LOUDER** THAN WORDS, HOWEVER, AND FROM WHAT WE'VE SEEN THESE FIRST MONTHS, PRESIDENT **CLINTON IS AN OLD-STYLE TAX** AND SPEND DEMOCRAT, AND **INSTEAD OF TOUGH DECISIONS,**

HE'S RELYING ON BUDGETARY GIMMICKS THAT GIVE SMOKE AND MIRRORS A BAD NAME. ***THE AMERICAN VOTERS** SENT A LOUD AND CLEAR **MESSAGE LAST FALL--IT WAS A** MESSAGE THAT WAS SENT AGAIN THIS YEAR BY THE **VOTERS IN TEXAS--A MESSAGE OF "CUT SPENDING FIRST."**

***ALMOST FROM THE MOMENT** HE TOOK OFFICE, HOWEVER, PRESIDENT CLINTON AND HIS **ADMINISTRATION HAVE BEEN** FOCUSING NOT ON SPENDING **CUTS, BUT ON TAXING AMERICA** FIRST, SECOND, AND THIRD. ***AND THIS WEEK, THE HOUSE/SENATE CONFERENCE COMMITTEE ARE CONTINUING**

THE PROCESS OF REACHING A FINAL TAX PACKAGE. WHATEVER PACKAGE IS **REPORTED OUT, ONE THING IS** CLEAR: IT WILL BE THE LARGEST TAX INCREASE IN WORLD HISTORY. ***I'VE TRAVELLED TO QUITE A FEW STATES THESE PAST** MONTHS, AND I'VE HEARD THE

SAME THING AGAIN AND AGAIN. ALL THIS TALK ABOUT TAXES IN WASHINGTON HAS PARALYZED THE AMERICAN ECONOMY --FORCING CORPORATIONS, INVESTORS, EMPLOYERS, AND SMALL BUSINESS MEN AND WOMEN UP AND DOWN MAIN STREET TO PUT OFF ANY PLANS

TO EXPAND OR HIRE NEW WORKERS.

*LET ME SHARE WITH YOU SOME RESULTS FROM A POLL OF AMERICA'S BUSINESS EXECUTIVES THAT WAS RELEASED JUST YESTERDAY. *51% OF THE EXECUTIVES SAY

WORKERS IF CORPORATE TAXES ARE RAISED.

*49% SAY THAT TAX INCREASES WILL COMPEL THEM TO RAISE PRICES. *IN JANUARY, 46% OF AMERICAN COMPANIES EXPECTED TO HIRE MORE

EMPLOYEES IN THE COMING

YEAR. THAT NUMBER IS NOW DOWN TO 25%.

***IN JANUARY, 70% OF THE COUNTRY'S BUSINESS LEADERS** THOUGHT THE ECONOMY WOULD IMPROVE IN THE NEXT FOUR YEARS. TODAY, THAT **FIGURE IS ONLY 18%. *THE WORRIES OF CORPORATE AMERICA, ARE**

ALSO THE WORRIES OF SMALL BUSINESS. THE WALL STREET JOURNAL RAN A STORY YESTERDAY SAYING THAT **DESPITE LOTS OF RHETORIC ON** THE ISSUE, IT WAS ONLY THE VERY SUCCESSFUL SMALL **BUSINESSES--IN OTHER WORDS,** THE ONES PRODUCING THE MOST JOBS--THAT WOULD BE

HIT WITH TAX INCREASES. ***AND THE STORY QUOTED RALPH EVANS, OWNER OF EVANS FARM INN OUT IN** MCLEAN, VIRGINIA. MR. EVANS HIT THE NAIL ON THE HEAD WHEN HE SAID THAT--AND I **QUOTE--"IT BOTHERS ME THAT CONGRESS AND MY PRESIDENT** ARE TELLING ME I'M A NO GOOD

S.O.B. BECAUSE | MAKE SO **MUCH MONEY." *AND NO DOUBT ABOUT IT,** FROM MUCH OF THEIR **RHETORIC AND MANY OF THEIR PROPOSALS, IT DOES APPEAR** THAT THE ADMINISTRATION HAS SOMETHING AGAINST SUCCESSFUL MEN AND WOMEN.

***AND IF PRESIDENT CLINTON** WANTS TO HAVE FWER SUCCESSFUL PEOPLE, THEN HE'S RIGHT ON TRACK. ***WE LEARNED LAST WEEK** THAT THE WHITE HOUSE PLANS **TO DROP ITS OFFICIAL** ECONOMIC GROWTH FORECAST FOR THIS YEAR FROM 3.1% TO 2.5%.

***IF EXPECTATIONS AND** FORECASTS ARE NOSEDIVING, THE WHITE HOUSE HAS MORE **REASON THAN EVER TO TAKE** ANOTHER LOOK AT ITS PLAN TO **RAISE ANYWHERE FROM \$245 TO \$275 BILLION IN HIGHER TAXES DURING THE NEXT FIVE YEARS. *NOW, IF THIS TAX INCREASE** WAS ACTUALLY GOING TO HELP

PUT OUR FINANCIAL HOUSE IN ORDER AND REDUCE THE **DEFICIT, THEN THERE MIGHT BE** SOME GROUNDS FOR DISCUSSION. ***BUT THE FACT IS THAT IN** EXCHANGE FOR THE LARGEST TAX INCREASE IN HISTORY, **AMERICANS GET A DEFICIT THAT** STARTS MOVING UP AGAIN

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AFTER 1997.

***| HAVE SAID MANY TIMES** THAT IT'S NOT TOO LATE FOR PRESIDENT CLINTON TO CHANGE DIRECTION. IT'S NOT TOO LATE FOR HIM TO RESTORE SOME CONFIDENCE TO SMALL **BUSINESSMEN AND WOMEN. *AND HE HAS A PERFECT**

EXCUSE.

***BACK IN FEBRUARY, IN A TELEVISED ADDRESS TO THE** NATION PRESIDENT CLINTON **TOLD THE AMERICAN PEOPLE** THAT HE COULD NOT DELIVER **ON HIS CAMPAIGN PROMISES TO CUT THE DEFICIT IN HALF IN 4** YEARS, SUPPORT \$3 IN SPENDING CUTS FOR EVERY **DOLLAR OF TAX INCREASES, OR**

PROVIDE THE MIDDLE CLASS WITH A TAX CUT BECAUSE --AND I QUOTE -- "THE DEFICIT HAS INCREASED SO MUCH **BEYOND MY EARLIER ESTIMATES** AND BEYOND EVEN THE WORST **OFFICIAL GOVERNMENT** ESTIMATES FROM LAST YEAR" --END QUOTE.

***NOW DIRECTOR PANETTA ADMITS THAT THE DEFICIT** FORECAST IS NO LONGER AS BAD AS HE TOLD THE PRESIDENT IT WAS BACK IN JANUARY AND FEBRUARY. ***I BELIEVE IT'S JUST PLAIN COMMON SENSE THAT BEFORE CONGRESS IS ASKED TO VOTE ON THIS PACKAGE, THAT WE**

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ARE PRESENTED WITH THE CORRECT DEFICIT NUMBERS. ***IS THE PRESIDENT GOING TO** CHANGE DIRECTION? ARE WE GOING TO BE ALLOWED TO SEE THE CORRECT NUMBERS? *I DON'T THINK SO. IN FACT, THE WHITE HOUSE HAS ALREADY PUT OUT IT'S GAME PLAN. THEY PROVIDED THEIR

CREW WITH A LITTLE DOCUMENT CALLED "HALLELUJAH, CHANGE IS COMING." PERHAPS SOME OF YOU WERE ON THE MAILING LIST. ***THE DOCUMENT ADVISES** THAT "ANYTIME YOU'RE ASKED **ABOUT A SPECIFIC IN THE** ECONOMIC PLAN, LOOK FOR WAYS TO BRING IT BACK TO THE

ADVISES THAT "YOUR BODY LANGUAGE, ATTITUDE, AND CONFIDENCE WILL BE INFECTIOUS." ***UNFORTUNATELY, THE ONLY** THING INFECTIOUS ABOUT THE PLAN IS THAT IT WILL MAKE OUR ECONOMIC SICKER.

GENERAL POINTS." AND IT ALSO



***IT DIDN'T TAKE PRESIDENT CLINTON LONG TO DISCOVER** THAT THERE WERE OTHER ISSUES BESIDES THE ECONOMY THAT WOULD HAVE TO BE ON HIS PLATE, AND A LOT OF THOSE ISSUES HAVE TO DO WITH FOREIGN POLICY.

***PRESIDENT CLINTON HAS** MADE SOME WISE DECISIONS IN THIS AREA--SUPPORTING THE **RUSSIAN RECONSTRUCTION** PACKAGE...RESPOND TO SADDAM HUSSEIN'S ATTEMPT TO ASSASSINATE PRESIDENT **BUSH...BUT, BY AND LARGE. AFTER SIX MONTHS, THE ONLY** GRADE TO ASSIGN HIM IS AN "I."

***IN MOST AREAS, THAT MEANS "INCOMPLETE." BUT** WHEN IT COMES TO BOSNIA, IT MEANS "INDECISION." ***NO DOUBT ABOUT IT--BOSNIA HAS BECOME A** TRAGEDY OF INDECISION. EVERY DAY THE STRONG FEEL MORE FREE TO PREY ON THE WEAK. NO ONE IS SAFE FROM

THE EFFECTS OF THE FIGHTING -- NOT INNOCENT MEN AND WOMEN, NOT THE ELDERLY AND, AS THE MEDIA REPORTED YESTERDAY, NOT EVEN MENTALLY RETARDED CHILDREN. ***SEVERAL MILLION PEOPLE ARE BEING FORCIBLY DISPLACED -- HERDED INTO SO-**

This document is from the collections at the Dole Archives, University of Kansas http://dolearchives.ku.edu CALLED ETHNICALLY PURE **ZONES AND CAMPS -- FROM** WHICH THERE WILL BE NO ESCAPE. TALENTED PEOPLE WHO ONCE LIVED AND WORKED IN PEACE AMONG EACH OTHER WILL HAVE NO WAY OF CREATING PRODUCTIVE LIVES. **IF THIS SITUATION CONTINUES --**AND IT MAY WELL BE TOO LATE

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AS WE SPEAK -- EUROPE, **AMERICA AND CANADA WILL** HAVE CREATED FOR **THEMSELVES A SOURCE OF BITTERNESS AND DESPAIR** WHICH WILL HAUNT US ALL FOR **DECADES TO COME.** *MAKE NO MISTAKE ABOUT IT. IF THERE IS NO LEADERSHIP ON **BOSNIA, THERE WILL BE NO**

LEADERSHIP TO SOLVE THE THREAT OF NORTH KOREAN MISSILES AND NUCLEAR WEAPONS AND NO LEADERSHIP TO CONFRONT TERRORISM SPREADING FROM THE MIDDLE EAST. ***EVEN PROGRAMS WITH A** STRONG BASE OF SUPPORT IN **CONGRESS -- SUCH AS AID TO**

"BREAKTHROUGH" -- PROBABLY

INTERNATIONAL TRADE.

"FRAMEWORK" AND

TO THE AREA OF

"INCOMPLETE" ALSO EXTENDS

***THE GRADE OF**

SPEAK SOON AND FORCEFULLY.

ADMINISTRATION DOESN'T

THE FORMER SOVIET UNION --

WILL FOUNDER IF THE

THE TWO MOST OVERUSED WORDS IN INTERNATIONAL **TRADE NEGOTIATIONS -- ARE** THE SUM TOTAL OF WHAT WE'VE SEEN SO FAR. ***I THOUGHT HOBART ROWEN** HAD IT JUST ABOUT RIGHT IN HIS JULY 15 COLUMN IN THE WASHINGTON POST WHICH CUT THROUGH THE RHETORIC OF

THE G-7 SUMMIT AND

CONCLUDED THAT THERE WAS A LOT OF HYPE AND JUST A LITTLE HOPE IN THE SUMMIT RESULTS. ***JUST FIVE DAYS AFTER THE** SUMMIT, THE SENIOR TRADE **OFFICIAL IN JAPAN, CONFIRMED** MR. ROWEN'S ANALYSIS BY SAYING THAT HIS COUNTRY'S TRADE DEFICIT WITH THE

UNITED STATES MIGHT NOT GO DOWN AT ALL FOR THE NEXT **TWO YEARS AND -- WITHIN THE** FIRST YEAR -- MIGHT ACTUALLY GET LARGER. ***THE FRENCH -- NEVER TO BE OUTDONE BY THE JAPANESE --**

OUTDONE BY THE JAPANESE --ACTUALLY STRUCK <u>BEFORE</u> THE SUMMIT AND INSTITUTED RESTRICTIONS ON BANANA

IMPORTS WHICH WILL SERIOUSLY HURT SOME **AMERICAN COMPANIES AS WELL** AS THOSE LATIN AND CENTRAL **AMERICAN COMPANIES FOR** WHOM BANANAS ARE AN IMPORTANT EXPORT CROP. AND THE DANGER IS MUCH GREATER **BECAUSE THESE RESTRICTIONS COULD SERVE AS A PRECEDENT**

TO KEEP OUT A MUCH WIDER **BANGE OF AMERICAN** AGRICULTURAL EXPORTS. ***THE NORTH AMERICAN FREE** TRADE AGREEMENT IS IN SERIOUS TROUBLE. THE **PROFESSIONAL NAFTA OPPONENTS SEIZED THE INITIATIVE AFTER THE ELECTION** AND THE ADMINISTRATION HAS

NOT YET MADE ITS CASE NOR MOBILIZED THE MILLIONS OF **AMERICAN WORKERS, FARMERS, RANCHERS, SMALL** BUSINESSMEN AND WOMEN AND **CONSUMERS WHOM NAFTA WILL** BENEFIT. ***I'LL STOP HERE TO TAKE** YOUR QUESTIONS, AND IN THE **INTEREST OF FAIRNESS, IF ANY**

OF YOU WANT TO ME ASSIGN GRADES TO ANYTHING ELSE....CONGRESS...THE REPUBLICAN PARTY...ROSS PEROT, PLEASE FEEL FREE TO ASK.