October 1, 1993

MEMORANDUM TO THE REPUBLICAN LEADER

David Taylor Junk

FROM:

SUBJECT: Laffer, Canto & Associates, 32nd Washington Conference Watergate Hotel, Monticello Room Monday, October 4th, 9:00 a.m.

You are scheduled to address approximately 50 business leaders from around the country for 30 minutes on Monday morning. Your remarks will be followed by 15 minutes of Q&A. I plan to attend the event. A schedule, a list of attendees, and draft remarks are attached.

This group will likely criticize the Chafee-Dole health care plan. They are more inclined to support Gramm's proposal. The best approach may be to continue what you started today -- asking serious questions about the Clinton plan.

Jude Wanniski has been arguing that the lowest interest rates in 25 years are <u>not</u> the result of the Clinton economic plan, and they are <u>not</u> caused by lack of confidence in the economy. Wanniski argues correctly that if the markets thought the economy was weak, interest rates would rise as lenders tried to reduce their risk. Why are interest rates low? Because the Fed has demonstrated that it is serious about controlling inflation. I have included a comment at the conclusion of your remarks praising Alan Greenspan, Wayne Angell and the Federal Reserve Board for its commitment to control inflation.

Attachments:

Conference Schedule List of Attendees Draft Remarks DRAFT REMARKS SENATOR BOB DOLE LAFFER AND ASSOCIATES 32ND WASHINGTON CONFERENCE OCTOBER 4, 1993

\*I KNOW THAT YOU'RE GOING TO HERE ABOUT A LOT OF DIFFERENT TOPICS TODAY. I WOULD LIKE TO FOCUS ON THREE ISSUES -- HEALTH CARE REFORM, THE BUDGET AND NAFTA.

HEALTH CARE

\*I KNOW WHAT IT'S LIKE TO WORRY ABOUT HOW YOU'RE GOING TO PAY FOR HEALTH CARE, AND I KNOW IT'S SOMETHING THAT NO AMERICAN SHOULD HAVE TO EXPERIENCE.

\*AND LET ME BE CLEAR IN SAYING THAT FOR AMERICA TO REMAIN AN ECONOMIC POWERHOUSE, WE MUST REFORM OUR HEALTH CARE SYSTEM. BUT WE MUST ALSO RESIST THE TEMPTATION TO FIX SOMETHING THAT DOESN'T NEED FIXING. AMERICAN HAS THE HIGHEST QUALITY HEALTH CARE DELIVERY SYSTEM IN THE WORLD, AND WE MUST NOT TAKE ANY ACTION WHICH WOULD REDUCE THE QUALITY, CHOICE, AND ACCESSIBILITY THAT AMERICANS HAVE COME TO EXPECT.

\*BUT WE ALSO HAVE TO BE HONEST WITH THE AMERICAN PEOPLE. IF HEALTH CARE REFORM IS TO WORK THEN WE CAN'T JUGGLE THE BOOKS OR ENGAGE IN CREATIVE ACCOUNTING.

\*AND A LOT OF EXPERTS BELIEVE THAT IS WHAT'S HAPPENING. LET ME QUOTE FROM THE ECONOMIST MAGAZINE:

\*"THE BIGGEST FLAW IN THE CLINTON PLAN MAY BE ITS OUTRAGEOUSLY DISHONEST CLAIMS CONCERNING THE COSTS TO TAXPAYERS. MR. CLINTON WOULD HAVE CONGRESS BELIEVE THAT HIS PROPOSALS WILL PROVIDE UNIVERSAL COVERAGE, SUBSIDIES FOR SMALL EMPLOYERS, GENEROUS NEW COMMITMENTS TO COVER PRESCRIPTION DRUGS, LONG TERM NURSING AND MENTAL HEALTH CARE, PLUS A BIG CHUNK OF DEFICIT REDUCTION WITH VIRTUALLY NO TAXES--AND ALL BY 1997."

\*AND IF YOU BELIEVE THAT, I'VE GOT SOME OCEAN FRONT PROPERTY IN KANSAS TO SHOW YOU.

\*LAST MONTH, VICE PRESIDENT GORE UNVEILED HIS PLAN TO "REINVENT GOVERNMENT." THERE ARE SOME GOOD IDEAS IN THE PLAN, BUT REMEMBER, THIS IS THE SAME MAN WHO, LAST WEEK, WON THE NATIONAL TAXPAYERS UNION'S <u>BIGGEST SPENDER OF THE YEAR AWARD</u> FOR THE THIRD TIME IN FOUR YEARS.

\*A FEW WEEKS AGO, GEORGE WILL WROTE, "THE POINT OF THE 'REINVENTION' CHARADE IS TO PUMP UP CONFIDENCE IN GOVERNMENT SO PEOPLE WILL TOLERATE THE GROWTH OF IT."

\*THE FEDERAL GOVERNMENT IS ALREADY HUGE. IT HAS 2.1 MILLION CIVILIAN EMPLOYEES, 800,000 POSTAL WORKERS, 1.8 MILLION MILITARY PERSONNEL AND A \$1.5 TRILLION BUDGET -- MORE THAN THE ENTIRE GROSS DOMESTIC PRODUCT OF THE GERMANY, THE WORLD'S THIRD LARGEST ECONOMY.

\*I BELIEVE THAT GORE'S EFFORT TO "REINVENT" GOVERNMENT WAS DESIGNED TO RESTORE PUBLIC CONFIDENCE IN GOVERNMENT AND PAVE THE WAY FOR THE CLINTONS TO GIVE UNCLE SAM GREATER CONTROL OVER AMERICA'S \$900 BILLION A YEAR HEALTH CARE DELIVERY SYSTEM -- ONE-SEVENTH OF THE ENTIRE U.S. ECONOMY.

\*THE INITIAL REACTION TO THE CLINTON PLAN HAS BEEN FAIRLY POSITIVE. POLLS TAKEN AFTER THE PRESIDENT'S SPEECH SHOWED THAT ABOUT 56% OF THE AMERICAN PEOPLE FAVORED THE CLINTON PLAN. THIS REMINDS ME A LOT OF THE BUDGET DEBATE. THE PROMISES AND THE

RHETORIC SOUND GOOD, BUT I AM NOT SURE THAT THE CLINTON PLAN WILL BE ABLE TO DELIVER. DON'T FORGET, BACK IN FEBRUARY, THE POLLS SHOWED THAT OF AMERICANS SUPPORTED TO CLINTON BUDGET PLAN. WITH BIG MAJORITIES IN BOTH HOUSES AND THAT KIND OF SUPPORT ADOPTING THE PRESIDENT'S BUDGET SHOULD HAVE BEEN A BREEZE. BUT, IT PROVED TO BE A TOUGH FIGHT AND WE ALL KNOW WHY: THE FACTS DID NOT MATCH UP TO THE PRESIDENT'S RHETORIC.

\*WE ARE BEGINNING TO SEE THE SAME PROBLEM WITH HEALTH CARE. THE DETAILS DON'T SEEM TO MEASURE UP TO THE SPEECHES.

\*WE NEED YOUR HELP IN IDENTIFYING THE <u>REAL</u> COSTS OF THE CLINTON HEALTH CARE PLAN -- IN TERMS OF JOBS, IN TERMS OF QUALITY, IN TERMS OF CHOICES, IN TERMS OF GROWTH.

\*THERE ARE A COUPLE OF DIFFERENT REPUBLICAN PLANS. BUT WE SHARE A COMMON PHILOSOPHY. REPUBLICANS BELIEVE THAT IF YOU PROVIDE BUSINESSMEN AND WOMEN AND INDIVIDUALS ACCESS TO REASONABLY PRICED HEALTH CARE COVERAGE, THEY WILL TAKE ADVANTAGE OF THAT OPPORTUNITY WITHOUT MASSIVE GOVERNMENT INTERVENTION OR NEW MANDATES.

\*HEALTH CARE REFORM OFFERS A UNIQUE OPPORTUNITY FOR GOVERNMENT TO PROVE TO THE AMERICAN PEOPLE THAT IT CAN WORK. WE ALL AGREE ON THE DIAGNOSIS, IT'S THE CURE THAT POSES THE PROBLEM.

\*THIS IS ONE ISSUE WHERE WE MUST TAKE THE TIME TO GET IT RIGHT. WE CAN'T AFFORD TO DO IT WRONG. I AM CONVINCED THAT A YEAR FROM NOW WE WILL STILL BE TALKING ABOUT HEALTH CARE REFORM AND THAT'S GOOD. WE ALL NEED TO UNDERSTAND IT BETTER BEFORE WE START CASTING VOTES.

### BUDGET AND TAXES

\*AT IT'S HEART, THE DEBATE OVER THE BUDGET WAS A DEBATE OVER THE ROLE OF THE FEDERAL GOVERNMENT. PRESIDENT CLINTON HAS EMBRACED THE IDEA THAT GOVERNMENT HAS ALL THE ANSWERS. THAT UNCLE SAM KNOWS BEST. THAT SOMEHOW WITH MORE TAXES, MORE SPENDING, AND MORE MANDATES, GOVERNMENT CAN REPLACE THE INDIVIDUAL AS AMERICA'S ENGINE OF JOB GROWTH.

\*NOT ONE REPUBLICAN IN EITHER THE HOUSE OR THE SENATE VOTED FOR PRESIDENT CLINTON'S BUDGET PLAN BECAUSE IT WAS CLEAR TO US THAT HIS BUDGET FAILED TO MEET HIS OWN OBJECTIVES. IT FAILS TO GET THE DEFICIT UNDER CONTROL. AND IT WILL NOT STIMULATE THE ECONOMY. ALL REPUBLICANS AGREE THAT HIGHER TAXES ON CAPITAL FORMATION, RISK-TAKING, INVESTMENT, AND INITIATIVE WILL NOT STRENGTHEN THE ECONOMY OR HELP IT GROW.

\*THE NATIONAL CENTER FOR POLICY ANALYSIS ESTIMATES THAT 35 PERCENT OF ALL INTEREST INCOME, 51 PERCENT OF ALL RENT AND ROYALTY INCOME, 53 PERCENT OF ALL DIVIDEND INCOME, AND 84 PERCENT OF ALL PARTNERSHIP AND S CORPORATION INCOME WILL BE SUBJECT TO THE HIGHER INDIVIDUAL TAX RATES IN THE CLINTON ECONOMIC PLAN.

\*I DON'T HAVE TO TELL YOU WHAT THAT WILL DO TO CAPITAL FORMATION IN THIS COUNTRY. BUT THAT IS ONE REASON WHY THE LOWEST INTEREST RATES IN 25 YEARS HAVE FAILED TO PRODUCE A BIG SURGE IN THE ECONOMY.

### NAFTA

\*LET ME CLOSE BY DISCUSSING ONE OTHER ISSUE OF IMPORTANCE TO AMERICA'S ECONOMIC HEALTH. AND THAT'S THE NORTH AMERICAN FREE TRADE AGREEMENT.

\*YOU ALL UNDERSTAND ECONOMICS, AND YOU ALL ADVISE PEOPLE IN BUSINESS. SO LET ME GIVE YOU TWO GROUPS--ONE SUPPORTING NAFTA--AND ONE OPPOSING NAFTA--AND ASK YOU WHICH GROUP YOU WOULD WANT ON YOUR BOARD OF DIRECTORS.

\*ON ONE SIDE THERE'S RICHARD NIXON, GERALD FORD, JIMMY CARTER, RONALD REAGAN, AND GEORGE BUSH....AND ON THE OTHER THERE'S JESSE JACKSON, JERRY BROWN, RALPH NADER, PAT BUCHANAN, AND ROSS PEROT.

\*THE FACT IS THAT AMERICA MUST TRADE TO PROSPER. WE LIVE AND WORK IN A GLOBAL ECONOMY.

\*OVER THE PAST YEAR, WE HAVE SEEN HOW SLUGGISH GROWTH IN EUROPE AND JAPAN HAS AFFECTED THE DEMAND FOR U.S. EXPORTS AND DRIVEN UP THE U.S. TRADE DEFICIT. WE SHOULD NOT RESPOND BY THROWING UP BARRIERS TO TRADE IS NOT THE CORRECT RESPONSE TO THIS PROBLEM. INSTEAD, WE SHOULD CONTINUE TO OPEN NEW MARKETS TO AMERICAN PRODUCTS.

\*NAFTA IS VERY MUCH IN AMERICA'S INTEREST. IF AMERICA WANTS TO CONTINUE TO LEAD THE WORLD'S ECONOMY, IF AMERICA IS TO SUCCEED IN TODAY'S NEW GLOBAL MARKETPLACE, THEN AMERICA CANNOT BE AFRAID TO COMPETE. IT'S A SIMPLE CHOICE -- EITHER WE RETREAT AND BUILD A WALL AROUND OUR COUNTRY OR WE LEAD BY EXAMPLE AND WORK TO LOWER BARRIERS TO TRADE BOTH AT HOME AND ABROAD.

# ECONOMY

\*PRESIDENT CLINTON AND HIS ECONOMIC TEAM ARE QUICK TO CONGRATULATE THEMSELVES FOR PRODUCING THE LOWEST INTEREST RATES IN 25 YEARS. LET ME JUST SAY THIS:

\*WE SHOULD ALL THANK ALAN GREENSPAN, WAYNE ANGELL AND THE OTHER MEMBERS OF THE FEDERAL RESERVE BOARD FOR SENDING THE MARKETS A CLEAR SIGNAL THAT THEY ARE COMMITTED TO KEEPING INFLATION UNDER CONTROL. THAT'S BIG BIG REASON WHY INTEREST RATES HAVE REMAINED LOW.

\*LET ME STOP HERE, AND OPEN IT UP FOR QUESTIONS, OR ANY ADVICE YOU HAVE FOR ME OR THE COUNTRY.

# A.B. LAFFER, V.A. CANTO & ASSOCIATES

THIRTY SECOND WASHINGTON CONFERENCE October 3, 4 and 5, 1993 Watergate Hotel 2650 Virginia N.W. Washington, D.C. AGENDA

# SUNDAY, OCTOBER 3, 1993

6:00 P.M. - 7:00 P.M. WATERGATE HOTEL Williamsburg and Potomac Rooms 2650 Virginia N.W Washington, D.C. (202) 965-2300

7:00 P.M. - 9:00 P.M. Riverview West Room

# MONDAY, OCTOBER 4, 1993

7:30 A.M. - 8:00 A.M. WATERGATE HOTEL Monticello Room 2650 Virginia N.W. Washington, D.C.

8:00 A.M. - 8:45 A.M.

9:00 A.M. - 9:45 A.M.

9:45 A.M. - 10:00 A.M.

#### COCKTAILS

DINNER MR. LAWRENCE KUDLOW Senior Managint Director/Chief Economist: Bear Stearns Inc.

### CONTINENTAL BREAKFAST

CONGRESSMAN CHARLES W. STENHOLM (D-TX) Chairman: Department Operations and Nutrition Subcommittee of the Agriculture Committee Member: Budget Committee

### SENATOR BOB DOLE (R-KS)

Ranking Minority Member: Social Security and Family Policy Subcommittee of the Finance Committee Member: Agriculture, Nutrition and Forestry Committee Member: Rules and Administration Committee Member: Intelligence (Select) Committee ex officio

Member: Joint Organization of Congress Committee, ex officio Member: Joint Taxation Committee

Senate Minority Leader

BREAK

CONGRESSMAN DICK ARMEY (R-TX) 10:00 A.M. - 10:45 A.M. Member: Education and Labor Committee Member: Joint Economic Committee Chairman: House Republican Conference BREAK 10:45 A.M. - 11:00 A.M. SENATOR MALCOLM WALLOP (R-WY) 11:00 A.M. - 11:45 A.M. Ranking Minority Member: Energy and Natural Resources Committee Ranking Minority Member: Deficits, Debt Management and Long-Term Economic Growth Subcommittee of the Finance Committee Member: Small Business Committee Member: Intelligence (Select) Committee Deputy Minority Whip Chairman: Senate Steering Committee BREAK 11:45 A.M. - 12:00 Noon LUNCHEON 12:00 Noon - 2:00P.M. THE HONORABLE ALICE RIVLIN Riverview West Room Deputy Director: Office of Management and Budget SENATOR J. BENNETT JOHNSTON (D-LA) Chairman: Energy and Natural Resources Committee Chairman: Energy and Water Development Subcommittee of the Appropriations Committee Member: Budget Committee Member: Intelligence (Select) Committee Member: Aging (Special) Committee TO BE ANNOUNCED 2:00 P.M. - 3:00 P.M. 3:00 P.M. - 4:00 P.M. SENATOR PHIL GRAMM (R-TX) Ranking Minority Member: VA, HUD, and Independent Agencies Subcommittee of Appropriations Committee Ranking Minority Member: Securities Subcommittee of Banking, Housing and Urban Affairs Committee Member: Budget Committee Chairman: National Republican Sentorial Committee

4:00 P.M. - 4:45 P.M.

6:30 P.M. • 7:15 P.M. GEORGETOWN CLUB 1530 Wisconsin Avenue (202) 333-9330

7:15 P.M.

#### TUESDAY, OCTOBER 5, 1993

7:15 A.M. - 7:45 A.M. Montícello Room

7:45 A.M. - 8:30 A.M.

8:30 A.M. - 9:00 A.M.

9:00 A.M. - 9:45 A.M.

9:45 A.M. - 10:00 A.M. 10:00 A.M. - 10:45 A.M. GOVERNOR WAYNE D. ANGELL Member: Board of Governors of the Federal Reserve System

SENATOR KAY BAILEY HUTCHISON (R-TX) Member: Armed Services Committee Member: Commerce, Science and Transportation Committee

COCKTAILS

DENNER GEORGE WILL Syndicated Columnist

#### CONTINENTAL BREAKFAST

CONGRESSMAN NEWT GINGRICH (R-GA) Member: Accounts Subcommittee of the House Administration Committee House Minority Whip

### BREAK

CONGRESSMAN DAVE McCURDY (D-OK) Chairman:, Military Installations and Facilities Subcommittee of the Armed Services Committee; Member: Energy and Space Subcommittee of the Science, Space and Technology Committee Majority Whip at Large

#### BREAK

SENATOR JOSEPH I. LIEBERMAN (D-CT) Chairman: Clean Air and Nuclear Regulation Subcommittee of the Environment and Public Works Committee Chairman: Regulation and Government Information Subcommittee of the Government Affairs Committee Chairman: Competitiveness, Capital Formation and Economic Opportunity Subcommittee of the Small Business Committee Member: Armed Setvices Committee

10:45 A.M. - 11:30 A.M.

11:30 A.M. - 12:00 Noon

12:00 Noon. - 2:00 P.M. Riverview West Room

2:00 P.M.

TO BE ANNOUNCED

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ADJOURN

> A.B. Laffer, V.A. Canto & Associates 32nd Washington Conference October 4 through 5, 1993 The Watergate Hotel 2650 Virginia N.W. Washington, D.C.

#### Attendees

Ronald Auer George Austin Richard Banzinger Gerald Boliman Judy Bollman David Booth Jay Bowen Drew Brahos Charles Burgess Charlotte Byer Harlan Cadinha Kalei Cadinha Jim Carder Monica Carder Tom Carpenter Kathy Cole Bruce Coleman Tom Cox Will Demory John Delich Eduardo Haim Graciela Kirsman Haim Aubrey Hayes Terry Hayes Lacy B. Herrman Rene Jimenez Andrew Kanaly Jeffrey Kanaly David Ketschmer Lawrence Kudlow Arthur Laffer, Jr. Roman Lynuik Douglas MacLellan A. Richard Markson Ed Marzec Kevin Melich Lorraine Melich Jerry Miceli Charles H. Miller

### Affiliation

Investment Research J.P. Morgan Investment Pension Performance Corporation Continental Asset Management

Dimensional Fund Advisors Bowen Hanes Bank of America McKinley Capital Management Institute Private Investors Cadinha & Company

Westridge Capital

ASB Capital Continental Corporation Michigan National Bank Cuban American National Foundation Law Office of Ed Marzec Mutual of Omaha Lazard Frères

First Union Bank

Aquila Management Corporation Smith Barney Shearson Kanaly Trust Blue Cross of California Bear Stearns, Inc. Putnam Asset Management HongKong & Shanghai Bank The MacLellan Group Pittsburgh National Bank Law Office of Ed Marzec Delaware Invesment Advisors

International Assets Pittsburgh National Corporation

### Attendees

Clarissa Moore Jay Mueller Harold Ofstie Charles Parker Michael Patrichi Michael Petrino Irvin Quesenberry Mary Ann Quesenberry William Rich Gregg Robinson Karl Saliba Jerry Schenken Joe Schukert Jason Shiebler John Silvia Mark Smith Stuart Sweet Brad Tank Ronald Telesko Carla Testa Diego Vietia Brian Westbury

### Affillation

Calport Asset Management Strong Funds Delaware Investment Advisors Continental Corporation Hayvenhurst Partners Calport Asset Management National Asset Management

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Emerson Investment Rogers, Casey & Associates Republican National Committee Mutual of Omaha Kelso & Company Putnam Asset Management Kemper Financial Services Allied Corporation Capitol Analyst Network Strong Funds Merrill Lynch (Guest of Cadinha) Hayvenhurst Partners International Assets Griffin, Kubik, Stephens & Thompson

# Attending From A.B. Laffer, V.A. Canto & Associates

Arthur Laffer Victor Canto Jordan Spiegel Velemir Cicin Pedro Marcal Howard Appel



A.B. Laffer, V.A. Canto and Associates Mouday-Oct. 4 - 80.m.-Sp. Tuesday - Oct. 5 - 80.m. - 12 Non

Speak 45 min. DrA-15 min

Watergate Hotel

\$2,0000

In back

ashington p.c.

4275 Executive Square • Suite 330 La Jolla, California 92037 Telephone (619) 458-0811 Fax (619) 458-9856

July 15, 1993

The Honorable Bob Dole United States Senate SH-141 Hart Senate Office Building Washington, DC 20510-1601

Dear Senator Dole,

On October 3-5, 1993, A.B. Laffer, V.A. Canto and Associates will sponsor their Thirty-second Washington Conference at the Watergate Hotel.

Approximately fifty men and women will be attending the conference. They are chief financial officers, pension fund directors and investment managers. They represent the largest funds in this country and abroad.

Among others we are inviting Administration and Congressional leaders to discuss domestic and international issues. From our standpoint we would prefer the speakers to talk about issues that they are involved with rather than prepare something different. Everyone benefits. There will be no lack of comments and discussion from the attendees.

You and our other previous speakers constitute an extraordinarily distinguished group of men and women. And, the caliber of our audience reflects the enormous importance the financial community attaches to political economics. Enclosed you will find a list of some of our previous speakers and a list of some of our previous attendees.

We would be honored if you could meet with us for about an hour during this conference. In light of the crucial issues facing our country, your observations would be most valuable to our attendees. This is clearly a unique opportunity for members of the financial community to hear you in person--an opportunity rarely afforded them.

Please contact Howard Appel at 619-458-0311 for further information on the conference. We look forward to hearing from you.

With every good wish.

Cordially,

214

Arthur B. Laffer

Enclosures

7-22-93 Luterin Eter

# WASHINGTON CONFERENCE ATTENDEES

Lynn Anderson Richard Arvelund George Austin William Barton Gordon Binns Jay Bowen Gary Brinson Bruce Calvert Tom Carpenter Bruce Coleman William Corneliuson James Crabbe Stephen Dart Jean-Guy DesJardins John Delich Dan Donovan Joseph Duncan William Elliott Stephen Ely Anthony Forstmann Edward Gaylor Gale Gillespie George Graf Arthur Gray Gordon Gray Franklin Grey Herbert Gullquist David Hale Rudolph Hauser Aubrey Hayes Harvey Hirschhorn C. Bruce Johnstone E. Deane Kanaly **Richard Kost** Joan Lee Paul Lesutis Chung Lew A. Richard Markson Edwin Marzec Peter Mitchelson Patrick Paddon Michael F. Page Charles Parker Irvin W. Quesenberry, Jr. Russell Redenbaugh Frank Scott, Jr. Gary Skolnik Rudy Thomas Edward Tokar Vernon Winters

Frank Russell Trust Company E.I. DuPont de Nemours & Company J.P. Morgan Investment Management Hawaiian Trust General Motors Corporation Bowen Hanes Company Brinson Partners Alliance Capital Management ASB Capital Management Michigan National Bank Strong/Corneliuson Capital Management Crabbe-Huson Company The Dart Industries T.A.L. Mutual of Omaha **IDS Financial Corporation** Dun & Bradstreet Company Angeles Corporation Haven Capital Management Forstmann-Leff Associates Dean Witter Reynolds Midlantic Bank Chemical Bank Dreyfus Personal Management Morgan Stanley Commerce Bank Lazard Freres Kemper Financial Services Oppenheimer Capital Corporation General Electric Pension Fund Stein Roe & Farnham Fidelity Investments Kanaly Trust Company National Bank of Detroit Ameritech First Pennsylvania Bank Kleinwort Benson Pittsburgh National Bank Bradford & Marzec SIT Investment Associates Amplicon Financial Bessemer Trust Company Continental Asset Management First Kentucky Company Cooke & Bieler, Inc. Equitable Life Assurance Citibank Bank of Oklahoma Allied Signal First Wachovia Trust

SENT BY:PH# (619) 458-0811 ; 9-27-93 ; 10:50 ; AB LAFFER, VA CAN U-This document is from the collections at the Dole Archives, University of Kansas http://dolearchives.ku.edu

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Mon, Oct 4

A.B. Laffer, V.A. Canto and Associates 4275 Executive Square • Suite 330 La Jolla, California 92037 Telephone (619) 458-0811 Fax (619) 458-9856

September 27, 1993

The Honorable Robert Dole United States Senate SH-141 Hart Senate Office Building Washington, DC 20510-1601

Dear Senator Dole:

We at A.B. Laffer, V.A. Canto & Associates are pleased to acknowledge your confirmation to speak at our Thirty-Second Washington Conference on October 4, 1993 from 9:00 A.M. to 9:45 A.M. in the Monticello Room at the Watergate Hotel located at 2650 Virginia Avenue, N.W., Washington, DC (202) 965-2300.

I have enclosed a copy of the agenda as of the date of this letter.

Please contact me with any additional assistance you may require regarding your speech. A standing podium has been arranged to be in the room for your use during your presentation, however, no other audiovisual aids are currently reserved. Please call should you anticipate any needs of this kind so that the equipment can be available to you.

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Sincerely,

Appel loward I

Chief Financial Officer

Page 16 of 55



A.B. Laffer, V.A. Canto and Associates Mouday-Oct. 4- 8a.m.-Sp. 4275 Executive Square · Suite 330 La Jolla, California 92037 Telephone (619) 458-0811 Speale 45 min. DrA-15 min

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Mon, Oct 4

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Chief Financial Officer

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# A.B. LAFFER, V.A. CANTO & ASSOCIATES

THIRTY SECOND WASHINGTON CONFERENCE October 3, 4 and 5, 1993 Watergate Hotel 2650 Virginia N.W. Washington, D.C. AGENDA

COCKTAILS

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8:00 A.M. - 8:45 A.M.

9:00 A.M. - 9:45 A.M.

DINNER MR. LAWRENCE KUDLOW Vice President, Chief Economist: Bear Stearns Inc.

### CONTINENTAL BREAKFAST

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# SENATOR BOB DOLE (R-KS)

Ranking Minority Member: Social Security and Family Policy Subcommittee of the Finance Committee Member: Agriculture, Nutrition and Forestry Committee Member: Rules and Administration Committee Member: Intelligence (Select) Committee ex officio Member: Joint Organization of Congress Committee, ex officio Member: Joint Taxation Committee

Member: Joint Taxation Committee Senate Minority Leader

9:45 A.M. - 10:00 A.M.

BREAK

3:45 P.M. - 4:00 P.M.

4:00 P.M. - 4:45 P.M.

6:30 P.M. - 7:15 P.M. GEORGETOWN CLUB 1530 Wisconsin Avenue (202) 333-9330

7:15 P.M.

### TUESDAY, OCTOBER 5, 1993

7:15 A.M. - 7:45 A.M. Monticello Room

7:45 A.M. - 8:30 A.M.

8:30 A.M. - 9:00 A.M.

9:00 A.M. - 9:45 A.M.

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COCKTAILS

DINNER GEORGE WILL Syndicated Columnist

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### BREAK

CONGRESSMAN DAVE McCURDY (D-OK) Chairman:, Military Installations and Facilities Subcommittee of the Armed Services Committee; Member: Energy and Space Subcommittee of the Science, Space and Technology Committee Majority Whip at Large

# BREAK

SENATOR JOSEPH I. LIEBERMAN (D-CT) Chairman: Clean Air and Nuclear Regulation Subcommittee of the Environment and Public Works Committee Chairman: Regulation and Government Information Subcommittee of the Government Affairs Committee Chairman: Competitiveness, Capital Formation and Economic Opportunity Subcommittee of the Small Business Committee Member: Armed Services Committee

CONGRESSMAN DICK ARMEY (R-TX) 10:00 A.M. - 10:45 A.M. Member: Education and Labor Committee Member: Joint Economic Committee Chairman: House Republican Conference 10:45 A.M. - 11:00 A.M. BREAK SENATOR MALCOLM WALLOP (R-WY) 11:00 A.M. - 11:45 A.M. Ranking Minority Member: Energy and Natural **Resources** Committee Ranking Minority Member: Deficits, Debt Management and Long-Term Economic Growth Subcommittee of the Finance Committee Member: Small Business Committee Member: Intelligence (Select) Committee Deputy Minority Whip Chairman: Senate Steering Committee BREAK 11:45 A.M. - 12:00 Noon 12:00 Noon - 2:30P.M. LUNCHEON SENATOR J. BENNETT JOHNSTON (D-LA) **Riverview West Room** Chairman: Energy and Natural Resources Committee Chairman: Energy and Water Development Subcommittee of the Appropriations Committee Member: Budget Committee Member: Intelligence (Select) Committee Member: Aging (Special) Committee THE HONORABLE ALICE RIVLIN Deputy Director: Office of Management and Budget TO BE ANNOUNCED 2:30 P.M. - 3:00 P.M. SENATOR PHIL GRAMM (R-TX) 3:00 P.M. - 3:45 P.M.

SENATOR FHIL GRANNY (R-TA) Ranking Minority Member: VA, HUD, and Independent Agencies Subcommittee of Appropriations Committee Ranking Minority Member: Securities Subcommittee of Banking, Housing and Urban Affairs Committee Member: Budget Committee Chairman: National Republican Sentorial Committee

10:45 A.M. - 11:30 A.M.

11:30 A.M. - 12:00 Noon

12:00 Noon. - 2:00 P.M. Riverview West Room

2:00 P.M.

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TO BE ANNOUNCED

# BREAK/CHECKOUT

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ADJOURN

# TIME TO BE ANNOUNCED

GOVERNOR WAYNE D. ANGELL Member: Board of Governors of the Federal Reserve System

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# SENATOR BOB DOLE LAFFER AND ASSOCIATES 32ND WASHINGTON CONFERENCE OCTOBER 4, 1993

# \*I KNOW THAT YOU'RE GOING TO HERE ABOUT A LOT OF DIFFERENT ISSEUS OVER THE NEXT FEW DAYS. I WOULD LIKE

# **TO FOCUS ON THREE -- HEALTH** CARE REFORM, THE BUDGET AND NAFTA. **HEALTH CARE \*I KNOW WHAT IT'S LIKE TO** WORRY ABOUT HOW YOU'RE **GOING TO PAY FOR HEALTH** CARE, AND I KNOW IT'S SOMETHING THAT NO AMERICAN SHOULD HAVE TO EXPERIENCE.

# **\*AND LET ME BE CLEAR IN** SAYING THAT FOR AMERICA TO REMAIN AN ECONOMIC **POWERHOUSE, WE MUST REFORM OUR HEALTH CARE** SYSTEM. BUT WE MUST ALSO **RESIST THE TEMPTATION TO FIX** SOMETHING THAT DOESN'T **NEED FIXING. AMERICAN HAS** THE HIGHEST QUALITY HEALTH

CARE DELIVERY SYSTEM IN THE WORLD, AND WE MUST NOT TAKE ANY ACTION WHICH WOULD REDUCE THE QUALITY, CHOICE, AND ACCESSIBILITY THAT AMERICANS HAVE COME TO EXPECT. **\*BUT WE ALSO HAVE TO BE** HONEST WITH THE AMERICAN PEOPLE. IF HEALTH CARE

# **REFORM IS TO WORK THEN WE** CAN'T JUGGLE THE BOOKS OR ENGAGE IN CREATIVE ACCOUNTING. **\*AND A LOT OF EXPERTS** BELIEVE THAT IS WHAT'S HAPPENING. LET ME QUOTE FROM THE ECONOMIST **MAGAZINE:**

# **\*"THE BIGGEST FLAW IN** THE CLINTON PLAN MAY BE ITS OUTRAGEOUSLY DISHONEST **CLAIMS CONCERNING THE** COSTS TO TAXPAYERS. MR. **CLINTON WOULD HAVE CONGRESS BELIEVE THAT HIS** PROPOSALS WILL PROVIDE **UNIVERSAL COVERAGE**, SUBSIDIES FOR SMALL

**EMPLOYERS, GENEROUS NEW COMMITMENTS TO COVER** PRESCRIPTION DRUGS, LONG TERM NURSING AND MENTAL **HEALTH CARE, PLUS A BIG CHUNK OF DEFICIT REDUCTION** WITH VIRTUALLY NO TAXES--AND ALL BY 1997." **\*AND IF YOU BELIEVE THAT,** I'VE GOT SOME OCEAN FRONT

PROPERTY IN KANSAS TO SHOW YOU.

\*LAST MONTH, VICE PRESIDENT GORE UNVEILED HIS **PLAN TO "REINVENT GOVERNMENT."** THERE ARE SOME GOOD IDEAS IN THE PLAN, BUT REMEMBER, THIS IS THE SAME MAN WHO, LAST WEEK, WON THE NATIONAL TAXPAYERS

# **UNION'S BIGGEST SPENDER OF** THE YEAR AWARD FOR THE THIRD TIME IN FOUR YEARS. \*A FEW WEEKS AGO, **GEORGE WILL WROTE, "THE** POINT OF THE 'REINVENTION' CHARADE IS TO PUMP UP **CONFIDENCE IN GOVERNMENT** SO PEOPLE WILL TOLERATE THE **GROWTH OF IT."**

# **\*THE FEDERAL** GOVERNMENT IS ALREADY HUGE. IT HAS 2.1 MILLION **CIVILIAN EMPLOYEES, 800,000 POSTAL WORKERS, 1.8 MILLION** MILITARY PERSONNEL AND A **\$1.5 TRILLION BUDGET -- MORE** THAN THE ENTIRE GROSS DOMESTIC PRODUCT OF THE

**GERMANY, THE WORLD'S THIRD** LARGEST ECONOMY. **\*I BELIEVE THAT GORE'S EFFORT TO "REINVENT" GOVERNMENT WAS DESIGNED** TO RESTORE PUBLIC CONFIDENCE IN GOVERNMENT AND PAVE THE WAY FOR THE **CLINTONS TO GIVE UNCLE SAM GREATER CONTROL OVER** 

# **AMERICA'S \$900 BILLION A YEAR** HEALTH CARE DELIVERY SYSTEM -- ONE-SEVENTH OF THE ENTIRE **U.S. ECONOMY. \*THE INITIAL REACTION TO** THE CLINTON PLAN HAS BEEN FAIRLY POSITIVE. POLLS TAKEN **AFTER THE PRESIDENT'S** SPEECH SHOWED THAT ABOUT 56% OF THE AMERICAN PEOPLE

**FAVORED THE CLINTON PLAN.** THIS REMINDS ME A LOT OF THE BUDGET DEBATE. THE **PROMISES AND THE RHETORIC** SOUND GOOD, BUT I AM NOT SURE THAT THE CLINTON PLAN WILL BE ABLE TO DELIVER. DON'T FORGET, BACK IN FEBRUARY, THE POLLS SHOWED **THAT 56% OF AMERICANS** 

SUPPORTED THE CLINTON BUDGET PLAN. WITH BIG DEMOCRAT MAJORITIES IN BOTH HOUSES AND THAT KIND OF **PUBLIC SUPPORT, ADOPTING** THE PRESIDENT'S BUDGET SHOULD HAVE BEEN A BREEZE. BUT, IT PROVED TO BE A TOUGH FIGHT AND WE ALL KNOW WHY:

# THE FACTS DID NOT MATCH UP TO THE PRESIDENT'S RHETORIC. **\*WE ARE BEGINNING TO** SEE THE SAME PROBLEM WITH HEALTH CARE. THE DETAILS DON'T APPEAR TO MEASURE UP TO THE SPEECHES. **\*WE NEED YOUR HELP IN IDENTIFYING THE REAL COSTS OF THE CLINTON HEALTH CARE**

# PLAN -- IN TERMS OF JOBS, IN **TERMS OF QUALITY, IN TERMS OF CHOICES, IN TERMS OF GROWTH**. **\*THERE ARE A COUPLE OF** DIFFERENT REPUBLICAN PLANS. ALL OF THEM SHARE A COMMON PHILOSOPHY. REPUBLICANS **BELIEVE THAT IF YOU PROVIDE**

**BUSINESSMEN AND WOMEN AND** 

## INDIVIDUALS ACCESS TO **REASONABLY PRICED HEALTH** CARE COVERAGE, THEY WILL TAKE ADVANTAGE OF THAT **OPPORTUNITY WITHOUT** MASSIVE GOVERNMENT INTERVENTION OR NEW MANDATES. **\*HEALTH CARE REFORM OFFERS A UNIQUE**

**OPPORTUNITY FOR GOVERNMENT TO PROVE TO THE AMERICAN PEOPLE THAT IT CAN** WORK. WE ALL AGREE ON THE **DIAGNOSIS, IT'S THE CURE THAT** POSES THE PROBLEM. **\*THIS IS ONE ISSUE WHERE** WE MUST TAKE THE TIME TO GET IT RIGHT. WE CAN'T AFFORD TO DO IT WRONG. I AM

# **CONVINCED THAT A YEAR FROM** NOW WE WILL STILL BE TALKING ABOUT HEALTH CARE REFORM AND THAT'S GOOD. WE ALL NEED TO UNDERSTAND IT BETTER BEFORE WE START CASTING VOTES. BUDGET AND TAXES **\*AT IT'S HEART, THE** DEBATE OVER THE BUDGET WAS

A DEBATE OVER THE ROLE OF THE FEDERAL GOVERNMENT. PRESIDENT CLINTON HAS EMBRACED THE IDEA THAT **GOVERNMENT HAS ALL THE** ANSWERS. THAT UNCLE SAM **KNOWS BEST. THAT SOMEHOW** WITH MORE TAXES, MORE SPENDING, AND MORE MANDATES, GOVERNMENT CAN

#### **REPLACE THE INDIVIDUAL AS AMERICA'S ENGINE OF JOB GROWTH**. **\*NOT ONE REPUBLICAN IN** EITHER THE HOUSE OR THE SENATE VOTED FOR PRESIDENT **CLINTON'S BUDGET PLAN BECAUSE IT WAS CLEAR TO US** THAT HIS BUDGET FAILED TO

MEET HIS OWN OBJECTIVES.

#### IT FAILS TO GET THE DEFICIT **UNDER CONTROL. AND IT WILL** NOT STIMULATE THE ECONOMY. ALL REPUBLICANS AGREE THAT **HIGHER TAXES ON CAPITAL** FORMATION, RISK-TAKING, **INVESTMENT, AND INITIATIVE** WILL NOT STRENGTHEN THE ECONOMY OR HELP IT GROW.

## **\*THE NATIONAL CENTER** FOR POLICY ANALYSIS **ESTIMATES THAT 35 PERCENT OF ALL INTEREST INCOME, 51** PERCENT OF ALL RENT AND **ROYALTY INCOME, 53 PERCENT** OF ALL DIVIDEND INCOME, AND **84 PERCENT OF ALL PARTNERSHIP AND "S" CORPORATION INCOME WILL BE**

## SUBJECT TO THE HIGHER INDIVIDUAL TAX RATES IN THE **CLINTON ECONOMIC PLAN. \*I DON'T HAVE TO TELL YOU** WHAT THESE TAX INCREASES WILL DO TO CAPITAL FORMATION IN THIS COUNTRY. **BUT I BELIEVE THAT THEY HELP EXPLAIN WHY THE LOWEST INTEREST RATES IN 25 YEARS**

#### HAVE FAILED TO PRODUCE A BIG SURGE IN THE ECONOMY. NAFTA

## \*LET ME CLOSE BY DISCUSSING ONE OTHER ISSUE OF IMPORTANCE TO AMERICA'S ECONOMIC HEALTH. AND THAT'S THE NORTH AMERICAN FREE TRADE AGREEMENT. \*YOU ALL UNDERSTAND

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# ADVISE PEOPLE IN BUSINESS. SO LET ME GIVE YOU TWO **GROUPS--ONE SUPPORTING** NAFTA--AND ONE OPPOSING NAFTA--AND ASK YOU WHICH **GROUP YOU WOULD WANT ON** YOUR BOARD OF DIRECTORS. **\*ON ONE SIDE THERE'S RICHARD NIXON, GERALD FORD,**

ECONOMICS, AND YOU ALL

JIMMY CARTER, RONALD REAGAN, AND GEORGE BUSH....AND ON THE OTHER THERE'S JESSE JACKSON, JERRY BROWN, RALPH NADER, PAT BUCHANAN, AND ROSS PEROT.

\*THE FACT IS THAT AMERICA MUST TRADE TO PROSPER.

**\*WE LIVE AND WORK IN A GLOBAL ECONOMY. OVER THE** PAST YEAR, WE HAVE SEEN HOW SLUGGISH GROWTH IN EUROPE AND JAPAN HAS AFFECTED THE DEMAND FOR U.S. EXPORTS. THROWING UP BARRIERS TO TRADE IS NOT THE CORRECT **RESPONSE TO THIS PROBLEM. INSTEAD, WE SHOULD CONTINUE** 

## TO OPEN NEW MARKETS TO AMERICAN PRODUCTS. **\*NAFTA IS VERY MUCH IN** AMERICA'S INTEREST. IF **AMERICA WANTS TO CONTINUE** TO LEAD THE WORLD'S ECONOMY, IF AMERICA IS TO SUCCEED IN TODAY'S NEW **GLOBAL MARKETPLACE, THEN AMERICA CANNOT BE AFRAID TO**

COMPETE. IT'S A SIMPLE **CHOICE -- EITHER WE RETREAT** AND BUILD A WALL AROUND **OUR COUNTRY OR WE LEAD BY** EXAMPLE AND WORK TO LOWER **BARRIERS TO TRADE BOTH AT** HOME AND ABROAD. ECONOMY **\*PRESIDENT CLINTON AND HIS ECONOMIC TEAM ARE** 

## **QUICK TO CONGRATULATE** THEMSELVES FOR PRODUCING THE LOWEST INTEREST RATES IN 25 YEARS. LET ME JUST SAY THIS: WE SHOULD ALL THANK **ALAN GREENSPAN, WAYNE** ANGELL AND THE OTHER MEMBERS OF THE FEDERAL **RESERVE BOARD FOR THE** WORK THEY ARE DOING. THE

#### MARKETS UNDERSTAND THAT THE FEDERAL RESERVE IS COMMITTED TO KEEPING INFLATION UNDER CONTROL. AND THAT'S BIG BIG REASON WHY INTEREST RATES HAVE REMAINED LOW. \*LET ME STOP HERE, AND **OPEN IT UP FOR QUESTIONS.**