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ENGINEERING IN AUTOMOTIVE ENGINEERING

THE LESLIE METAL ARTS CO., INC.

osing the Trade ap with Japan

ESI

Economic Strategy Institute

Economic Strategy Institute • 1100 Connecticut Ave. NW, Suite 1300 • Washington, D.C. 20036
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EDITORIAL/OPINION

Guarding Intellectual Property

By HOWARD D. SAMUEL
& GREGORY STANKO

As Uruguay Round negotiators inch slowly toward their Dec. 15 deadline, their focus remains fixed on farm trade disputes between the United States, Europe and Japan. That seemingly endless wrangle is obscuring an even more important issue for the United States: the GATT rules protecting intellectual property rights, such as trademarks and patents.

A 1988 International Trade Commission report showed how vital the issue is for U.S. manufacturers. It found that U.S. industry loses between \$43 billion to \$61 billion a year due to inadequate intellectual property protection abroad.

Earlier this year, the Business Software Association estimated that the software industry alone loses between \$10 billion and \$12 billion a year due to lax protection.

The rampant counterfeiting or pirating of U.S. intellectual property reduces potential sales and royalties. It also deters investment in new products and processes.

This issue is being hashed out in GATT's negotiating group on Trade-Related Aspects of Intellectual Property Rights (Trips). While the current draft of the Trips code provides increased protection in some areas, other provisions are seriously flawed.

The most serious deficiency of the draft code is that it allows governments to require foreign companies doing business in their territories to license their creations to local businesses. The draft code not only fails to limit this practice, it actually legitimizes it.

Under the proposed code, each country would be able to determine when to require licensing, provided the patent holder receives "adequate" compensation.

That is a threatening gap in the safety net for patent holders — all

the more so because the draft code would permit domestic businesses that receive those compulsory licenses to export the resulting products.

In effect, the code would allow a government to give domestic producers the tools it needs to beat and bankrupt an American company with its own creation.

The code should strictly limit compulsory licensing to products and processes tied to national security, economic emergencies or violations of national competition laws.

The draft Trips code also is deficient on another count: failing to preserve a U.S. remedy that protects American companies against foreign piracy of their intellectual property. The remedy is provided in Section 337, a U.S. law that allows the U.S. International Trade Commission to exclude patent-infringing exports from the American market.

In 1988, a GATT panel ruled that some elements of Section 337 violate the principle of national treatment. Despite serious questions about this decision, the United States eventually adopted the report but said it would continue to enforce Section 337 "pending enactment of legisla-

tion amending Section 337." That amendment, the United States said, might appear in the implementing legislation for the final Uruguay Round trade pact.

But the draft Trips code does not show signs of offering U.S. manufacturers much relief from foreign piracy. The draft code says only that administration of Section 337 would be transferred from the International Trade Commission to federal district courts.

That could pose many jurisdictional and enforcement problems for U.S. companies suing foreign defendants, including lengthy delays in obtaining relief and the limits on the remedial powers of district courts.

In addition, the draft Trips code has several other important shortcomings:

- It tolerates "special border measures" that governments could use, without clear deadlines, to unfairly exclude exports.

- It allows intellectual property pirates in developing countries to ignore all Trips rules for a transition period of up to 10 years.

- It does not cover pharmaceuticals being developed in poor coun-

tries that benefit from the Trips transition period.

- It does nothing to restrain countries from deciding unilaterally that a patent has been "exhausted" internationally and no longer protects a product or process.

These shortcomings raise serious questions about whether the Trips code fulfills the original mandate of the Uruguay Round. The intention, stated in the round's Ministerial Declaration, was to address "the need to promote effective and adequate protection of intellectual property rights." The U.S. negotiating objectives included "enactment and effective enforcement by foreign countries of laws which recognize and adequately protect intellectual property... and provide protection against unfair competition."

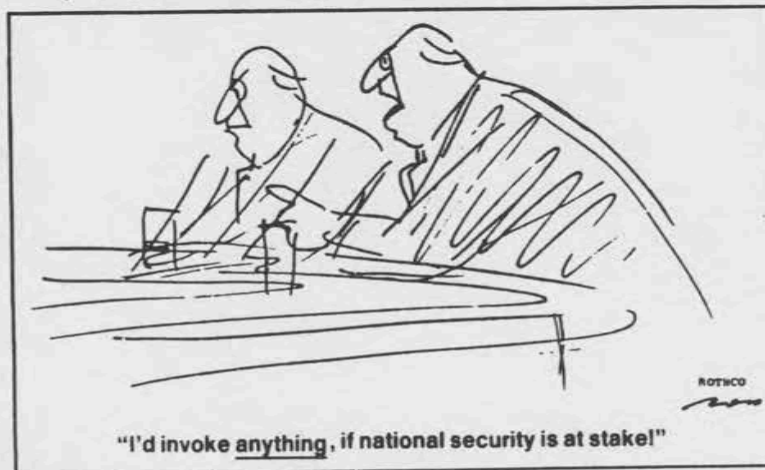
Given the code's many flaws, it is difficult to say the negotiators have come anywhere near these goals.

That has not escaped the Congress: A resolution introduced by Majority Leader Richard Gephardt, urging the administration to protect the interests of intellectual property industries, has attracted more than half the members of the House of Representatives as co-sponsors.

This support should give the American negotiating team in Geneva the ammunition it needs to press for changes to the code.

Intellectual property plays a major role in the U.S. economy. To agree to ineffective protections, or to trade off safeguards in this area in return for minor gains in others, will not do U.S. companies justice.

Howard D. Samuel is the executive director of the Labor/Industry Coalition for International Trade. Gregory Stanko is a research associate at the Economic Strategy Institute.



Economic Strategy Institute

1100 Connecticut Avenue, NW, Suite 1300
Washington, DC 20036
Telephone 202-728-0993/Facsimile 202-728-0998

November 22, 1993

TO: Friends of ESI
FROM: Clyde V. Prestowitz, Jr.
RE: Recent ESI releases

Enclosed please find our latest study, "Closing the Trade Gap with Japan," the final version of the interim study sent to you earlier this fall. I encourage you to review our results, as our analysis shows that if Japan imported like other major industrialized countries, it would presently be buying at least \$200 billion from the rest of the world.

Also included in this mailing is our Vice President and Chief Economist Larry Chimerine's analysis of the McKinsey Global Institute Manufacturing Productivity Study, as well as a sampling of articles and op-eds written by ESI staff and published this fall. They include "The Copernicans of Trade," by Clyde Prestowitz, "Needed: A Better Textiles Policy," by Alan Tonelson, and "Guarding Intellectual Property," by Howard Samuel and Greg Stanko.

As always, I welcome your thoughts and comments.

ESI

EDITORIAL/OPINION

Needed: A Better Textiles Policy

By ALAN TONELSON

Continuing high U.S. trade deficits following six years of dollar devaluation makes this much clear: President Clinton cannot redeem his pledge to create millions of good jobs unless the United States stops its longtime policy of one-way free trade and insists on reciprocity from its economic partners.

Nowhere is this more true than in the case of the U.S. textile and apparel industries, which despite imports totaling 44% of the U.S. market still employ nearly 1.7 million Americans. Trade in these industries is governed by the Multi-Fiber Arrangement (MFA), a 20-year-old agreement designed to prevent textile and apparel market disruptions in industrialized countries.

Conventional trade wisdom holds that the MFA is simply a protectionist gimmick that enables uncompetitive textile manufacturers to rip off American consumers. Consequently, the current Uruguay Round of world trade talks has sought to phase out the MFA and Washington essentially has agreed.

Nonetheless, the Uruguay Round's textile negotiations have been deadlocked in recent months by a long-running U.S.-European Community tariff quarrel and, above all, by a U.S.-Third World dispute over the MFA phase-out and liberalized access to developed and developing countries alike.

Yet the conventional wisdom is wrong. Due in large part to a major modernization campaign during the 1980s, U.S. companies and workers can compete in many areas, while those of India and other developing countries cannot. It's not the American market that is protected, but those of the developing countries.

India, for example, exported \$2.9 billion worth of apparel to the United States in 1991 and imported only a few million dollars worth, despite a population of 800 million.

Time, however, is running out to reform textile and apparel trade arrangements by the Uruguay Round's Dec. 15 deadline.

Consequently, instead of haggling over the length of the MFA phase-out, the United States should raise the stakes and call the developing countries' bluff. Washington should support equitable trade liberalization in these sectors by pushing a plan developed recently by textile and apparel manufacturers and workers around the world, including some developing countries. Since

May, they have been urging that the MFA phase-out for exporters be linked to compliance with a "charter of principles" that would revolutionize trade in textiles and apparel.

The charter sets out eight principles designed to promote equitable competition. They are:

- The opening of industrialized-country markets reciprocally — not according to the inherently unbalanced principles of the Most Favored Nation and National Treatment endorsed by the General Agreement on Tariff and Trade (GATT) — by cutting tariffs and especially non-tariff barriers to trade.

- Effective enforcement of laws prohibiting dumping, trade-distorting subsidies and intellectual property theft by using the MFA's dispute-settlement procedures — rules that do not involve a significant surrender of national sovereignty to multilateral panels where America can easily be outvoted.

- Prohibition of fraudulent trade practices, such as transshipment, designed to evade current trade rules.

- Safeguards that respond more quickly to import surges.

- Effective measures against the trade distortions inherent in non-market economies and in the practice of industrial targeting.

- Guarantees of broad worker rights such as the right to unionize; a ban on forced labor and child labor; and "minimum standards" governing wages, hours and health and safety conditions.

- Granting market access only to goods whose production meets "acceptable environmental practices."

- Genuine enforcement of these rules and rapid responses to violations.

Not only is the charter endorsed by industrial and trade union leaders from the United States, Japan and the 12 European Community countries, but by industrial associations from Mexico and Jamaica. Many of their counterparts in the rest of the Third World, moreover, have expressed support in private. The reason: All are terrified that full global trade liberalization without these rules means complete domination of world markets by China, which has by far the world's biggest, cheapest work force and a communist government determined to keep it that way.

Unlike its predecessor, the Clinton administration favors placing some charter-like conditions on the MFA phase-out for all GATT members — especially regarding market access. Further, it believes an official U.S. push to link the Uruguay Round's market-access agreements to compliance with the charter could trigger dozens of official endorsements from developing countries and significantly improve the trading system.

Washington, however, is reluctant to jeopardize its year-end timetable for completing the Round. These broader questions, trade officials vow, will be taken up in the next multilateral trade round.

But like the Uruguay Round, a new trade round could take years to start — much less finish. In the meantime, with the MFA phased out and textile and apparel quotas completely eliminated, accelerated import growth is certain, along with hundreds of thousands of lost American jobs. The social disruptions caused by such job losses could dwarf the Los Angeles riots.

In addition, the administration has now identified textiles and apparel as important keys to future American competitiveness. What good will come of the millions government has spent on a new partnership program with the industries if U.S. trade policy condemns them to dramatic shrinkage in a decade or less?

Accepting artificial deadlines is never a smart negotiating tactic. President Clinton should remember that no trade agreements are better than bad trade agreements. He should push for the textile charter's principles and take whatever time is needed to do trade policy right.

Alan Tonelson is research director of the Economic Strategy Institute in Washington.



OPINION
CLYDE PRESTOWITZ

The Copernicans of Trade

THOSE OF US WHO HAVE BEEN LABELED "REVISIONISTS" over Japan are feeling like Copernicus, whose assertion that the planets revolved around the sun was proven true after years of scorn from conventional thinkers. For the past eight years, we revisionists have been called everything from naive to racist. Today, Japan's new government has confirmed virtually everything in the revisionist analysis; it has become, if anything, more revisionist than the revisionists.

When we said Japanese economic decisions are made by an "iron triangle" of the Liberal Democratic Party (LDP), the bureaucracy and businessmen, we were condemned as "Japan-bashers." Yet just recently Prime Minister Morihiro Hosokawa referred to the old system as "corrupt" and promised to "eliminate this collusive structure." When we said the *keiretsu* system tended to keep out foreign and new competition, academics were rolled out to criticize our lack of understanding of the unique Japanese system: the problem, it was said, was simply that foreign businessmen did not try hard enough. Now Minister of International Trade and Industry Hiroshi Kumagai says that "big business's cartel-like character is tremendous."

Contrary to the official line of the past few years, revisionism was never anti-Japanese. In fact, it was pro-Japanese. It saw that the corruption of the system was hurting ordinary Japanese, while creating dangerous tensions among Japan, the United States and Europe. Japan's new leaders had to adopt revisionist thought in order to achieve the reforms they seek.

In this effort, Hosokawa has sold himself as an agent of change—a man outside the system who would come in and clean up the mess. If he is able to bring about political reform—which would empower younger urban and suburban voters at the expense of the older, rural voters who make up much of the LDP's traditional political base—he would bring true change. But the question is whether Hosokawa will be able to control his coalition and carry through on his promises.

Delaying tricks: Those opposed to the new direction—especially the LDP, the bureaucracy and possibly some in Hosokawa's coalition—will do everything in their power to avert the major changes in the system that his embrace of revisionism implies. After 38 years in power, the LDP cannot be expected to take defeat in July's election lying down. As Hosokawa learned early on, the LDP can be expected to use every delaying trick permitted, because political reform would severely hurt it. So far, this strategy has backfired. Early poll numbers show that Hosokawa is immensely popular. His approval rating is hovering around 75 percent, and it is the LDP that has been chastized for its obstructionist tactics. If Hosokawa can maintain this support, there is real hope for a kinder, gentler Japan.

The key to Hosokawa's success in the international arena will be Japan's trade policy. In an interview with the *Nihon Keizai Shimbun*, MITI Minister Kumagai said, "Japan's markets are extremely closed in invisible ways." Such frank comments are

welcome to the ears of international businessmen. But they must be followed by action if the new government is to maintain credibility. And it is here that there is a dilemma. On the one hand, the new government has pledged to open Japan's markets; on the other hand, it has rejected the notion of setting any targets.

Such a position inevitably raises the question of how things are going to be different. How will the new government measure progress without some goals? Won't negotiations otherwise continue to be conducted in a fog of misunderstanding and recrimination? Business leaders such as Fuji Xerox president Kobayashi Yotara and Nissho-Iwai chairman Hayami Masaru seem to have understood this problem when they urged reconsideration of Japan's rejection of trade goals. As they pointed out, Japan uses goals constantly in its public and private planning. Agriculture Minister Eijiro Hata was thinking in terms of concrete goals when he called on beef importers to restrain imports. The Economic Planning Agency always sets targets for growth and for savings and investment.

Japan's trading partners are likely to judge the sincerity of pledges to open markets by whether or not there is some set of concrete goals and a way of measuring progress toward them. Certainly this will be the reaction of the Clinton administration, which has also embraced revisionism. It did so because it realized that the old approach of demanding procedural changes in Japan only led to endless argu-

ments over abstract concepts such as "fairness." I believe that a more concrete approach based on the realities of the Japanese system would be more fruitful and less emotional. This is a very positive policy, and the new president and prime minister have a real opportunity to remove the tension from the U.S.-Japan relationship.

The Clinton administration should work quietly, without threats and public posturing, to make the new framework negotiations a mechanism for setting and accomplishing mutually acceptable objectives with regard to the future of the relationship. If this proves impossible (and I don't believe it will), the U.S. administration, without accusing or blaming Japan, should set its own objectives and take whatever steps are necessary to defend U.S. economic interests and to ensure development of a vigorous American industrial structure.

The essence of revisionism, after all, always has been that America should emphasize competitiveness as its top priority, not that it should force Japan to accept particular demands. Of course, if Japan wants to cooperate, America should always be willing to do so. But, more than anything else, revisionists want America to be competitive and its relations with Japan to be harmonious and mutually beneficial.

CLYDE PRESTOWITZ is the president of the Economic Strategy Institute, a Washington-based public-policy organization. He is the author of *"Trading Places: How We Are Giving Our Future to Japan and How to Reclaim It."*



HOSOKAWA
IS MORE
REVISIONIST
THAN THE
REVISIONISTS

This document is held by the Dole Archives, but it has not been scanned in its entirety. If you would like more information, please contact us at dolearchives@ku.edu.

Closing the Trade Gap with Japan

Clyde V. Prestowitz, Jr.
Lawrence Chimerine
Paul Willen

The authors would like to thank ESI Research Associates Saul Goldstein and Nancy Yamaguchi and ESI Research Assistant Andrew Szamosszegi for their substantial research assistance in this project.

Cornelia Cook Come called "Cookie"

I was born & raised in
Grand Rapids, Mi. I graduated
from Bladgett Memorial
Hospital school of nursing.
I also received a B.S. degree
in Public Health nursing
from the Univ. of Washington.
I was a public health nurse
in Grand Rapids where I en-
listed in the Army Nurse Corps.

I was attached to the
81st Station Hosp. while in
service. I spent one year in
Beazete, North Africa and
six months in Naples, Italy.
It was in Naples that I
injured my back & came
home on a hospital ship.
I have had three back surger-
ies on my back. I am still
handicapped because of this
condition.

It was while I was

This document is from the collections at the Dole Archives, University of Kansas
<http://dolearchives.ku.edu>
reoperating from an
surgery that I met Senator
Dole. He were both
patients at Percy Jones
Hospital in Battle Creek, Mi.
Senator Dole was a very
ill patient and unable
to help himself. I fed him
his meals three times a
day for several months.
It was such a pleasure
to help him and watch
his strength return.

I have two daughters
(adopted) and four grand
children -

**VERN
EHLERS**
REPUBLICAN ★ FOR CONGRESS

Joanno Coe
Campaign America
900 2nd Street, N.E. Suite 118
Washington, D.C. 20002

Dear Ms. Coe:

You had asked me for more information on the **award that Senator Dole will receive at our luncheon tomorrow.**

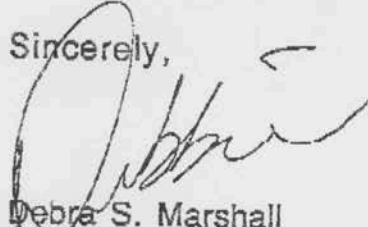
The award is the "Special Award" of the Board of Managers of Michigan's Veterans Homes. This board is made up of seven members appointed by the Governor of Michigan to oversee Michigan's two state homes for veterans. The reason for giving this award to Senator Dole is that he has always been attentive to the needs of veterans and veteran homes, in addition to his remarkable military service.

The award will be presented by Bill Coffey, who is currently a member of the Board of Managers.

I hope this information is helpful to you.

Thanks again for all your work on this.

Sincerely,


Debra S. Marshall
Campaign Manager

SEMI-FINAL

12/2/93

SENATOR DOLE SCHEDULE -- DECEMBER 3-8, 1993Friday, December 3

10:05 AM Lv. residence

10:25 AM Ar. Washington National Airport
Signature Flight Support
703/419-8440

10:30 AM Lv. Washington

AIRCRAFT: Challenger
OWNER: US Tobacco
TAIL NO.: N 25 SB
SEATS: 10

on 601AH 300

PILOT: Lee Kraus
CO-PILOT: Wayne Firmender
ATTENDANT: Bonnie HarringtonMANIFEST: Senator Dole
Mike Glassner
Chris Swonger, UST
John Atwood, Mgr., UST Wine Div.

FLIGHT TIME: 1 hr 35 mins

CONTACT: Diane Nickerson
203/622-3260 (O)
203/863-7228 (FAX)
Blanche Durney (Aviation Dept.)
203/622-3345 (O)
914/997-2145 (FAX)12:05 PM Ar. Grand Rapids, Michigan
Kent County International Airport
AMR Combs
616/949-5000

MET BY: Debbie Marshall, Ehlers campaign mgr.

12:10 PM Lv. Kent County Airport

DRIVER: Dan Vink, Ehlers campaign

DRIVE TIME: 15 minutes

PAGE TWOFriday, December 3 (continued):

12:25 PM

Ar. Harley Hotel
616/949-8800

MET BY: Vern Ehlers, House candidate
David Doyle, State GOP Chair
Tom Shearer, 3rd District GOP Chair
Bill Swets, Kent Co. Chair
Chuck Yob, RNC Committeeman
Betsy DeVos, RNC Committeewoman

12:30 PM-
1:30 PM

ATTEND/SPEAK - LUNCHEON FUNDRAISER FOR
STATE SENATOR VERN EHLERS (candidate for
Cong. Paul Henry's seat - Special Election Dec. 7)

CROWD SIZE: 200 @ \$100 per person

HEAD TABLE:

Senator Dole
State Senator Vern Ehlers, candidate
David Doyle, GOP Chairman
Tom Shearer, 3rd District Chairman
Bill Swets, Kent Co. Chairman
Chuck Yob, RNC Committeeman
Betsy DeVos, RNC Committeewoman
Jerry Vanderwall, Ehlers Finance Chairman

PROGRAM:

Call to Order
Introduction of Head Table and Senator Dole
Invocation
Luncheon meal
Tribute Presentation to Mrs. Cornelia Cook Ooms -
Representative Rick Bandstra
Special plaque presentation to Senator Dole by
Board of Managers, Veterans Homes --
Bill Coffey
Introduction of Vern Ehlers - Jerry Vanderwall
Brief Remarks - Vern Ehlers
Introduction of Senator Dole - Vern Ehlers
REMARKS - SENATOR DOLE

CONTACT: Debbie Marshall, campaign manager
616/285-8078 (campaign ofc.)
616/285-9321 (FAX)
517/373-1801 (Senate ofc.)

PAGE THREEFriday, December 3 (continued):

1:30 PM- PRESS AVAILABILITY
2:00 PM

2:00 PM- PRIVATE MEETING WITH CORNELIA COOK OOMS ("COOKIE")
2:20 PM (SEE ATTACHED LETTER)

2:20 PM- PRIVATE MEETING WITH VERN EHLERS
2:40 PM

2:45 PM Lv. Harley Hotel
DRIVE TIME: 15 minutes

3:00 PM Ar. Kent County International Airport
AMR Combs
616/949-5000

3:05 PM Lv. Grand Rapids
FLIGHT TIME: 1 hr 10 mins
TIME CHANGE: -1 hour

3:15 PM Ar. St. Louis, Missouri
Lambert Field
Midcoast Aviation
314/731-7111
MET BY: Congressman Jim Talent

3:20 PM Lv. Midcoast Aviation
DRIVER: Jim Cunnane
DRIVE TIME: 10 minutes

3:30 PM Ar. Airport Radisson Hotel
314/291-6700
PROCEED TO LACLEDE BOARDROOM

3:30 PM- ONE-ON-ONE PRESS INTERVIEWS:
4:00 PM

3:30-3:35 KSDK-TV (NBC)
3:35-3:40 St. Louis Post-Dispatch (Jo Mannies)
3:42-3:52 KMOX-AM (CBS Radio) (Barbara Whitesides, Doug McElvein)
3:55-4:00 KTVI-TV (ABC) (Roche Madden)

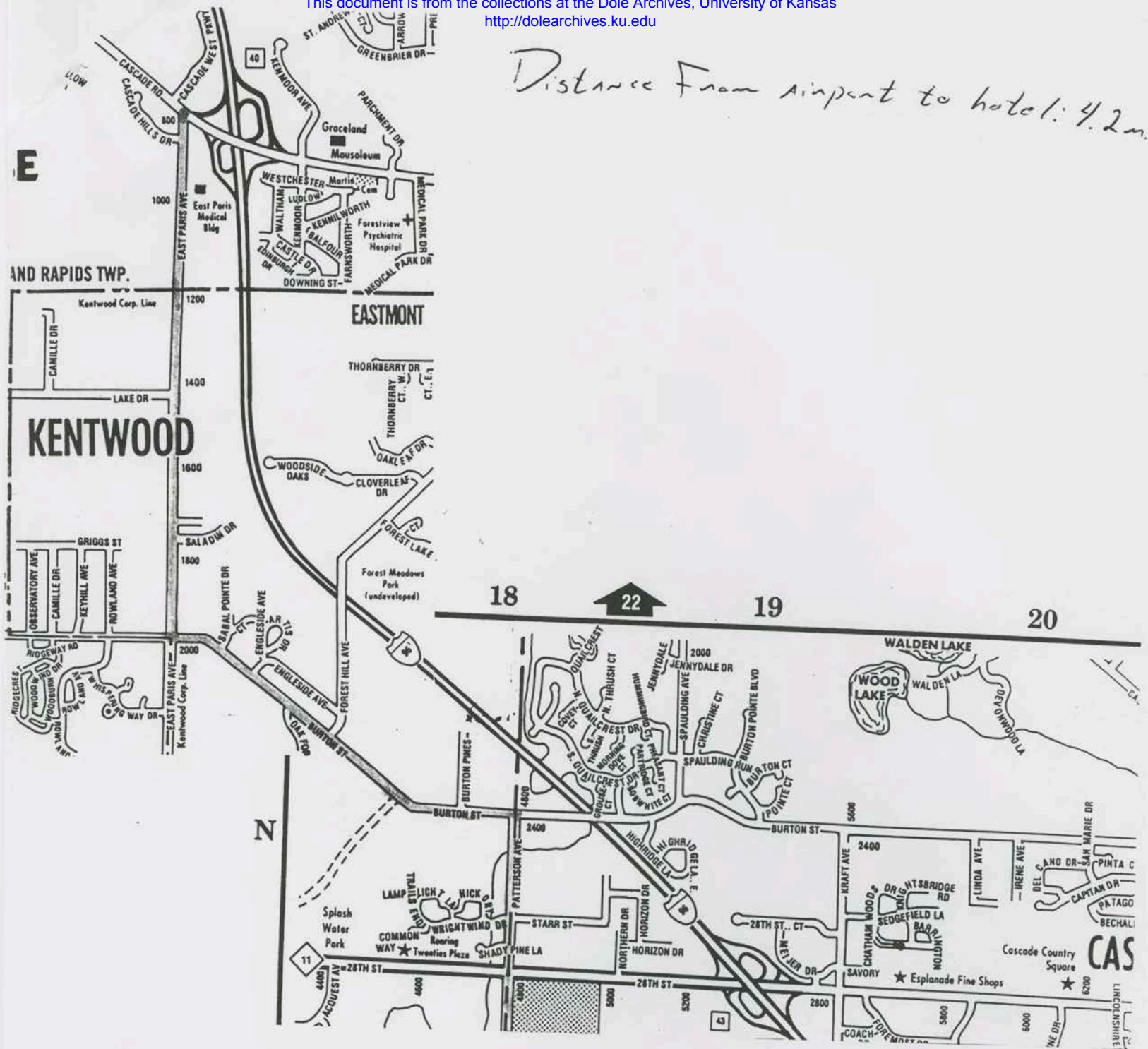
CONTACT: Steve Boriss, Talent's Press Secretary
314/872-9561 or 878-7887

Proposed Itinerary for Dole Luncheon
Friday, December 3, 1993

| | |
|-------------------------|---|
| 12:00 p.m. - 12:15 p.m. | Senator Dole arrives Kent County International Airport - met by Debbie Marshall, Campaign Manager |
| 12:15 p.m. - 12:30 p.m. | Transportation to Harley Hotel Dan Vink, Campaign Assistant/Driver (Route Attached) |
| 12:30 p.m. | Arrive Harley Hotel Met by candidate Vern Ehlers David Doyle, State Party Chair Tom Shearer, 3rd District Chair Bill Swets, Kent Co. Chair Chuck Yob, National Committeeman✓ Betsy DeVos, National Committeeman <i>Sunny VanderWall, Finance Chair.</i> |
| 12:35 p.m. - 1:30 p.m. | Luncheon and Speeches |
| 1:30 p.m. - 2:00 p.m. | Press Conference |
| 2:00 p.m. - 2:20 p.m. | Private Meeting with Cornelia Oom |
| 2:20 p.m. - 2:40 p.m. | Private Meeting with Vern Ehlers |
| 2:40 p.m. | Depart for Airport |
| 2:55 p.m. | Departure from Kent County Airport |

** 60144*

Distance From Airport to hotel: 4.2m.



DOLE LUNCHEON

Friday, December 3, 1993

| | |
|---------------|---|
| 12:30 - 12:32 | Call to Order |
| 12:32-12:33 | Introduction of the Head Table and Guest of Honor |
| 12:33-12:35 | Prayer |
| 12:35-12:45 | Lunch |
| 12:45-12:50 | Tribute to Ms. Cornelia Cook Oom (Cookie) |
| 12:50-12:55 | Special Veterans Presentation |
| 12:55-1:00 | Vern Ehlers, Candidate for Congress |
| 1:00-1:30 | Senator Bob Dole |
| 1:30 | Closing Remarks - Thank you for coming |

TALKING POINTS FOR EVENT WITH STATE SEN. VERN EHLERS
CANDIDATE FOR U.S. HOUSE OF REPRESENTATIVES

- o Opponents to Ehlers are Dale Sprik (D) and Dawn Krupp (I).
- o Voter turnout was low for the primary -- it is imperative that the turnout is improved for the general election. The Republican incumbent in 1978 was almost unseated by the current Democrat candidate coming within 1,200 votes.
- o Vern Ehlers is a man of integrity and values.
- o Vern Ehlers is ready and able to start work today because of his experience on the local and state levels of government.
- o Michigan CD-03 has the opportunity to send "new blood" to Washington because Ehlers is a nuclear physicist (This would double the number of scientists in Congress!)
- o Vern Ehlers was ranked in The Detroit News as one of the most effective senators in Michigan.
- o In eight years, Ehlers has had over 100 bills passed into law, almost seven times the average of his colleagues.
- o Ehlers has authored many bills to streamline government, cutting costs and reducing paperwork while increasing services (see attached list of important laws sponsored by Ehlers).
- o Ehlers annually returns to the state thousands of unspent dollars from his office budget.
- o The opponent, Dale Sprik, is leaning to the right on issues. However, he favors a national health care plan, does not support NAFTA, attacks PAC money but accepted \$50,000 from PACs in 1980 (labor \$\$), etc. (See attached memorandum on opposition research done by campaign).

Vern Ehlers

In 18 years in Michigan politics, Vern Ehlers has built a solid record of legislative accomplishment, with service as a Kent County Commissioner (1975-1983), State Representative (1983-1985) and in his current position as State Senator. Ehlers initially won his seat in the State Senate during a hard-fought special election, much like the one he now faces to replace the late Rep. Paul Henry.

With a strong reputation for accessible constituent service and legislative accomplishment, he's consistently been returned to office handily, now serving as Senate President *Pro Tempore*. As State Senator, Ehlers represents 45 percent of the 3rd Congressional District.

A physicist by training, Ehlers became interested in politics while serving as science advisor to then-Congressman Gerald R. Ford. He was named to Governor Miliken's Task Force on Environmental Problems in 1970, served on the Boards of the West Michigan Environmental Action Council from 1970-1971, and the West Michigan Environmental Protection Foundation from 1973-1974.

Ehlers has consistently been rated by the *Detroit News* as an "effective legislator," and with good reason. In 8 years in the State Senate, he has authored more than 120 Michigan Public Acts, and he has rightly gained a reputation as one of the Senate's key players on issues of health and the environment.

Ehlers was the prime mover in enactment of Michigan's "Good Samaritan" Physician Protection Act and in developing solutions to the problem of medical waste disposal. Ehlers authored legislation to establish a record of spinal cord and traumatic brain injury cases in Michigan, to reform the "Certificate Of Need" (CON) process, and to expand the role of nurse midwives, nurse anesthetists, and nurse practitioners on the Michigan Board of Nursing.

He spearheaded passage of landmark legislation to clean up toxic contamination. This measure directed the Michigan Department of Natural Resources to compile a list of hazardous waste sites and develop a schedule for their cleanup, and shifted the costs away from taxpayers and onto the responsible parties. He also authored legislation to provide private business with waste reduction assistance.

Other legislative highlights include model legislation assuring safe maintenance of underground storage tanks, progressive measures aimed at waste reduction and recycling, and the \$140 million 1988 Recreation Bond Implementation Act.

He chairs the Senate Appropriations subcommittee on Public Health and Natural Resources, and is Vice-Chair of the Natural Resources and Environmental Affairs Committee. He also serves on the Appropriations subcommittees on General Government, Higher Education and Capital Outlays, and on the Michigan Capitol Committee.

He faces a Special Election on Tuesday, December 7, 1993.

BIOGRAPHICAL SUMMARY

Vern Ehlers currently serves as the President pro tempore of the Michigan State Senate. He achieved this leadership post several years after winning a special state Senate election in 1985. Since then, he has held his seat with large Election Day victories in both 1986 and 1990.

Ehlers performed undergraduate work at Calvin College in Grand Rapids, then received his A.B. in 1956 and his Ph.D. in 1960 from the University of California at Berkeley. Both degrees are in physics. He spent six years as a Lecturer in Physics and Research Physicist at Berkeley and sixteen years as a Professor of Physics at Calvin College, where he was Chair of the Physics Department for several years.

While teaching, Ehlers continued to show a keen interest in the community. He was actively involved on community boards and councils, including serving as a science advisor to then-Congressman Gerald Ford. This was when his interest in politics first developed.

Ehlers was elected to the Kent County Board of Commissioners in 1974. He served as the board's chair from 1979 until 1982 when he was elected State Representative.

ACADEMIC EXPERIENCE

- Research Physicist, 1960-1966, University of California at Berkeley
- Lecturer in Physics, 1960-1966, University of California at Berkeley
- Professor of Physics, 1966-1983, Calvin College, Michigan

GOVERNMENTAL EXPERIENCE

- County Commissioner, 1975-1983, Kent County, Michigan
- State Representative, 1983-1985, State of Michigan
- State Senator, 1985-Present, State of Michigan

COMMUNITY ACTIVITY

- Federal Clean Air Act Advisory Committee, 1991-1993
- National Conference of State Legislatures, 1985-Present
- Grand Rapids Downtown Development Authority, 1979-1982
- Christian Reformed Synodical Task Force on World Hunger, 1976-1980, 1991-1993
- West Michigan Environmental Protection Foundation, 1973-1974
- West Michigan Environmental Action Council, 1970-1971
- Governor Miliken's Task Force on Environmental Problems, 1970

PERSONAL

- Born February 6, 1934
- Married to Johanna (Meulink) Ehlers
- Four children: Heidi, Brian, Marla, and Todd

Vernon J. Ehlers

1848 Morningside Dr. SE, Grand Rapids, MI 49506; Tel.: (616)949-7970; Fax: (616)940-0023

Education

Ph. D. in Physics, 1960, University of California at Berkeley
A. B., 1956, University of California at Berkeley
Student 1952-1955, Calvin College

Academic Experience

Calvin College

- Professor of Physics, 1966-1983
- Fellow of the Calvin Center for Christian Scholarship, 1977-1978

University of California at Berkeley

- Research Physicist, 1960-1966, Lawrence Berkeley Laboratory
- Lecturer in Physics, 1960-1966, Physics Department
- Research Assistant, 1957-1960, Physics Department
- Teaching Assistant, 1956-1957, Physics Department

Fellowships

- NSF Science Faculty Fellow, 1971-1972, Joint Institute for Laboratory Astrophysics, University of Colorado, Boulder, Colorado.
- NATO Post-Doctoral Research Fellow, 1961-1962, University of Heidelberg, Germany.

Governmental Experience

Elected Positions

State Senator, 1985-Present, State of Michigan

- Elected March of 1985. Re-elected 1986 and 1990.
- Currently serve as Senate President *pro tempore*.
- Current committee assignments:
 - Appropriations Committee
 - Public Health and Natural Resources Subcommittees, Chair
 - General Government, Higher Education, and Capital Outlay Subcommittees, Member
 - Natural Resources and Environmental Affairs Committee, Vice-chair
 - Michigan Capitol Committee, Member

State Representative, 1983-85, State of Michigan

- Elected November of 1982. Re-elected 1984.
- Served as Assistant Republican Floor Leader.
- Committee assignments
 - Colleges and Universities Committee
 - Committee on Conservation and the Environment
 - Public Health Committee
 - Social Services and Youth Committee

County Commissioner 1975-1983, Kent County, Michigan

- Elected November 1974. Re-elected 1976, 1978, 1980.
- Served as chair, 1979-1982.
- Served on and chaired numerous committees and boards.

Other Positions Held

National Conference of State Legislatures

- Chair, Environment Committee, 1991
- Member Environment Committee, 1985-present
- Member, Energy Committee, 1992-present
- Vice-Chair, NCSL State-Federal Assembly, 1992 and 1993

Federal Clean Air Act Advisory Committee, Member, 1991-1993

- Appointed by William Reilly, EPA Administrator

Intergovernmental Council on Science and Engineering Technology, Member, 1992

- Appointed by Dr. Bromley, Science Advisor to President Bush

Library of Michigan

- Board of Trustees, 1987-1988, 1991-Present

Glenn Seaborg Center for Teaching and Learning of Science and Mathematics

- Board Member, 1989-Present

Michigan Toxic Substance Control Commission, Member, 1982

Public Service

Grand Rapids Downtown Development Authority

- Board of Directors, 1979-1982

Governor Miliken's Task Force on Environmental Problems

- Member, 1970

California Christian College Association

- Board of Trustees, 1963-1966

Christian Reformed Synodical Task Force on World Hunger

- Chair, 1991-1993; Member, 1976-1980

West Michigan Environmental Action Council

- Board of Directors, 1970-1971

West Michigan Environmental Protection Foundation

- Board of Directors, 1973-1974

Eastern Avenue Christian Reformed Church

- Elder, 1969-1973

Publications

Books

Earthkeeping in the 90's: Stewardship of Creation. Edited by Loren Wilkinson (Grand Rapids, MI: Eerdmans, 1991)

Earthkeeping: Christian Stewardship of Natural Resources. Co-author with other Fellows of the 1977-78 Calvin Center for Christian Scholarship. Edited by Loren Wilkinson (Grand Rapids, MI: Eerdmans, 1980)

For My Neighbor's Good: World Hunger and Structural Change. Co-author, as member of the Christian Reformed Synodical Task Force on World Hunger. (Grand Rapids, MI: Christian Reformed Publishing House, 1979)

And He Had Compassion on Them: The Christian and World Hunger. Co-author, as member of the Christian Reformed Synodical Task Force on World Hunger. (Grand Rapids, MI: Christian Reformed Publishing House, 1978)

Scientific Publications

A Reliable, Repetitively Pulsed, High-Power Nitrogen Laser, B. Woodward, V.J. Ehlers, W. C. Lineberger, Review of Scientific Instruments 44, 883 (1973).

Electron Excitation of the Calcium 4227-Å Resonance Line, V.J. Ehlers and A. Gallagher, Physical Review A 7, 1573, (1973).

Search for an Electron Mass Shift in ^{133}Cs in an Intense Electromagnetic Field, J.R. Mowat, V.J. Ehlers, C.E. Johnson, and H.A. Shugart, Physical Review D 3, 43 (1971).

Nuclear Magnetic Moment, Hyperfine-Structure and Hyperfine Structure Anomaly of ^{196}Au , S.G. Schmelling, V.J. Ehlers, and H.A. Shugart, Physical Review C 2, 225 (1970).

Hyperfine Structure of ^{67}Ga and ^{72}Ga , V.J. Ehlers, Y. Kabasakal, H.A. Shugart, and O. Tezer, Physical Review 176, 25 (1968).

Nuclear Magnetic Moment of Rb^{85} ; Resolving a Discrepancy, V.J. Ehlers, T.R. Fowler, and H.A. Shugart, Physical Review 167, 1062 (1968).

Nuclear Spin, Hyperfine-Structure Separation, and Nuclear Magnetic Moment of 18-Min Rb^{88} , P.A. VandenBout, A. Dymanus, V.J. Ehlers, M.H. Prior, and H.A. Shugart, Physical Review 166, 1131 (1968).

Precision Measurement of the Electronic g Factors of the Alkali Metals, P.A. VandenBout, E. Aygun, V.J. Ehlers, T. Incesu, A. Saplakoglu, and H.A. Shugart, Physical Review 165, 88 (1968).

Hyperfine-Structure Separations, Nuclear Magnetic Moments, and Hyperfine Structure Anomalies of Gold-198 and Gold-199, P.A. VandenBout, V.J. Ehlers, W.A. Nierenberg, and H.A. Shugart, Physical Review 158, 1078 (1967).

Hyperfine-Structure Measurements on Dy¹⁶¹ and Dy¹⁶³, W. Ebenhoh, V.J. Ehlers, and J. Ferch, Z. Physik 200, 84 (1967).

Nuclear Magnetic Moment, Hyperfine Structure, and Hyperfine-Structure Anomaly of Ag^{110m}, S.C. Schmelling, V.J. Ehlers, and H.A. Shugart, Physical Review 154, 1142 (1967).

Nuclear Spin and Magnetic Dipole Moment of 39-Min Au-190, Yau Wa Chan, V.J. Ehlers, and W.A. Nierenberg, Physical Review 144, 1020 (1966).

Hyperfine-Structure Separation Nuclear Magnetic Moment, and Hyperfine-Structure Anomaly of Cesium-131, R.D. Worley, V.J. Ehlers, W.A. Nierenberg, and H.A. Shugart, Physical Review 140, 1483 (1965).

Hyperfine-Structure Separation and Nuclear Moments of Gallium-68, V.J. Ehlers and H.A. Shugart, Physical Review 127, 529 (1962).

Nuclear Spin of Gallium-70, V.J. Ehlers, W.A. Nierenberg, and H.A. Shugart, Physical Review 125, 2008 (1962).

Nuclear Spin, Hyperfine-Structure Separation and Magnetic Moment of 22-hr Potassium-43, F.R. Petersen, V.J. Ehlers, W.B. Ewbank, L.L. Marino, and H.A. Shugart, Physical Review 116, 734 (1959).

12-02-93 02:59 PM

P010/013/P07

MEMORANDUM

TO: SENATOR DOLE
FR: JIM DORNAN
DT: DECEMBER 2, 1993
RE: YOUR TRIP TO MICHIGAN

The following is background information regarding your trip to Michigan:

POLITICAL ENVIRONMENT

In Michigan, the Republicans have done noticeably better in presidential, gubernatorial and even state legislative elections than we have in U.S. Senate elections. Specifically:

- Since 1952, we have won at the presidential level in every election except 1960 (Kennedy), 1964 (Johnson), 1968 (Humphrey), and 1992 (Clinton).
- Since 1966, we have won the governorship in every election except 1982 and 1986.
- BUT, since 1966, we have lost all 9 Senate elections except two (1966 and 1972). Worse, in those races in which we lost, our average vote has been a low 42.1%.

And in the state legislature, we now have control of the Senate and co-control of the House. Interestingly, Michigan is the largest industrial state to have Republican control of the state legislature.

The conclusion is clear: our poor Senate performance is not a Michigan problem, it is a Senate problem, and specifically a Senate *candidate* problem. If ever there were a year when we could win a Senate seat in Michigan, this is it.

The Democrats

Scandal-tainted incumbent Senator Don Riegle has decided not to seek re-election, so many Democratic activists are awaiting word from former Governor and current Ambassador to Canada Jim Blanchard to see if he will jump into the race. A recent AP story was headlined "Blanchard Leads Abraham, Romney, But Many Prefer Him as Ambassador." Carl Marlinga, the Macomb County Prosecutor, announced that he would run in the primary against Riegle, then reversed himself and then reversed himself again when Riegle announced his retirement. Liberal state senator Lana Pollack, who was definitely going to run against Riegle, has also announced, as has former U.S. Rep. Bill Brodhead. There is some speculation that Brodhead is simply a surrogate for Blanchard, and will drop out if Blanchard runs.

Incumbent GOP Governor John Engler's re-election campaign

Governor Engler is slightly favored to win re-election, but a school funding issue has created problems for what was supposed to be an easy re-election. In August 1993, Engler signed a bill abolishing property taxes as the means to finance schools. He and the State Legislature have been working together since to make up the nearly \$6 billion revenue shortfall. If he comes out looking good on this issue, re-election will be easier and with both him and the state legislative races on the ballot, the Republican turnout should be high and our nominee can ride in on their coattails.

ANNOUNCED REPUBLICAN CANDIDATES:***SPENCE ABRAHAM***

Spence Abraham served as Co-Chairman of the NRCC from 1991 through 1993, where he chaired the committee's Rules Committee. He was also a candidate for the RNC Chairman position in 1993. Previously, Abraham served as Deputy Chief of Staff for Vice-President Dan Quayle in 1990-1991 and, before that, Chairman of the Michigan Republican Party from 1983 until 1991. He has also taught at Cooley Law School and founded the Federalist Society.

His principal strengths are his fundraising ability (nationwide, especially, because of his previous positions), his strong ties to the Engler and State GOP organizations, and his reputation as the one to beat.

His one major weakness is his speaking ability and ability to relate to the voters. One of the main reasons cited for Spence's loss to Haley Barbour for RNC Chair was that Spence was seen as a poor television presence.

RONNA ROMNEY

Ronna Romney recently announced for the Senate seat. Because of that she resigned as a talk show host for WXYT radio in Detroit, and as a regular commentator on CNN & Company. Her radio show was the top rated program in its time slot (9-11 p.m.) and was on the same station as Rush Limbaugh is in the afternoon. Prior to that, she was a political analyst for WXYZ-TV in Detroit. She has co-authored two books, Momentum: Women in American Politics Now, and Giving Time a Chance. She obtained her B.A. from Michigan State University in 1967, and from '69-'70, she taught at the Hartwell School in Lincoln, Massachusetts. Ronna served as Michigan's Republican National Committeewoman for eight years, until 1992.

Her strengths are her name ID from her Detroit radio program (58% statewide, 78% in metro Detroit), the Romney name (although her former father-in-law, George Romney, has endorsed Spence Abraham),

the intangible "interesting" factor: Romney has great potential to be an interesting candidate, attracting a lot of earned media attention.

Her principal weakness is fundraising. Her potential fundraising "base" is the same as Abraham's, and he has gotten to them first.

OTHER ANNOUNCED REPUBLICANS

CARL PURSELL, *former Member of Congress*

JIM ELSMAN, *Attorney*

GARY MACCAGNONE (Mack-uh-NO-nee), *Businessman*

POTENTIAL REPUBLICAN

GIL DINELLO, *State Senator*

Polling Information

EPIC/MRA : 10/93

Ballot

| | |
|---------------|---------------|
| Abraham 30% | Romney 31% |
| Blanchard 54% | Blanchard 53% |

| | Name I.D. | Fav. | Unfav. |
|-----------|-----------|------|--------|
| Abraham | 35% | 9% | 6% |
| Blanchard | 98% | 59% | 31% |
| Romney | 50% | 17% | 9% |
| Pursell | 45% | 16% | 5% |
| Pollack | 37% | 10% | 6% |
| Marlinga | 42% | 13% | 7% |

Mitchell Research (11/93)

GOP Primary

| | | Fav | Unfav | ID |
|---------|-----|-----|-------|-----|
| Romney | 24% | 28% | 8% | 58% |
| Abraham | 14% | 15% | 5% | 43% |
| Pursell | 7% | 16% | 9% | 50% |

**** PLEASE NOTE THAT MITCHELL IS ROMNEY'S POLLSTER**

Election Information

| Candidate | Raised 6/93 | Spent 6/93 | PAC \$ | COH 6/93 | Debt |
|-----------|-------------|------------|-----------|-------------|---------|
| Riegle | \$758,791 | \$217,754 | \$287,439 | \$1,095,815 | \$0 |
| Abraham | \$136,425 | \$6,680 | \$0 | \$129,745 | \$3,021 |

| File Date | Primary Date | | | | |
|-----------|--------------|--|--|--|--|
| May 10 | Aug 2 | | | | |

1988 Results**1992 Results**

| | | | | | |
|--------|-----|-------------|------|---------|-------|
| Riegle | 60% | \$3,383,849 | Bush | Clinton | Perot |
| Dunn | 39% | \$442,693 | 37% | 44% | 19% |

Political Line-up:

Governor John Engler (R)
 Lt. Governor Connie Binsfield (R)
 Sec. of State Richard Austin (D)

Atty. Gen. Frank Kelley (D)
 Treasurer Douglas Robers (R)
 Senate 22(R) - 16(D) House 55(R) - 55(D)

CANDIDATE EHLERS

MI RGA Update

MI Demographics

MICHIGAN DEMOGRAPHIC PROFILE

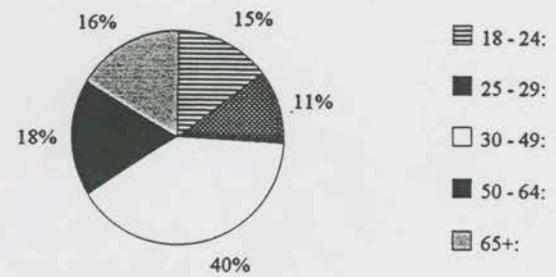
Population Data

| | |
|-----------------------------------|-----------|
| 1990 Total Population: | 9,295,297 |
| Total Voting Age Population: | 6,836,532 |
| % of Total Population Voting Age: | 73.5% |
| Black Voting Age Population: | 872,475 |
| Nationwide Rank: | 8 |
| % Black Voting Age Population: | 12.8% |
| Nationwide Rank: | 15 |
| Hispanic Voting Age Population: | 124,450 |
| Nationwide Rank: | 14 |
| % Hispanic Voting Age Population: | 1.8% |
| Nationwide Rank: | 29 |
| Asian Voting Age Population: | 70,356 |
| Nationwide Rank: | 13 |
| % Asian Voting Age Population: | 1.0% |
| Nationwide Rank: | 27 |

Voting Age Population Data

| | |
|----------|-----------|
| 18 - 24: | 1,004,527 |
| 25 - 29: | 764,262 |
| 30 - 49: | 2,740,170 |
| 50 - 64: | 1,219,112 |
| 65+: | 1,108,461 |

Voting Age Population Distribution



Number of Counties: 83

MICHIGAN 1992 ELECTION SUMMARY

HISTORICAL PRESIDENTIAL PERFORMANCE

| | REP. VOTE | REP % | DEM. VOTE | DEM % | OTH. VOTE | OTH % | TOTAL | REGISTRATION |
|-------------------------|-----------|-------|-----------|-------|-----------|-------|-----------|--------------|
| BUSH/CLINTON/PEROT: | 1,554,940 | 36.6% | 1,871,182 | 44.0% | 824,813 | 19.4% | 4,250,935 | 6,147,083 |
| BUSH/DUKAKIS: | 1,965,486 | 53.6% | 1,675,783 | 45.7% | 26,992 | 0.7% | 3,668,261 | 5,952,513 |
| REAGAN/MONDALE: | 2,251,571 | 59.5% | 1,529,638 | 40.5% | 0 | 0.0% | 3,781,209 | 5,888,808 |
| REAGAN/CARTER/ANDERSON: | 1,915,225 | 49.7% | 1,661,532 | 43.1% | 275,223 | 7.1% | 3,851,980 | 5,725,713 |
| FORD/CARTER: | 1,893,742 | 52.0% | 1,696,714 | 46.6% | 47,905 | 1.3% | 3,638,361 | 5,202,379 |
| NIXON/McGOVERN: | 1,961,721 | 56.2% | 1,459,435 | 41.8% | 68,571 | 2.0% | 3,489,727 | 4,762,764 |
| NIXON/HUMPHREY/WALLACE: | 1,370,665 | 41.6% | 1,593,082 | 48.3% | 331,968 | 10.1% | 3,295,715 | 4,022,378 |

STATEWIDE ELECTION RETURNS

| | REP. VOTE | REP % | DEM. VOTE | DEM % | OTH. VOTE | OTH % | TOTAL |
|----------------|-----------|-------|-----------|-------|-----------|-------|-----------|
| 1990 SENATE: | 1,055,695 | 41.8% | 1,471,753 | 58.2% | 0 | 0.0% | 2,527,448 |
| 1990 GOVERNOR: | 1,276,134 | 50.3% | 1,258,539 | 49.7% | 0 | 0.0% | 2,534,673 |
| 1988 SENATE: | 1,348,219 | 38.5% | 2,116,865 | 60.4% | 40,845 | 1.2% | 3,505,929 |
| 1986 GOVERNOR: | 753,647 | 31.5% | 1,632,138 | 68.1% | 9,477 | 0.4% | 2,395,262 |

STATE SENATE

| YEAR | SEATS | DEM | REP | OTH | NET |
|------|-------|-----|-----|-----|-----|
| 1990 | 38 | 18 | 20 | 0 | 0 |
| 1986 | 38 | 18 | 20 | 0 | 2 |
| 1982 | 38 | 18 | 18 | 2 | 4 |

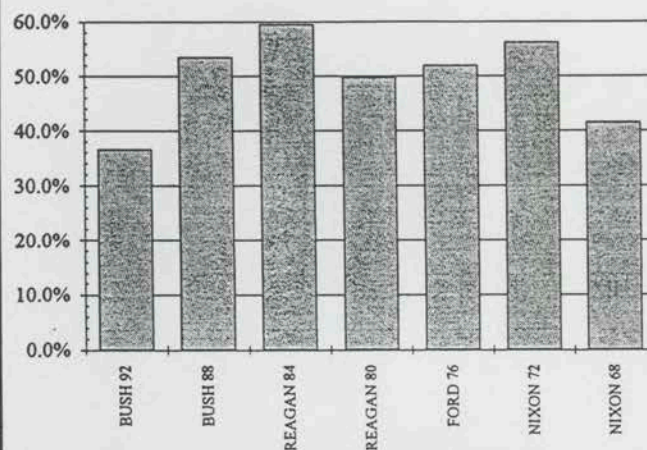
STATE HOUSE

| YEAR | SEATS | DEM | REP | OTH | NET |
|------|-------|-----|-----|-----|-----|
| 1992 | 110 | 55 | 55 | 0 | 6 |
| 1990 | 110 | 61 | 49 | 0 | 0 |
| 1988 | 110 | 61 | 49 | 0 | 2 |

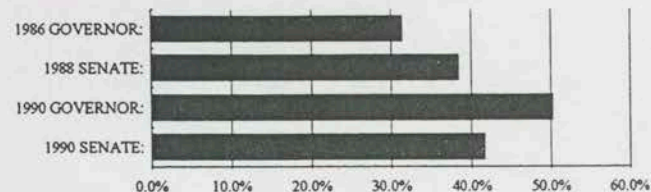
U.S. HOUSE OF REPRESENTATIVES

| YEAR | SEATS | DEM | REP | OTH | NET |
|------|-------|-----|-----|-----|-----|
| 1992 | 16 | 10 | 6 | 0 | -1 |
| 1990 | 18 | 11 | 7 | 0 | 0 |
| 1988 | 18 | 11 | 7 | 0 | 0 |

REPUBLICAN PRESIDENTIAL PERFORMANCE



REPUBLICAN STATEWIDE PERFORMANCE

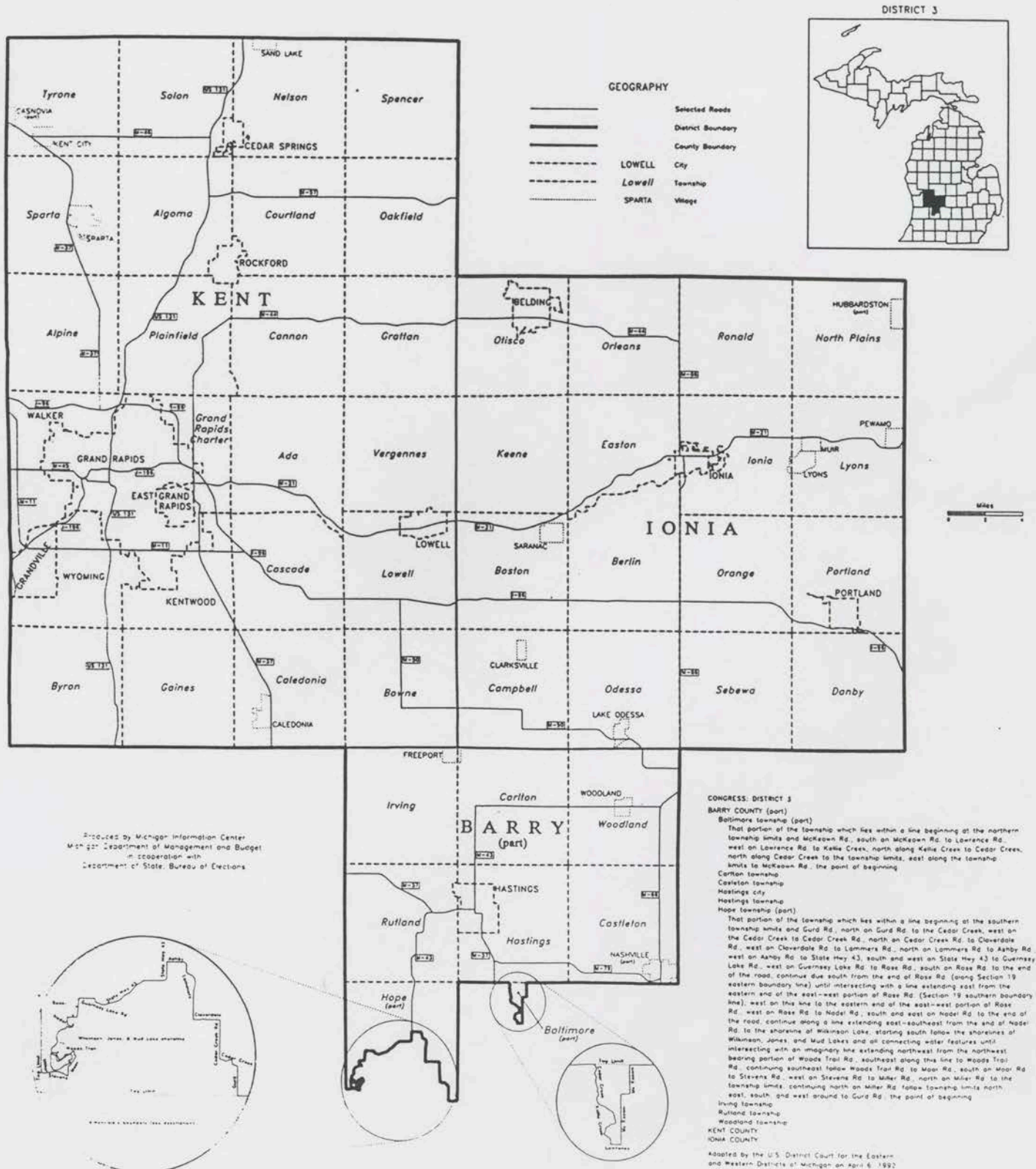


MI GOP Leadership

MI DFP

UNITED STATES HOUSE OF REPRESENTATIVES

MICHIGAN - DISTRICT 3



3rd CONGRESSIONAL DISTRICT PROFILE

ECONOMIC ANALYSIS

The district is diverse in that it includes the metropolitan base of Grand Rapids as well as some of the most productive farmland in the state. Grand Rapids is considered to be the birthplace of the furniture industry. Steelcase is the area's largest employer. General Motors, Meijers and Amway are also among major employers in the community.

Significant growth in Kent County is spurring growth in nearby Ionia and Barry Counties as well. While the 1990 U.S. Census showed little growth in Michigan as a whole, Kent County marked an 11% increase in population.

POLITICAL ANALYSIS

The 3rd Congressional District is considered a safe Republican seat. While the district has recently changed with reapportionment, former Congressman Paul Henry won easily with 61% of the vote in 1992.

Statewide Republican candidates have also done well within the 3rd Congressional District. Governor John Engler led the district with 65% of the vote in 1990 and President Bush carried 64% of the vote in 1988. Board of education races over the past decade also show the district is decidedly Republican, including a 64% MRBD in 1990 and a 63% MRBD in 1988. Even in 1986, when Democrat James Blanchard scored a landslide victory over Republican Bill Lucas in the Governor's race at the top of the ticket, the MRBD was a solid 56%.

3rd CONGRESSIONAL DISTRICT

Primary Election - November 2

Vern Ehlers faces seven other primary election opponents: including a current State Representative, a deputy Director in the Michigan Department of Commerce, and the Kent County Republican Party Chairman.

Recent evidence shows Vern Ehlers as a strong front-runner, with the state Representative running a distant second. The other two candidates, although they may run viable campaigns, lack sufficient name identification from the gate to make a serious effort in such a short primary election cycle unless they expend large amounts of money.

Vern Ehlers will be the next Michigan congressman because he has many advantages over his competitors. Consider that:

- Vern Ehlers is a proven winner. He has served as a public servant within the congressional district for nearly twenty years and has never lost a partisan election.
- Vern Ehlers is a proven winner in special elections. His first term in the Michigan Senate came after an intense special election campaign in 1985.
- Vern Ehlers is the strongest candidate out of the gate. His current Senate district covers 40%

of the 3rd Congressional District. No other candidate has such a large base from which to work. This is crucial given the short campaign cycle.

- Vern Ehlers has the support of a majority of the current elected officials. That kind of grass roots support is a key element to winning a special election.

Vern Ehlers will run an aggressive campaign in all areas of the 3rd Congressional District. The campaign will work to secure his base in Grand Rapids and the surrounding communities where he has been so successful in the past, and it will branch out to the surrounding areas, including Ionia and Barry Counties, where he already has a strong showing of support.

The campaign will employ aggressive direct mail and sign programs as well as intensive efforts in the field. The same campaign machine that has gotten Vern Ehlers elected to the legislature for more than a decade will be leading his way to Congress: including the same campaign manager and the same finance chairs. More than 50 unsolicited volunteers have already contacted the campaign and there are many more volunteers available. This very strong campaign organization will prove to be the determining factor in a short campaign cycle.

Important Laws Sponsored

By

Senator Ehlers

(Excerpted from the 120 Public Acts Sponsored by Senator Ehlers)

Emergency Telephone Service Act (911)

Senator Ehlers sponsored the Emergency Telephone Service Enabling Act to allow the establishment of emergency dispatch services that are accessible 24 hours a day to the public by dialing 9-1-1. Callers reach a public safety center equipped to answer emergency calls and dispatch emergency services, or transfer or relay emergency calls to other public agencies. This automated system also immediately displays the address of the caller.

Newborn Screening Program

Since March 1987, all health care officials are required to test newborn infants for sickle cell anemia, galactosemia, hypothyroidism, maple syrup urine disease, biotinidase deficiency, and other treatable but otherwise handicapping conditions. Test results are immediately reported to the parents of children who have the disease.

Agent Orange Commission and Information Resource Center

In June of 1987, Senator Ehlers helped create the Agent Orange Commission and Agent Orange Information Resource Center within the Department of Public Health. Duties of the commission and resource center include reviewing literature of herbicide compounds, publicizing the department's information program for Vietnam veterans exposed to Agent Orange and other herbicides, maintaining a registry, and providing information on agent orange research.

Recycling Makes Cents Office Paper Recovery Act

This act required that by March 1989, all state departments and agencies, and legislative and judicial offices must implement a paper recycling system for wastepaper products. The Recycling Makes Cents Office Paper Recovery Act provided for the expansion of any existing recycling programs; set up an aggressive program to locate and develop markets for recyclable waste paper products; and developed an education program for state employees. By the year 2000, 85 % of all state waste paper must be recycled.

Senator Ehlers also amended other acts to require an increase in the amount of recycled paper purchased by the state.

Environmental Technology and Waste Management

In 1987, Senator Ehlers created the Environmental Technology Act establishing the Environmental Technology Board within the Department of Commerce to investigate setting up an Environmental Technology Institute to conduct research and develop waste management technologies.

Senator Ehlers also passed legislation to establish the Hazardous Waste Policy Committee within the Department of Natural Resources and created the Waste Reduction Assistance Act, which established several waste reduction programs and grants. The programs provide information, education, technical assistance, and funding to facilitate a reduction in the amount of waste generated by the state.

In 1990, the Waste Management Act was amended by Ehlers to require landfill owners and operators to establish a perpetual care fund for landfill closure, monitoring, and maintenance. Other amendments prohibit landfill operators from accepting the disposal of contaminated medical waste.

Senator Ehlers also helped create and amend laws to regulate the disposal of lead acid batteries, prescribe procedures for the storage, decontamination, and disposal of medical waste, and prohibit the disposal of used oil into drainage systems, sewers, and water.

Barrier Free Construction Zoning

Senator Ehlers' amendment to the Downtown Development Authority Act helped plan, propose, and implement changes to public facilities to make them barrier-free.

Recreation Bond Fund

In 1988, Senator Ehlers sponsored several acts to create a \$140 million recreational bond to provide grants and loans to construct, expand, or develop recreational facilities at state parks and local government public recreational projects, and to redevelop abandoned industrial sites for recreational facilities.

Michigan Underground Storage Tank Acts

Effective August 1989, laws established by Senator Ehlers provided for the cleanup and prevention of environmental contamination resulting from releases of refined petroleum products from underground storage tank systems. This has protected our drinking water from contamination.

Public Health and Safety

Senator Ehlers sponsored an act to amend the Public Health Code to require the Department of Public Health to establish a registry to record cases of spinal cord and traumatic brain injuries that occur in the state.

During his tenure as Chairman of the Health Policy Committee, Senator Ehlers played a key role in the development and ultimate passage of the Michigan Clean Indoor Air Act and several other pieces of legislation to reduce the use of tobacco. The Michigan Health Initiative, which is designed to promote health through work-site wellness programs was also passed during his tenure as chairman. In addition, many of the state's laws and regulations to prevent the spread of HIV and to provide medical services to HIV patients were adopted during this time.

Improving the Effectiveness and Efficiency of State Government

Senator Ehlers has contributed to the redefinition of the state's welfare system to empower citizens with education and incentives to move off the welfare roles and to become productive members of our society. Currently, Senator Ehlers is working with the Governor and the Republican Caucus to develop a plan to reform and finance the state's education system.

HOTLINE 12/2/93

*19 MICHIGAN 03: EHLERS WITH COMMANDING LEAD

An EPIC/MRA poll, conducted 11/21, surveyed 400 likely voters; margin of error +/- 5% (GRAND RAPIDS PRESS, 11/24).
Tested: State Sen. Vernon Ehlers (R), businessman Dale Sprik (D) and Perot activist Dawn Krupp (I). Election: 12/7.

| | ALL | FAV/UNFAV |
|--------|-------------------|-----------|
| Ehlers | 58% | 66%/ 13% |
| Sprik | 28 | 41 / 34 |
| Krupp | -- (less than 1%) | |
| Undec. | 14 | |

Ehlers said he was "encouraged" by the results: "At the same time, my biggest fear throughout the campaign has been complacency on the part of voters" (Roelofs, PRESS, 11/24).

MEMORANDUM

To: Senator Bob Dole, Senate Republican Leader
From: Dan Vink, Staff Assistant Ehlers' for Congress Committee.
Re: Opposition Research Democratic Candidate.

Candidate: Dale R. Sprik, age 55; married, 5 children; one grandchild

Occupation: Attorney, specializing in plaintiff's personal injury cases.

Previous Political Experience: Local McGovern Coordinator 1972, Opposed Republican Harold Sawyer for the 5th District seat in both 1978 and 1980. Sprik was defeated both times. In 1978 by 1,200 votes and in 1980 by over 8,000.

Military Experience: Sprik served in the U.S. Army from 1956 through 1958. He was stationed in New York State and Heidelberg Germany.

Personal Finances: Sprik's net worth is estimated at 1.4 million dollars. As an attorney he made \$308,300.00 in 1992. Sprik also owns a 157 acre ranch just outside of Grand Rapids where he is raising American Bison. The farm, however, is primarily a hobby and reports only modest income.

Campaign Finances: Sprik's Campaign spending through the pre-primary filing deadline was \$26,128.34. However, post primary spending has exceeded \$200,000.00 through Nov 13 and is expected to surpass \$500,000.00 before the election is finished.

Positioning: Dale Sprik is pretending to be a conservative.

Sprik has given very generic answers to most issues thus far. He wants to reform Congress, cut spending, create jobs, etc. Sprik is anti-abortion and has been throughout his political career. He favors a national health care plan but is careful not to link himself to the Clinton plan. He favors an alternate Clinton plan that takes some of the burden off the small business man. Sprik does not support the Brady Bill but was linked to an anti-handgun lobby during his previous campaigns. Sprik's front-line issues to this point have been congressional reform and social security. He has hammered on congressional perks, travel and mailing in particular, and has said he will cut the congressional budget by 10 percent. Sprik favors a "hands off" approach to social security believing that the money has been earned and should not be tampered with in any way. He has also made PAC contributions a major issue, accusing State Senator Ehlers of pandering to special interest groups. Sprik has said he will not take any PAC money in this campaign although he did accept over \$50,000.00 from PAC's in his 1980 campaign, those monies coming primarily from labor groups. He says he will support campaign finance reform to curb special interest contributions. Sprik opposed the NAFTA agreement in its current form, his concern being that Mexico would not have to adhere to the labor and environmental laws that the United States is subjected to. He wanted to see the option of more intense trade sanctions in the event that agreements were not maintained.

In essence, all his positions and answers have been very generic and idealistic. When he has been pushed for specifics Sprik tries to turn the issue on his opponent hoping that they will

make a mistake that he in turn can attack thus giving the appearance that he has a better grasp on the details of an issue.

Analysis: Sprik is a "stealth-like" candidate.

Sprik is trying to distance himself from both the Democratic party and Bill Clinton. He has maintained a moderate to conservative stance on most of the issues, claiming that he is a trustworthy life-long native of west Michigan who will go to Washington to tackle the corrupt political establishment. His premier campaign slogan has been "For the People for a Change," (haven't we heard that somewhere before)? Sprik is adept at being a political chameleon. He poses for his adds wearing a cowboy hat and jeans looking out over his buffalo ranch when in actuality he is a low-income personal injury attorney. Our hope is that the voters of the 3rd District are not fooled by his conservative facade.

Throughout this campaign, as well as his previous ones, Sprik has done his best to drag his opponents down to his level. Television and print adds have already begun, attacking State Senator Ehlers and his record. Sprik has said that he "ain't going to be Bob Dole's boy in Washington or Bill Clinton's boy in Congress." Sprik says he will go to Congress as a man of the people who will answer to no one but the constituents of the 3rd district.

Perhaps the most important thing to note is that Sprik has nothing to loose. He has no political experience so his only chance for victory is to try and drag his opponent down to his level, and he will do anything to achieve that end. Sprik proposes the idea of fresh honest leadership-vs-stagnant career politicians who are simply trying to line their own pockets at the expense of the taxpayers. He is a "career candidate" who firmly believes that this third time will be a charm, and unless he is taken seriously, it will be.

12/02/93 17:53

616 940 9046

SENATOR V EHLERS

002

dole attend

| | |
|--------------------------|------------|
| Afendoulis, Chris | |
| Allen, Pat | |
| Almy, Al | |
| Andrews, Guest | |
| Andrews, Ray | |
| Baker, John | Reserved |
| Bandstra, Beth | Reserved |
| Bandstra, Rick | HEAD TABLE |
| Berkowitz, Hy | |
| Berkowitz, Hy | Table |
| Billin, Millie | Reserved |
| Bos, Lawrence | |
| Bouma, Henry | |
| Bouma, John | |
| Brooke, Dr. Nancy | |
| Brown, Bruce | |
| Buist, Dale | |
| Buist, Robert | |
| Buske, Don | |
| Butler, Brett | Reserved |
| Cargill, Barry | Reserved |
| Cataldo, Drew | Reserved |
| Catlett, Guest | |
| Catlett, Phil | |
| Chadwick, Curt | |
| Chadwick, Tom | |
| Childs, Guest | |
| Childs, Libby | |
| Coffey, Bill | Reserved |
| Coffey, Sue | Reserved |
| Condit, Dr. Don | |
| Connick, Dean | |
| Cordes, Mary Jane | |
| Cousins, Jeff | |
| Cummiskey, John | |
| Day, Charles | |
| Day, Guest | |
| Deane, Dr. Rob | |
| DeGraaf, Guest | Table - DS |
| DeGraaf, Norm | Table - DS |
| DeKorne, Jane | Reserved |
| Delapa, Judy | |
| DeVos, Betsy | HEAD TABLE |
| DeVos, Frank | |
| Doherty, John | |
| Donley, Carson | |

Those people
 noted "Reserved"
 are our special
 core group of--
 volunteers etc.
 "Table" denotes
 those purchasing
 blocks of
 tickets.

12/02/93 17:54

616 940 9046

SENATOR V EHLERS

003

dole attend

| | |
|-----------------------|------------|
| Donley, Lizann | |
| Donnelly, Dr. Camille | |
| Doyle, Dave | HEAD TABLE |
| Ehlers, Jo | Reserved |
| Ehlers, Vern | HEAD TABLE |
| Fehsenfeld, Carolyn | |
| Fehsenfeld, Tom | |
| Fetting, Kim | |
| Feyen, Martin | |
| Feyen, Matt | Reserved |
| Feyen, Matt | |
| Findley, Neil | |
| Fouty, Len | |
| Giarmo, Connie | |
| Gleason, Tom | 5 Table |
| Gosselin, Deb | |
| Gregory, Russ | Reserved |
| Groters, Bill | Reserved |
| Hardiman, Bill | |
| Havlik, Ed | |
| Heacock, Steve | Table |
| Heaney, Brian | |
| Hibma, Dan | |
| Hoffman, John | |
| Hornbach, Jack | Table |
| House, Don | |
| Howe, Mark | Reserved |
| Huizenga, Guest | |
| Huizenga, JC | |
| Kapelczak, Joseph | |
| Kelly, Evie | Reserved |
| Klopcic, Donald | |
| Koeze, Ann' | |
| Kraai, Dave | |
| Krause, Vic | |
| Krzanowski, Karen | Reserved |
| LaGrand, Chris | Reserved |
| Land, Terri | |
| Layton, John | |
| Lemmon, Jeannine | Reserved |
| Lemmon, Ron | Reserved |
| Leven, Estelle | |
| Liovonsco, Bill | |
| Lindsay, Jim | |
| Lobisco, Mary | Reserved |
| Long, Jennifer | Reserved |

12/02/93 17:55

616 940 9046

SENATOR V EHLERS

004

dole attend

| | |
|-----------------------|------------|
| Madden, Jennie | |
| Marcus, Greg | Reserved |
| Marshall, Debbie | Reserved |
| Martindill, Bill | |
| McGuire, Paul | |
| McKay, Bill | |
| Mol, Edward | |
| Muir, Kathy | |
| Mullen, Pat | |
| Myers, Rick | |
| Newhof, Tom | |
| Norcutt, Dave | Reserved |
| O'Keefe, Harold | |
| Ooms, Cookie | Reserved |
| Pearson, Willard | |
| Pischa, Mark | Reserved |
| Proctor, Gene | |
| Richter, Rusty | |
| Rothermel, Michael | |
| Russell, Guest 1 | |
| Russell, Guest 2 | |
| Russell, Mr. | 5 Table |
| Russell, Walter | |
| Secchia, Joan | |
| Secchia, Peter | |
| Seyferth, Ginny | Table |
| Shearer, Tom | HEAD TABLE |
| Sherman, Nick | |
| Smith, Jessica | Reserved |
| Sommers, Dana | 5 Table |
| Sonneveldt, Chris | |
| Spoelhof, Bill | Reserved |
| Stokotte, Mary Louise | |
| Stoddard, Chuck | Table - DS |
| Stoddard, Stephen | |
| Subar, Jerry | |
| Swets, Bill | HEAD TABLE |
| Tassell, Gucet | |
| Tassell, Henry | |
| Thompson, Janet | |
| Tillman, Roosevelt | |
| Tilstra, Cornelius | |
| VanderHeide | |
| VanderWall, Jerry | HEAD TABLE |
| VaniHouten, Jay | |
| Vanthul, Randy | 3 Table |

12/02/93 17:58

616 940 9046

SENATOR V EHLERS

005

dole attend

| | |
|---------------------|------------|
| VanValkenberg, Rick | Reserved |
| Vermuelen, Ken | Reserved |
| Vink, Dan | Reserved |
| Voegel, Matt | Reserved |
| Voss, John | |
| Walters, Alden | |
| Williams, Jim | 5 Table |
| Woller, Jack | |
| Wong, Jane | |
| Wong, Les | |
| Worsfold, Charles | |
| Yob, Chuck | HEAD TABLE |
| Zylstra, Bob | |

Wed Nov 24

P.1

Ehlers ahead in 3rd District, new poll shows

By Ted Roelofs
The Grand Rapids Press

GOP state Sen. Vernon Ehlers enjoys a commanding lead in his campaign for the 3rd Congressional District seat, a poll of 400 prospective voters shows.

The poll, conducted by the Lansing firm EPIC-MRA, found that Ehlers was supported by 57.5 percent of likely voters compared to 27.5 percent for Democrat Dale Sprik and less than 1 percent for independent Dawn Krupp. Fourteen percent were undecided.

EPIC-MRA, an independent marketing/polling firm, paid for the poll itself. It has conducted political surveys statewide in recent years, and conducted a poll for the 3rd Congressional District primary.

But the survey, conducted Sunday and released Tuesday, two weeks before the Dec. 7 election, didn't bring a concession speech from Sprik.

"That does not reflect what I believe is happening," Sprik said. "We know that momentum is building in our campaign, especially in the last three or four days.

"All we care about is being ahead on Election Day and not too much before. We've got two weeks to go and we know we're going to be there," he added.

Ehlers said he was "encouraged" by the results but warned of overconfidence.

"It certainly looks very encouraging. At the same time, my biggest fear throughout the campaign has been complacency on the part of voters," he said.

Ehlers said he is concerned that supporters will decide to stay home on election day because they assume the race is already decided.

"This is a December election and people are thinking about Christmas and shopping, and I have no idea what effect that will have on the election but it is likely to reduce turnout," Ehlers said.

Despite the poll, Ehlers said he is taking Sprik's campaign "very seriously."

"He is a very determined campaigner, and I am taking it very seriously and urging all my supporters to take it seriously."

Ed Sarpolus, a partner in EPIC-MRA, said the polling results suggest the race "is Ehlers' to lose."

Perhaps more troubling for Sprik, Sarpolus said, is the fact that Sprik's "unfavorable" ratings are considerably higher than Ehlers.

"Sprik obviously has some baggage," Sarpolus said. Ehlers was given a 66 percent favorable rating by respondents, and a 12.5 percent unfavorable rating. Sprik, a partner in the law firm of Sprik and Andersen, had a favorable rating of 41 percent, but an unfavorable mark of 33.8 percent, the poll found.

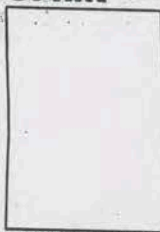
Sprik has already spent more than \$200,000 of his own money on the campaign, pouring much of that into television, print and radio advertising. Much of it

EHLERS



57.5%

SPRIK



27.5%

SOURCE: EPIC-MRA
Margin of error +/- 5%

■ High school students quiz 3rd District candidates. B1.

POLL

CONTINUED FROM A1

hits on conservative, populist themes, and attacks Ehlers for his acceptance of political action committee contributions in past campaigns.

It is the most aggressive Democratic West Michigan congressional campaign since the unsuccessful 1984 effort by Democratic lawyer Gary McInerney.

Ehlers also reminded supporters that Sprik came within 1 percent of beating Republican Harold Sawyer in 1978 and ran a close race in 1980.

Sprik maintained that he moved first to establish name recognition with voters and is now beginning to define himself on the issues.

Among voters who identified themselves as "pro-life," Ehlers was supported by 68.5 percent and Sprik 19.9 percent. Among "pro-choice" voters, Ehlers was supported by 46 percent and Sprik 36 percent. Both Ehlers and Sprik oppose abortion except where the mother's life is endangered.

The poll numbers changed considerably when voters were informed that Krupp is a member of United We Stand America, the grassroots political organization started by Texas billionaire Ross Perot.

When that factor was introduced, Ehlers got 51.9 percent support, Sprik, 22.3 percent and Krupp 11.5 percent. Within the group who identified themselves as Perot voters, Ehlers got 30.5 percent, Sprik 15.7 percent and Krupp 32.2 percent.

Krupp was skeptical of the poll results, especially the survey which places her support at less than 1 percent.

"It depends on who gets out to the polls. I think the people who are supporting me are interested in seeing me prevail and they will get out and vote. I think the statistics will be much different on election day," Krupp said.

The poll has a margin of error of plus or minus 5 percent.

NOV 29 '93 14:52

FROM MRG

TO 16162859321

PAGE.002

MI CD 3

BRUSHFIRE 2 (NOVEMBER 22 & 23, 1993)

AGGREGATE TOTALS

Geographic Area

| | |
|------------------------------|-----|
| Ionia and Barry County | 13% |
| Senate District 32 | 41% |
| Balance of Kent County | 46% |

Hello, my name is _____ and I'm with Marketing Resource Group, a national public opinion research firm. We're doing a study on problems and issues in Michigan and would like to have your opinions.

A. Are you registered to vote in _____ at this address?

Yes CONTINUE
No ASK IF THERE IS A REGISTERED VOTER AT HOME
IF NO, TERMINATE

B. Are you or is any member of your household an elected public official, active in any political campaign this year or an employee of any news organization?

Yes TERMINATE
No CONTINUE

C. As you may know, on December 7th there will be an election to select a new member of Congress for Michigan's 3rd Congressional district. Do you think you will definitely be voting, will probably be voting, will probably not be voting or will definitely not be voting in that election?

| | |
|--------------------------------|-----------|
| Definitely Be Voting | 67% |
| Probably Be Voting | 33% |
| Probably Not Be Voting | TERMINATE |
| Definitely Not Be Voting | TERMINATE |
| Ref/DK | TERMINATE |

1. As you may know, there was a primary election to choose the candidates for Michigan's 3rd Congressional District. Did you vote in the recent primary election?
IF YES ASK: Did you vote for (**ROTATE** Vern Ehlers, Ken Sikkema, Marge Byington, Glenn Steil, Mike Maxfield, Dale Sprik or someone else)?

| | |
|----------------------|-----|
| Voted Ehlers | 12% |
| Voted Sikkema | 11% |
| Voted Byington | 4% |
| Voted Steil | 4% |
| Voted Maxfield | 1% |
| Voted Sprik | 3% |
| Voted Other | 4% |
| No/Didn't Vote | 45% |
| Ref/DK | 17% |

NOV 29 '93 14:53

FROM MRG

TO 16162859321

PAGE.003

MI CD 3
BRUSHFIRE 2
AGGREGATE TOTALS
PAGE 2

Let me read you the names of some people in the news. For each, please tell me whether you've heard of them or not. For those you know, please tell me whether you have a very favorable, somewhat favorable or unfavorable impression of that person. **(ROTATE NAMES)**

| | TOTAL AWARE | Heard of/ Very Favorable | Heard of/ Somewhat Favorable | HEARD OF/ TOTAL FAVORABLE | Heard of/Un- favorable | Heard of/No Opinion | Never Heard Of |
|----|---|---|---|--|---------------------------------------|------------------------------------|---------------------------|
| 2. | Vern Ehlers (VERN -pause- A-LERS) | | | | | | |
| | 94% | 31% | 30% | 61% | 10% | 23% | 6% |
| 3. | Dale Sprik | | | | | | |
| | 96% | 11% | 31% | 42% | 24% | 30% | 4% |
| 4. | Dawn Krupp | | | | | | |
| | 57% | 2% | 8% | 10% | 13% | 35% | 43% |
| 5. | Bill Clinton | | | | | | |
| | 99% | 16% | 27% | 43% | 42% | 14% | 1% |
| 6. | John Engler | | | | | | |
| | 99% | 25% | 35% | 60% | 25% | 14% | 1% |
| 7. | If the general election for U.S Congress were being held today, and the candidates were (ROTATE: Vern Ehlers the Republican, Dale Sprik the Democrat and Dawn Krupp the Independent) , would you be voting for (ROTATE: Vern Ehlers, Dale Sprik or Dawn Krupp?) (IF REF/DK, ASK: Which way do you lean as of today, toward (ROTATE: Ehlers, Sprik or Krupp?) | | | | | | |
| | Vote Ehlers | 43% | | | | | |
| | Lean Ehlers | 5% | | | | | |
| | Vote Sprik | 18% | | | | | |
| | Lean Sprik | 4% | | | | | |
| | Vote Krupp | 3% | | | | | |
| | Lean Krupp | 1% | | | | | |
| | Refused/Undecided/Don't Know | 25% | | | | | |
| | TOTAL EHLERS | 48% | | | | | |
| | TOTAL SPRIK | 22% | | | | | |
| | TOTAL KRUPP | 4% | | | | | |

NOV 29 '93 14:53

FROM MRG

TO 16162859321

PAGE.004

MI CD 3
BRUSHFIRE 2
AGGREGATE TOTALS
PAGE 3

Finally, just a few questions for statistical purposes, and we'll be through.

- I. On political issues, do you consider yourself to be (**ROTATE:** very conservative, somewhat conservative, moderate, somewhat liberal or very liberal?)

| | |
|-----------------------------|-----|
| Very Conservative | 16% |
| Somewhat Conservative | 36% |
| Moderate | 29% |
| Somewhat Liberal | 11% |
| Very Liberal | 4% |
| Ref/DK | 4% |

| | |
|--------------------------|-----|
| TOTAL CONSERVATIVE | 52% |
| TOTAL LIBERAL | 15% |

NET CONSERVATIVE+ 37

- II. Thinking of the last few elections in which you voted, which answer best describes how you voted for state and local offices such as governor and senator? (**READ CHOICES 1 THROUGH 7**)

| | |
|---|-----|
| Straight Democratic | 9% |
| Mostly Democratic | 12% |
| A Few More Democrats Than Republicans | 4% |
| About Equally For Both Parties | 24% |
| A Few More Republicans Than Democrats | 8% |
| Mostly Republican | 23% |
| Straight Republican | 14% |
| Other | 4% |
| Never Voted | * |
| Ref/DK | 3% |

| | |
|----------------------------|-----|
| BEHAVIOR DEMOCRATS | 21% |
| TICKET SPLITTERS | 35% |
| BEHAVIOR REPUBLICANS | 37% |

NET BEHAVIOR REPUBLICANS+ 16

- III. Thinking about all elections, including school, local and primary elections, how many of them have you voted in over the past few years—none of them, less than half of them, about half of them, most of them or all of them?

| | |
|------------------------------|-----|
| None of Them | 3% |
| Less Than Half of Them | 8% |
| About Half of Them | 17% |
| Most of Them | 41% |
| All of Them | 31% |
| Ref/DK | * |

MI CD 3

BRUSHFIRE 2

AGGREGATE TOTALS

PAGE 4

IV. What is your approximate age?

| | |
|-------------------|-----|
| 18 to 24 | 3% |
| 25 to 29 | 7% |
| 30 to 34 | 11% |
| 35 to 39 | 8% |
| 40 to 44 | 11% |
| 45 to 49 | 10% |
| 50 to 54 | 8% |
| 55 to 59 | 8% |
| 60 to 64 | 6% |
| 65 and Over | 26% |
| Refused | 2% |

V. In addition to being an American, is your main ethnic group or ancestry British, German, African American, Irish, Italian or what?

| | |
|--------------------------------------|-----|
| British/English/Scots | 18% |
| German | 24% |
| Dutch | 15% |
| Irish | 8% |
| Polish | 7% |
| Italian | 2% |
| African American/Black | 5% |
| Scandinavian/Swedish/Norwegian | 4% |
| Spanish American/Hispanic | * |
| French | 2% |
| Other | 10% |
| Ref/DK | 4% |

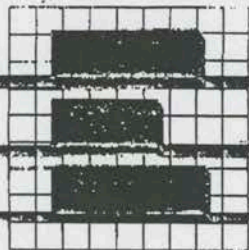
VI. Is your religious background Protestant, Roman Catholic, Jewish, Christian Reformed or something else?

| | |
|--|-----|
| Protestant (e.g. Baptist, Methodist, etc.) | 57% |
| Roman Catholic | 21% |
| Jewish | 0% |
| Christian Reformed | 7% |
| Other Christian | 6% |
| Other Non-Christian | * |
| Agnostic/Atheist | 1% |
| None | 6% |
| Ref/DK | 2% |

That completes our interview. Thank you for sharing your opinions.

VII. Gender **(BY OBSERVATION: DO NOT ASK)**

| | |
|--------------|-----|
| Male | 50% |
| Female | 50% |



CONTACT: ED SARPOLUS
PHONE: (517) 886-0860

EPIC - MRA

4710 W. Saginaw Hwy.
Lansing, MI 48917-2601
517/886-0860
Fax 517/886-9176

THE EPIC/MRA REPORT
CONGRESSIONAL DISTRICT 3 - MICHIGAN
SAMPLE SIZE 400 LIKELY VOTERS
ERROR MARGIN $\pm 5.0\%$
NOVEMBER 21, 1993
SPECIAL ELECTION DECEMBER 7, 1993
=====

| (INITIAL VOTE) | EHLERS-REP | SPRIK-DEM | KRUPP-(PEROT-IND) |
|--|------------|-----------|-------------------|
| TOTAL VTRS | 57.5% | 27.5% | .8% |
| BARRY CTY | 68.8% | 12.5% | |
| IONIA CTY | 50.0% | 26.3% | |
| KENT CTY | 57.8% | 28.3% | .9% |
| PRO-LIFE | 68.5% | 19.9% | |
| PRO-CHOICE | 46.0% | 36.0% | 1.9% |
| DEMOCRATS | 19.8% | 66.7% | |
| INDEPENDENTS | 43.4% | 20.8% | 3.8% |
| REPUBLICANS | 81.1% | 10.4% | .5% |
| PEROT VOTERS | 47.5% | 35.6% | 1.7% |
| ((party make-up of a Perot voter is 54-R 24-D 20-I)) | | | |
| CLINTON VTRS | 31.2% | 53.6% | .8% |
| BUSH VOTERS | 81.9% | 9.6% | .5% |
| WOMEN | 54.5% | 28.9% | 1.4% |
| MEN | 60.8% | 25.9% | |

=====

IN ORDER TO MEASURE THE PEROT INFLUENCE AND TO TAKE INTO ACCOUNT D. KRUPP'S EXPECTED LOW NAME-ID; WE ASKED THE RACE QUESTION AGAIN. THIS TIME THOUGH, WE REMINDED THE VOTER THAT D. KRUPP WAS A MEMBER OF 'UNITED WE STAND AMERICA', WHICH IS THE GRASS ROOTS POLITICAL ORGANIZATION THAT ROSS PEROT STARTED.

| (SECOND VOTE) | EHLERS-REP | SPRIK-DEM | KRUPP-(PEROT-IND) |
|-----------------------------|------------|-----------|-------------------|
| TOTAL VTRS | 51.9% | 22.3% | 11.5% |
| ((Perot got 17.5% in 1992)) | | | |
| DEMOCRATS | 15.3% | 58.6% | 9.9% |
| INDEPENDENTS | 39.6% | 13.2% | 26.4% |
| REPUBLICANS | 74.7% | 7.7% | 9.0% |
| PEROT VOTERS | 30.5% | 15.7% | 32.2% |
| CLINTON VTRS | 28.8% | 46.4% | 8.0% |
| BUSH VOTERS | 76.5% | 8.6% | 7.5% |
| WOMEN | 48.3% | 24.2% | 10.4% |
| MEN | 55.9% | 20.2% | 12.8% |

☐ Educational
☐ Political
☐ Industrial
☐ Consumer

☐ Market
☐ Research
☐ Analysis

MAR 04 '01

04:30 PM

&

Page 3

FAVORABILITY/UNFAVORABILITY

| | FAVORABLE RATING | UNFAVORABLE RATING |
|----------------|------------------|--------------------|
| CLINTON | 40.0% | 48.3% |
| ENGLER | 55.0% | 34.8% |
| PEROT | 25.0% | 60.3% |
| EHLERS | 66.0% | 12.5% |
| SPRIK | 41.0% | 33.8% |
| KRUPP | 17.5% | 14.5% |
| (36.5% NO REC) | | |

=====

NORTH AMERICAN FREE TRADE AGREEMENT
NAFTA

APPROVE OF NAFTA - 52.8%

DISAPPROVE OF NAFTA - 31.0%

HOTLINE 12/2/93

*8 MICHIGAN: BRODHEAD SET TO ANNOUNCE

Ex-Rep. William Brodhead (D) will join the Dem field seeking the seat of retiring Sen. Don Riegle (D). Brodhead, now a Detroit atty, plans to hit Flint, Detroit, Lansing and Grand Rapids on 12/7 (LANSING STATE JOURNAL, 12/2). ALSO IN THE DEM PRIMARY: State Sen. Lana Pollack, Macomb Co. Prosecutor Carl Marlinga, and ex-teacher Edwin Nopf. GOP CANDIDATES: Ex-TV talk host Ronna Romney, ex-MI GOP chair Spencer Abraham, atty Jim Elsmann, ex-Rep. Carl Pursell and businessman Gary Maccagnone. OTHERS CONSIDERING: State Sen. John Kelly (D), businessman Joel Ferguson (D), state Sen. Gil DiNello (R), Rep. Bob Carr (D-08).

HOTLINE 11/29/93

*7 MICHIGAN: ROMNEY POLL HAS HER OUT FRONT EARLY

An internal poll, conducted 11/1-5 for ex-radio/TV personality Ronna Romney (R) by Mitchell Research & Communications, surveyed 500 likely GOP primary voters; margin of error +/- 4.2% (Romney release, 11/29). Also tested: Ex-MI GOP chair Spencer Abraham (R), ex-Rep. Carl Pursell (R), state Sen. Gil DiNello (R). The EPIC/MRA poll surveyed 238 registered GOP voters 10/11-18 (see HOTLINE 10/27). Rep. Dave Camp (R-04) has said he will not run. Dem candidates: State Sen. Lana Pollack, Macomb Co. prosecutor Carl Marlinga. Potentials: Ex-Gov. Jim Blanchard, businessman Joel Ferguson, Rep. Bob Carr (D-08)

| GOP PRIMARY | ROMNEY | EPIC/MRA | MITCHELL/ROMNEY | | |
|-------------|--------|----------|-----------------|-----|--|
| | | | FAV/UNFAV | ID | |
| Romney | 24% | 19% | 28%/ 8% | 58% | |
| Camp | -- | 15 | -- -- | -- | |
| Abraham | 14 | 13 | 15 / 5 | 43 | |
| Pursell | 7 | 6 | 16 / 9 | 50 | |
| Dinello | -- | -- | 8 / 10 | 32 | |

HOTLINE 12/2/93

*11 SENATE WATCH '96: LEVIN THINKING ABOUT FOLLOWING RIEGLE?

MICHIGAN: Sen. Carl Levin (D) "has raised the prospect that he may not seek a fourth term" in '96. Asked whether he had thought about his '96 plans since Sen. Don Riegle (D) announced that he will not seek re-election in '94, Levin said that it is "far from a certainty" that he will run again. Levin: "I am not certain that I am going to run. If I had to lay odds, I would say that there is a likelihood (I'll run), but that's it. There is far from a certainty" (Gannon, DETROIT NEWS, 12/1).

MICHIGAN

Status of Incumbent: Gov. Engler (R) is eligible to seek reelection

Filing Date: May 10

Primary Election: AUG. 2 *POTENTIAL CANDIDATES*

REPUBLICANS

John Engler, incumbent

DEMOCRATS

Howard Wolpe, fm. Rep.

Ed McNamara, Wayne County Exec.

Bill Broadhead, fm. Congressman

Debbie Stabenow, State Senator

Joel Ferguson, Chair, MSU Bd of Trustees

Larry Owen, fm. East Lansing mayor

Lynn Jundahl, state Rep.

Carl Marlinga, Macomb Co. Prosecutor

Early Line

On June 3, Michigan voters delivered a setback to Gov. Engler when Proposition A, a plan to revamp school financing and cut property taxes was defeated 54% to 46%. The plan called for raising state sales taxes from 4% to 6% in order to cut the gap in educational spending between rich and poor by establishing a minimum spending threshold for students. Michigan voters have defeated similar proposals ten times in the last twenty years. Gov. Engler had actively campaigned for passage and the defeat of the proposition will affect his re-election efforts. The setback has prompted the media to place him under greater scrutiny, especially on issues of style over substance. Most recently he was criticized for excessive use of the state plane (85 occasions since taking office). His flying hatched attacks from Democrats since Engler had made former Gov. Blanchard's heavy use of the plane as a campaign issue.

The defeat of Prop. A has emboldened a number of Democrats to make campaign plans. Two who have recently expressed more than a passing interest are Joel Ferguson and Lynn Jundahl. Ferguson is an African-American businessman and the influential Chairman of the Michigan State Univ. Trustees. He is being courted to run by the same consultant team that engineered VA Gov. Wilder's and NYC mayor Dinkens' victories. Having organized Jesse Jackson's surprise MI primary victory in '88, he is no stranger to politics. State Sen. Debbie Stabenow, longtime chair of the state taxation committee established a campaign committee and is pursuing an active travel state-wide schedule. Other potential Democrats include state Sen. Debbie Stabenow who established an exploratory committee at the turn of the year, former Rep Howard Wolpe and former East Lansing mayor Larry Owen.

Other '94 state-wide offices

US Sen.

Sec. State

Lt. Gov.

Atty. Gen.

HOTLINE 12/01/93

*13 MICHIGAN: ENGLER MAKING PROGRESS ON SCHOOL REFORM

The MI House "passed a scaled-back version of charter schools" 11/29, "as lawmakers began a hectic week of debate on educational reform." Charter schools "are a centerpiece of reforms being pushed" by Gov. John Engler (R), who had "proposed a broader version" but said that he was "pleased" by the vote. Engler: "These reforms give Michigan the most extensive, expansive charter school bill in the country. The House listened to the only special interest that counts -- the best interests of our kids." Although the measure was passed with "broad support," it did not include "schools of choice, which Engler says is an essential piece of the school reform puzzle. That sets up a lengthy fight" when the House considers the rest of the package this week (Borowski, LANSING STATE JOURNAL, 11/30). The plan passed by the House "differs from Engler's mainly in that it would not establish a state authority to grant charters to nonprofit organizations or businesses." Engler had also "proposed allowing noncertified teachers in charter schools and giving them an option of not joining a union" but the House rejected that (Christoff, DETROIT FREE PRESS, 11/30). W.S. JOURNAL's Suskind writes on the bill Engler signed 8/93 to abolish property taxes as the means to finance schools, noting "now he is working furiously ... to stitch together a potpourri of levies, including a sales-tax increase ... to make up a \$6 billion revenue shortage." Suskind notes the larger implications of MI's school problems: "Converging in Michigan are two of today's most explosive populist revolts: opposition to property taxes and outrage over the performance of public schools. Voters nationwide who have been crying out to reinvent government, to throw out the old ways and start clean, would be well served to come here and watch the free fall that has resulted" (11/30). Dems: State Sen. Debbie Stabenow, Ex-Rep. Howard Wolpe, state Rep. Lynn Jondahl and ex-E. Lansing Mayor Larry Owen.

MICHIGAN

David Doyle
Chairman



Present

Chairman, Michigan Republican State Central Committee,
elected - February 19, 1991

Previous

Executive Director, Michigan Republicans, 1989 - 1990
Michigan Executive Director, Bush - Quayle, 1988
Director, Michigan Senate Caucus, 1985 - 1988
Campaign Director, Jack Lousma for U.S. Senate, 1984
Director, Constituent Relations, Michigan State House, 1981 -
1984

RNC Activity

Member, RNC Rules Committee, 1991 -
Member, Committee on Rules, Republican National
Convention, 1992
Delegate, Republican National Convention, 1992

Personal

Spouse: Lori
Children: Two
Education: B.A., Oakland University

2121 E. Grand River
Lansing, MI 48912

(517) 487-5413 (GOP)
(517) 487-0090 (f)

MICHIGAN

Charles (Chuck) Yob
National Committeeman



Present

National Committeeman, Michigan, elected - June 23, 1989
Board of Directors, Mackinac Island Park Commission
Member, Rotary Club Member, Economic Club
President and Owner, Industrial Belting and Supply, Inc.
Board of Directors, Federal Home Loan Bank, Indianapolis

Previous

Finance Chairman, Kent County Republican Party, 1978 - 1980
Regional Political Director, Reagan for President, 1980
Chairman, Kent County Republican Party, 1981 - 1982
Chairman, Michigan 5th District, 1982 - 1988
Co-Chairman, Michigan Victory '88
Chairman, Michigan Victory '92

RNC Activity

Chairman, Committee on Call, Republican National Convention,
1992
Chairman, Committee on Credentials, Republican National
Convention, 1992

Personal

Spouse: Jackalyn
Children: Six
Education: Aquinas College

(cont.)

(cont.)

Industrial Belting Supply
3770 Hagen Drive, S.E.
Post Office Box 2568
Grand Rapids, MI 49501

(616) 247-8624 (o)
(616) 247-0395 (f)
(616) 676-0378 (h)

MICHIGAN

Elisabeth (Betsy) DeVos
National Committeewoman



Present

National Committeewoman, Michigan, elected -
August 18, 1992
Precinct Delegate, 1986 -
Delegate / Alternate Delegate, Michigan Republican State
Conventions, 1980 -
Member, Board of Trustees, Blodgett Memorial Medical Center,
1986 -
Member, Ada Christian School Board, 1992 -
President, The Windquest Group

Previous

Chairman, 5th District Republican Committee, 1989 - 1992
Vice Chairman, Bush - Quayle State Steering Committee, 1992
John Engler for Governor Committee, 1990
Co-Chairman, Bill Schuette for Senate Committee, 1990
Chairman, Kent County Republican Committee, 1984 - 1988
Co-Chairman, Kent County Republican Finance Committee,
1983 - 1984
Member, Michigan Council for the Arts and Cultural Affairs,
1991 - 1992
Member, Board of Trustees, Kendall College of Art and Design,
1986 - 1992

RNC Activity

Delegate, Republican National Convention, 1988, 1992
Alternate Delegate, Republican National Convention, 1984
Member, RNC Budget Committee, 1992

(cont.)

(cont.)

Personal

Spouse: Dick
Children: Four
Education: B.S., Calvin College

The Windquest Group
600 Penn Plaza
126 Ottawa, N.W.
Grand Rapids, MI 49503

(616) 459-4500 (o/h)
(616) 459-2311 (f)

MICHIGAN DFP

Colleen Engler, Chairman

Gerald Rosen, Deputy Chairman

Kathy Wilbur, Vice-Chairman

Rep. Gary L. Randall, Vice-Chairman

From: Steve Boriss
Press Secretary
Office of Congressman Jim Talent

To: Suzanne Hellmann
Clarkson Hine

Per your request, here is some background and talking points for Senator Dole's visit.

As an overview, Rep. Talent's district does not have a Republican majority, although it is somewhat Republican-leaning. About 40% of voters claim to be Republican. In last year's Presidential election 43% voted for Clinton, 35% for Bush, and 21% for Perot. Congressman Talent's seat has turned over quite a bit in the last few years. In 1986, Republican Jack Buechner defeated incumbent Democrat Bob Young. In 1990, Democrat Joan Kelly Horn defeated Buechner by only 54 votes. Then last year, Jim Talent defeated Horn by 2.5%.

Here are some **suggested talking points** for Senator Dole for use in his speech at the fundraiser for Rep. Jim Talent.

1. Health Care -- This is what Rep. Talent is focussing on now. In fact, on Saturday Talent is hosting a town hall meeting regarding alternatives to the Clinton Plan.

The Senator should feel free to discuss his views on the Clinton Plan as well as alternative plans. He should be aware that Rep. Talent is one of the 11 original co-sponsors of the plan sponsored by Senator Nickles and Rep. Stearns (the Consumer Choice and Personal Health Security Act). Talent is a strong opponent of the Clinton Plan, which he regards as government-run health care. He is a big fan of Health Care IRA accounts as a way to get health care costs under control. I've attached an op-ed piece by Rep. Talent that recently appeared in the St. Louis Post-Dispatch that provides a good overview of where Rep. Talent stands.

2. Defense -- The defense industry is very important to St. Louis. St. Louis is home to McDonnell Douglas and many large defense industry firms. Moreover, McDonnell Douglas is the St. Louis area's largest employer.

The Senator might discuss the dangers of the sharp cuts in military spending called for under the Clinton budget. Rep. Talent often discusses that when this latest round of cuts takes effect we may begin to see real differences in the speed of our response, the certainty of the outcome, and the level of American casualties. Talent says that the failed military effort to free the hostages in Iran under the Carter Administration, in which Americans lost their lives because of inadequate equipment, should serve as a chilling reminder of the new risks we may now face.

Senator Dole might acknowledge the role Rep. Talent has played as a member of the House Armed Services Committee to protect important programs from sharp defense cuts requested by the Clinton administration. He might specifically mention the importance of two McDonnell Douglas programs to the national interest, F-18 Hornets (Navy) and the AV-8B Harrier (Marines).

Also, Rep. Talent founded the "Hollow Force Update Committee", which is a caucus of members of HASC dedicated to exposing specific examples of how our forces are weakening, in hopes of reversing the trend of deep defense cuts.

3. Rep. Talent's Election -- Congressman Talent's victory last November is a good story. He ran a very successful grassroots campaign that overcame many hurdles. In the Primary he defeated President Bush's cousin Bert Walker despite being outpented 3 to 1 (don't mention this race because many loyal to Mr. Walker will be in attendance). In the General, Talent won against incumbent Democrat Joan Kelly Horn despite a tide against him. He defeated an incumbent in a strong year for incumbents. He defeated a woman in the "year of the woman." And he defeated a Democrat in a terrible year for Republicans statewide. Republicans were swept out of office in all key statewide seats, including Governor, Attorney General, and Secretary of State. The backdrop was the "second injury fund" scandal that ultimately led to a prison term for Republican Gubernatorial Candidate and former Attorney General Bill Webster.

Talent ran on the platform that he would "fight for the middle class", and stressed a balanced budget, term limits, and a strong defense. His campaign communicated that the incumbent had co-sponsored then voted against the balanced budget amendment, voted against the Persian Gulf War, and opposed term limits. Talent ran a strong grassroots campaign that attracted roughly 2,000 volunteers. Yardsigns were everywhere. It proved that a sincere, intelligent, and capable candidate communicating basic Republican themes can generate strong popular support.

4. Flood -- The Senator should be aware that Rep. Talent's district may have been the single hardest-hit flood area in the U.S. during last summer's floods. Two major areas were affected, largely residential communities in North St. Charles County and a growing industrial community in the city of Chesterfield in St. Louis County.

All told, it would probably be best for the Senator to avoid discussing the flood. He could talk about how Congressman Talent worked closely with FEMA and the Army Corps of Engineers to ensure that the Federal response was adequate. However, beyond this it becomes tricky. Although Talent voted for all flood relief bills, he cast a vote that was widely misinterpreted and that caused us lots of trouble. He voted against the rule for the first flood relief bill because it disallowed debate regarding sources of funding. The Press and public, not being versed in the somewhat strange rules procedure of the House, broadly interpreted this as a vote against flood relief by the Congressman whose district was hardest hit. We've recovered, but as you can imagine, are not anxious about having this resurface.

5. Avoid the Brady Bill -- Generally, Talent believes that waiting periods do not work, and that the gun control agenda is often used by Congress to make it appear that they are taking action on crime, while avoiding more substantive measures such as reforming the criminal justice system and keeping criminals locked-up. However, this is not necessarily mainstream thinking in our district, so we'd rather the Congressman's vote not be brought-up.
6. Avoid NAFTA -- Although Rep. Talent is by nature a free-trader, he voted against NAFTA because of concerns about sovereignty, and the dangers of letting other countries decide whether U.S. businesses are complying with labor and environmental laws. Rep. Talent's position was sincere, and well-reasoned (see attached letter). However, many top local corporate executives (some of whom will be in attendance) were either angered by his vote or do not yet understand it. Congressman Talent continues to make good progress in patching-up these differences. In most cases his explanation is reassuring to them because none of them like government pressure to comply with regulations. Yet, we still have some work to do, and it would likely be counter-productive for the Senator to bring it up, and potentially disastrous to indicate that he supported it strongly.

7 Avoid St. Louis' Bid for a Football Team -- The Senator may be aware that St. Louis snatched defeat from the jaws of victory in its recent bid for an NFL team. The problem was that there were two competing investor groups who could not get their act together. There are a lot of hard feelings about this, and some members of one of the investment teams will be in attendance. Although there are some ways this could be discussed without offending them, it would take a great deal of preparation to explain this. Best if Rep. Talent discusses this and the Senator avoids it.

Hope this helps. Let me know if you need more info.

TO: Senator Dole
FR: Kerry

*Attached are talking points containing a few possible themes for use in appearances during the December 3-8 trip.

SENATOR BOB DOLE

DECEMBER STUMP SPEECH

***I WANT TO BEGIN MY
REMARKS WITH A FEW PIECES
OF GOOD NEWS FOR AMERICA'S
TAXPAYERS.**

***THE FIRST IS THAT
CONGRESS IS OUT OF SESSION.**

***AND THE SECOND IS THAT
THE WHITE HOUSE PRESS**

**OFFICE SAYS THAT PRESIDENT
CLINTON IS "GOING TO TAKE IT
EASY" FOR THE NEXT MONTH.**

***AND A FINAL PIECE OF GOOD
NEWS IS THAT 1993 HAS BEEN A
GREAT YEAR FOR THE
REPUBLICAN PARTY.**

***THINK BACK TO ONE YEAR
AGO--TO DECEMBER 1992--WE
HAD LOST THE WHITE HOUSE,
AND MANY IN THE MEDIA WERE**

**SAYING THAT THE REPUBLICAN
PARTY WAS DEAD.**

***BUT AS WE'VE SEEN IN THE
PAST YEAR, IT WAS THE MEDIA
PUNDITS WHO WERE DEAD
WRONG, AND THE REPUBLICAN
PARTY IS ALIVE AND WELL, WITH
NEW ENERGY AND NEW
MOMENTUM.**

***I'VE ALWAYS THOUGHT THAT
YOU CAN TELL QUITE A LOT**

**ABOUT A POLITICAL PARTY BY
HOW IT'S DOING IN ELECTIONS.
IF YOU'RE WINNING ELECTIONS,
THEN YOU MUST BE DOING
SOMETHING RIGHT...AND IF
YOU'RE LOSING ELECTIONS,
THEN SOMETHING MUST BE
WRONG.**

***WELL, IN THE LAST YEAR
THERE HAVE BEEN SIX MAJOR
ELECTIONS--SENATE SEATS IN**

**GEORGIA AND TEXAS; MAYORAL
ELECTIONS IN NEW YORK AND
LOS ANGELES; AND
GUBERNATORIAL ELECTIONS IN
VIRGINIA AND NEW JERSEY.**

***ALL OF THOSE SEATS WERE
HELD BY DEMOCRATS. AND ALL
ARE NOW HELD BY
REPUBLICANS.**

***SO WE MUST BE DOING
SOMETHING RIGHT...AND WHAT**

WE'RE DOING RIGHT IS PUTTING
UP GOOD CANDIDATES LIKE
(INSERT NAME), WHO ARE
PUTTING TOGETHER GOOD
ORGANIZATIONS, AND WHO ARE
TALKING ABOUT THE ISSUES
THAT ARE IMPORTANT TO
AMERICANS.

*AND ALTHOUGH WE'RE
OUTNUMBERED, I THINK
REPUBLICANS CAN BE PROUD

**OF THE ROLE THAT WE PLAYED
AND THE DIFFERENCE WE MADE
IN THE HOUSE AND SENATE.**

***IT STARTED EARLY THIS
YEAR WHEN PRESIDENT
CLINTON PROPOSED A SO-
CALLED "EMERGENCY STIMULUS"
PLAN THAT WASN'T NEEDED,
AND THAT WAS JUST CHARGED
TO OUR CHILDREN AND
GRANDCHILDREN.**

***REPUBLICANS RESPONDED
BY OFFERING AN ALTERNATIVE
THAT WAS PAID FOR, AND THAT
ADDRESSED LEGITIMATE
FUNDING NEEDS.**

***AND WHEN THE PRESIDENT
AND THE DEMOCRATS REFUSED
THAT OFFER, WE STOOD FIRM
FOR AMERICA'S TAXPAYERS,
AND WE SAVED THEM ELEVEN
BILLION DOLLARS.**

***AND WE ALSO LISTENED TO
YOUR CALL TO "CUT SPENDING
FIRST," AND STOOD FIRM IN OUR
EFFORT TO STOP THE
PRESIDENT FROM TAKING
BILLIONS AND BILLIONS OF
DOLLARS AWAY FROM YOU AND
YOUR BUSINESS WITH THE
LARGEST TAX INCREASE IN
AMERICAN HISTORY.**

***WE MAY HAVE ENDED UP
ONE VOTE SHORT IN THE HOUSE
AND IN THE SENATE, BUT EVERY
SINGLE REPUBLICAN WENT ON
RECORD AS OPPOSING THE
PRESIDENT'S PHILOSOPHY OF
MORE TAXES, MORE SPENDING,
AND MORE GOVERNMENT.**

***I DON'T WANT TO BE
ACCUSED OF BEING A "GRINCH"
DURING THE HOLIDAY SEASON--**

**BUT LET ME REMIND YOU JUST
WHAT THE PRESIDENT'S BUDGET
CONTAINED:**

***NEARLY \$260 BILLION IN NEW
TAXES AND FEES.**

***MORE THAN \$300 BILLION IN
INCREASED SPENDING**

***A HUGE RETROACTIVE TAX
HIKE ON OVER 1 MILLION SMALL
BUSINESSES**

***YES, IT DID CONTAIN A FEW
SPENDING CUTS, BUT 80% OF
THEM WERE DELAYED TO AFTER
THE NEXT PRESIDENTIAL
ELECTION.**

***NO WONDER EVERY
REPUBLICAN IN THE HOUSE AND
SENATE OPPOSED THIS
BILL...AND NO WONDER BY THE
TIME THE FINAL VOTE WAS
CAST, PUBLIC SUPPORT FOR**

**THE PLAN HAD DROPPED TO
34%.**

***REPUBLICANS STOOD UP TO
THE PRESIDENT AND THE
DEMOCRAT MAJORITY WHEN
THEY WERE WRONG, BUT ON
MANY ISSUES, WE HELPED TO
MOVE THEM IN THE RIGHT
DIRECTION.**

***JUST BEFORE THE RECESS,
SENATE REPUBLICANS AND**

DEMOCRATS WERE ABLE TO PUT
THEIR PARTISAN DIFFERENCES
ASIDE AND PASS A TRULY
BIPARTISAN \$22 BILLION
ANTICRIME PACKAGE. AND
THAT'S THE WAY IT SHOULD BE,
FOR THERE'S NOTHING
PARTISAN OR POLITICAL ABOUT
CRIME: A MUGGER DOESN'T
ASK IF YOU'RE A DEMOCRAT OR

**A REPUBLICAN BEFORE HE
STICKS A GUN IN YOUR RIBS.**

***REPUBLICANS
SUCCESSFULLY PROPOSED TO
BUILD TEN NEW REGIONAL
PRISONS TO WHICH STATES CAN
SEND THEIR MOST VIOLENT
CRIMINALS. THE SIMPLE TRUTH
IS THAT INCARCERATION
WORKS--A CRIMINAL KEPT
BEHIND BARS WILL NOT**

**TERRORIZE A SINGLE LAW-
ABIDING CITIZEN.**

***A KEY ELEMENT OF THE
REPUBLICAN REGIONAL-PRISON
PLAN IS SOMETHING CALLED
"TRUTH-IN-SENTENCING" REFORM.
UNDER TRUTH-IN-SENTENCING,
A 15 YEAR-SENTENCE MEANS
JUST THAT--15 YEARS. NOT 5
YEARS...OR 10 YEARS. BUT 15**

**YEARS. NO EXCEPTIONS...NO
PAROLE...NO KIDDING.**

***AND IN ORDER TO BE ABLE
TO SEND PRISONERS TO THE
NEW REGIONAL PRISONS,
STATES WOULD HAVE TO HOLD
UP THEIR END OF THE BARGAIN
BY ADOPTING TRUTH-IN-
SENTENCING LAWS.**

***AND LET ME ADD THAT THIS
IS AN AREA OF OPPORTUNITY**

**FOR THE REPUBLICAN PARTY.
EVERY STATE REPUBLICAN
PARTY SHOULD BE OUT THERE
ADVOCATING TRUTH-IN-
SENTENCING...SPEARHEADING
LEGISLATIVE EFFORTS AND
GRASSROOTS INITIATIVES TO
MAKE TRUTH-IN-SENTENCING A
REALITY IN THEIR STATE.**

***DURING THE CRIME DEBATE,
OTHER REPUBLICAN**

**PROPOSALS WERE PASSED BY
THE SENATE**

***A "TROOPS-TO-COPS"**

**PROGRAM THAT WILL ENABLE
MEMBERS OF THE ARMED
FORCES TO CONTINUE THEIR
SERVICE TO AMERICA BY
SERVING ON STATE AND LOCAL
POLICE FORCES;**

***THE DEATH PENALTY FOR
DRUG KINGPINS;**

***THE FIRST EVER FEDERAL
ANTI-GANG STATUTE MAKING IT
A CRIME TO PARTICIPATE IN A
STREET GANG AND TO
ENCOURAGE OTHERS TO JOIN A
GANG;**

***A "THREE-TIME LOSER"
PROVISION IMPOSING LIFE
IMPRISONMENT WITHOUT
PAROLE FOR ANYONE**

**CONVICTED OF A THIRD VIOLENT
CRIME;**

***STIFFER PENALTIES FOR
SMUGGLING ILLEGAL ALIENS
ACROSS OUR BORDERS,**

***AND--OF SPECIAL INTEREST
TO CALIFORNIA--AN INCREASE
IN FEDERAL PENALTIES FOR
ARSON.**

***REPUBLICANS ALSO TOOK
THE INITIATIVE IN ADDRESSING**

**A PROBLEM THAT IS,
UNFORTUNATELY, ALL TOO
COMMON IN AMERICA--THE
PROBLEM OF VIOLENCE
AGAINST WOMEN.**

***WITH REPUBLICAN
PRODDING, THE SENATE PASSED
PROPOSALS THAT WILL HELP
ENSURE THAT SEX OFFENDERS
AND CHILD MOLESTERS ARE
PUNISHED FOR THEIR CRIMES,**

**AND NOT PUT BACK ON THE
STREETS BECAUSE OF LEGAL
TECHNICALITIES. THE SENATE
ALSO ADOPTED A REPUBLICAN
PROVISION AUTHORIZING THE
HIV-TESTING OF THOSE
ACCUSED OF SEXUAL ASSAULTS
AND DISCLOSING THE RESULTS
OF THOSE TESTS TO THE VICTIM.**

***NOW, THE NEXT STEP IS A
CONFERENCE TO SORT OUT THE**

**DIFFERENCES BETWEEN THE
SENATE BILL AND A SCALED-
DOWN VERSION OF THE BILL
RECENTLY PASSED BY THE
HOUSE.**

***AND REST ASSURED,
REPUBLICANS WILL BE
WATCHING AND
FIGHTING...FIGHTING TO ENSURE
THAT THE TOUGH ANTICRIME
PROVISIONS PASSED BY THE**

**SENATE ARE NOT THROWN OUT
BY THE DEMOCRAT-DOMINATED
CONFERENCE.**

***THE AMERICAN PEOPLE
DESERVE THE TOUGHEST CRIME
BILL POSSIBLE...NOT SOME
WATERED-DOWN VERSION...NOT
"CRIME BILL LITE"...BUT A BILL
THAT PUTS CRIMINALS EXACTLY
WHERE THEY BELONG--BEHIND
THE BARS OF A PRISON CELL.**

***AND, OF COURSE,
REPUBLICANS MADE A BIG, BIG,
DIFFERENCE ON THE NORTH
AMERICAN FREE TRADE
AGREEMENT. PLAIN AND
SIMPLE, NAFTA WOULDN'T HAVE
HAPPENED WITHOUT US.**

***MANY IN THE MEDIA SAID
THAT LOSING THE NAFTA VOTE
WOULD HAVE BEEN FATAL TO
PRESIDENT CLINTON'S**

**ADMINISTRATION...YET,
REPUBLICANS NEVER WAVERED
IN DOING WHAT WAS RIGHT FOR
AMERICA, AND IN SAVING THE
PRESIDENT FROM THE
GRIDLOCK WHICH WAS
CREATED BY HIS OWN PARTY.**

***REPUBLICANS ARE ALSO
MAKING A DIFFERENCE ON
HEALTH CARE REFORM. WE
HAVE BEEN RESPONSIBLE IN**

**SAYING THAT YES, THERE ARE
PARTS OF OUR SYSTEM THAT
NEED TO BE FIXED...BUT WE
HAVE ALSO INSISTED THAT OUR
SYSTEM IS THE BEST IN THE
WORLD, AND THAT WE MUST
NOT TAKE AWAY THE QUALITY
AND CHOICE AMERICANS HAVE
COME TO EXPECT...AND THAT
WE CAN NOT REFORM HEALTH
CARE BY TAXING AND**

**MANDATING SMALL
BUSINESSMEN AND WOMEN OUT
OF EXISTENCE.**

***REPUBLICANS MUST
CONTINUE TO MAKE A
DIFFERENCE ON HEALTH CARE
AND OTHER ISSUES IN THE
FUTURE.**

***AND THE BOTTOM LINE IS
THAT WE HAVE TO PUT THIS
YEAR'S VICTORIES BEHIND US**

**..AND WE HAVE TO LOOK TO THE
FUTURE.**

***BETWEEN NOW AND NEXT
NOVEMBER...IN THIS STATE AND
IN EVERY OTHER
STATE...REPUBLICANS HAVE TO
PROVE TO THE AMERICAN
PEOPLE THAT WE HAVE THE
RIGHT IDEAS ON ISSUES LIKE
HEALTH CARE, EDUCATION,
CRIMINAL JUSTICE REFORM,**

AND NATIONAL SECURITY.

***THERE ARE SOME IN
WASHINGTON WHO THINK WE
DON'T HAVE TO DO ALL
THAT...THERE ARE SOME WHO
THINK THAT IT'S GOOD ENOUGH
JUST TO BE AGAINST WHAT BILL
CLINTON IS FOR.**

***I DISAGREE. I DON'T THINK
THAT'S ENOUGH.**

***I WANT TO BE A MEMBER OF
THE MAJORITY PARTY...AND
WE'VE STILL GOT A LONG WAY
TO GO UNTIL THAT HAPPENS.**

***WE'RE NOT GOING TO
BECOME THE MAJORITY PARTY
BY JUST SITTING ON THE
SIDELINES.**

***WE HAVE TO LET THE
AMERICAN PEOPLE KNOW WHAT
WE STAND FOR...AND THE**

**FUNDAMENTAL DIFFERENCES IN
PHILOSOPHY WE HAVE WITH THE
DEMOCRAT PARTY.**

***I BELIEVE THAT PRESIDENT
CLINTON MAY HAVE TOUCHED
UPON A VERY IMPORTANT WHEN
HE SAID THAT THE GOAL OF HIS
ADMINISTRATION WAS TO
PROVIDE THE AMERICAN
PEOPLE WITH "SECURITY."**

***NOW, SECURITY IS A GOOD
WORD. AND SECURITY FROM
CRIMINALS IS A GOAL WE ALL
SUPPORT--BUT THE PRESIDENT
WAS TALKING ABOUT MUCH
MORE. HE THINKS AMERICANS
WILL BE SECURE IF
GOVERNMENT MAKES ALL THE
CHOICES FOR US AND TELLS US
WHAT TO DO.**

***IT SEEMS TO ME THAT OUR
FOREFATHERS DIDN'T START
OUR WAR FOR INDEPENDENCE
BECAUSE THEY WERE LOOKING
FOR SECURITY.**

***AND OUR PIONEERS DIDN'T
MOVE FROM THE EAST COAST
TO THE MIDWEST, TO THE
ROCKIES, AND THEN ON TO THE
PACIFIC, BECAUSE THEY WERE
LOOKING FOR SECURITY.**

***NO, THEY WERE LOOKING
FOR FREEDOM...FOR
OPPORTUNITY...FOR A CHANCE
TO MAKE DECISIONS FOR
THEMSELVES AND TO BUILD A
BETTER LIFE FOR THEIR FAMILY.**

***REMEMBER THAT IF THE
PEOPLE OF EASTERN EUROPE
HAD ANYTHING UNDER
COMMUNIST RULE, THEY HAD
SECURITY. NEARLY EVERY**

**ASPECT OF LIFE WAS TAKEN
CARE OF, AND NEARLY EVERY
DECISION WAS MADE FOR THEM.**

**BUT THEY WANTED MORE
THAN SECURITY. THEY WANTED
FREEDOM AND OPPORTUNITY.
THEY WANTED CONTROL OVER
THEIR OWN LIVES. THEY
WANTED THE CHANCE TO
SUCCEED OR FAIL ON THEIR
OWN. AND REPUBLICANS**

**BELIEVE THAT AMERICANS
WANT THE SAME THING.**

***INSTEAD OF PROVIDING
SECURITY TO
AMERICANS...INSTEAD OF
PROVIDING ONE SIZE FITS ALL
GOVERNMENT
PROGRAMS...REPUBLICANS
STAND FOR OPPORTUNITY...FOR
A GOVERNMENT THAT REWARDS
HARD WORK AND INDIVIDUAL**

**INITIATIVE...A GOVERNMENT
THAT LIVES WITHIN ITS
INCOME...AND WITHOUT YOURS.**

***I THANK YOU FOR ALL
YOU'VE DONE TO MAKE 1993 A
GREAT YEAR FOR THE
REPUBLICAN PARTY...AND I
LOOK FORWARD TO MAKING
1994 THE YEAR OF THE
REPUBLICAN MAJORITY."**

BOB DOLE

ID:202-408-5117

DEC 07'93

13:30 No.009 P.02

FINAL

12/7/93

SENATOR DOLE SCHEDULE -- WEDNESDAY, DECEMBER 8

8:20 AM Lv. Hilton Hotel

 DRIVE TIME: 10 minutes
 DRIVER: Diane Rath (van)

8:30 AM Ar. residence of Nancy and Herb Stumberg
 211 Country Lane
 210/826-0083

8:30 AM- ATTEND/SPEAK - FUNDRAISING BREAKFAST FOR
9:30 AM KAY BAILEY HUTCHISON

 CROWD SIZE: 50 @ \$250 or \$500 per person

 PRESS: OPEN

 PROGRAM: Remarks and Intro Senator Dole -
 Senator Hutchison
 REMARKS - SENATOR DOLE

 CONTACT: Sue Walden
 (Asst: Elise Abbott)
 713/968-6560 (O)
 713/270-1633 (H)

9:30 AM Lv. Stumberg residence

 DRIVE TIME: 5 mins

9:35 AM Ar. San Antonio Airport

9:35 AM- PRESS AVAILABILITY WITH KAY HUTCHISON
9:45 AM

9:50 AM Lv. San Antonio

 AIRCRAFT: UST Challenger
 TAIL NO.: N 25 SB
 SEATS: 10

 FLIGHT TIME: 50 mins

 MANIFEST: Senator Dole
 Senator Hutchison
 Ray Hutchison
 Mike Glassner
 Chris Swonger
 John Atwood
 Hutchison staff aide

PAGE TWOWednesday, December 8 (continued):

10:40 AM Ar. Dallas
Love Field
Citijet
214/956-1000 or 800/248-4538

MET BY: Dick Collins

NOTE: ALL BAGGAGE AND OTHER ITEMS WILL HAVE TO BE
REMOVED FROM UST AIRCRAFT AT THIS TIME, AS YOU ARE
ON A DIFFERENT PLANE COMING HOME.

10:45 AM- PRESS AVAILABILITY WITH KAY HUTCHISON
10:55 AM

11:00 AM Lv. Love Field

DRIVE TIME: 10 mins

11:10 AM Ar. The Mansion on Turtle Creek
2821 Turtle Creek Blvd.
214/559-2100

CONTACT: Jeff Trigger, Manager
Steve Sands, Owner
(son of Ray Hunt's half-sister,
Caroline Hunt)

11:15 AM- INTERVIEW WITH DALLAS MORNING NEWS
11:45 AM

CONTACT: Dick Collins
214/298-4211

11:50 AM PROCEED TO SHEPHERD KING ROOM

12:00 PM- CAMPAIGN AMERICA FUNDRAISING LUNCHEON
1:30 PM

CROWD SIZE: 16 @ \$5,000 per person

ATTENDEES:

Richard Collins
Dick Bartlett - Mary Kay Cosmetics
Louis Beecherl, Jr. - Oil/Gas Investor
Trammell Crow - Trammell Crow Real Estate
David Glickman - Johnson & Gibbs
Ward Lay - Pepsico/Frito-Lay
NationsBank Executive
Dean Oswald - Standard Manufacturing
T. Boone Pickens - Mesa Petroleum

PAGE THREEWednesday, December 8 (continued):

ATTENDEES (CONTINUED):

Lonnie "Bo" Pilgrim - Pilgrim Pride
Harold Simmons - Valhi, Inc.
Henry "Bud" Smith - Clark/Bardes - GRAMM SUPPORTER
R. J. Smith - Evlin Corp (petroleum co.) -- owner
of plane flying you to Washington
Jim Sowell - guest of Harold Simmons
Raymond Willie - N. Texas Coors Distributor

NOT ATTENDING, BUT CONTRIBUTING:

Don Forman - Retired attorney
Larry Lacerte - Lacerts Software
Jim Leininger - Kinetic Concepts, San Antonio
David Duhurst - Falcon/Seaboard, Houston

CONTACT: Dick Collins
214/298-4211

1:35 PM Lv. Mansion on Turtle Creek

DRIVE TIME: 10 mins

1:45 PM Ar. Love Field
Citijet
214/956-1000 or 800/248-4538

1:50 PM Lv. Dallas

AIRCRAFT: Falcon 20
OWNER: Evlin Corp. (R.J. Smith)
TAIL NO.: N 84 V

PILOT: Capt. Roger Randals
CO-PILOT: Milton McNeeley

MANIFEST: Senator Dole
Mike Glassner

FLIGHT TIME: 2 hrs 30 mins
TIME CHANGE: +1 hour

CONTACT: Sara Taylor
214/526-0511

5:20 PM Ar. Washington National Airport
Signature Flight Support
703/419-8440

MET BY: Wilbert

SEMI-FINAL

12/2/93

SENATOR DOLE SCHEDULE -- DECEMBER 3-8, 1993Friday, December 3


10:05 AM Lv. residence

10:25 AM Ar. Washington National Airport
Signature Flight Support
703/419-8440

10:30 AM Lv. Washington

AIRCRAFT: Challenger
OWNER: US Tobacco
TAIL NO.: N 25 SB
SEATS: 10PILOT: Lee Kraus
CO-PILOT: Wayne Firmender
ATTENDANT: Bonnie HarringtonMANIFEST: Senator Dole
Mike Glassner
Chris Swonger, UST
John Atwood, Mgr., UST Wine Div.

FLIGHT TIME: 1 hr 35 mins

CONTACT: Diane Nickerson 
203/622-3260 (O)
203/863-7228 (FAX)
Blanche Durney (Aviation Dept.)
203/622-3345 (O)
914/997-2145 (FAX)12:05 PM Ar. Grand Rapids, Michigan
Kent County International Airport
AMR Combs
616/949-5000 - FAX _____

MET BY: Debbie Marshall, Ehlers campaign mgr.

12:10 PM Lv. Kent County Airport

DRIVER: Dan Vink, Ehlers campaign

DRIVE TIME: 15 minutes

PAGE TWOFriday, December 3 (continued):

12:25 PM

Ar. Harley Hotel
616/949-8800

MET BY: Vern Ehlers, House candidate
David Doyle, State GOP Chair
Tom Shearer, 3rd District GOP Chair
Bill Swets, Kent Co. Chair
Chuck Yob, RNC Committeeman
Betsy DeVos, RNC Committeewoman

12:30 PM-
1:30 PM

ATTEND/SPEAK - LUNCHEON FUNDRAISER FOR
STATE SENATOR VERN EHLERS (candidate for
Cong. Paul Henry's seat - Special Election Dec. 7)

CROWD SIZE: 200 @ \$100 per person

HEAD TABLE:

Senator Dole
State Senator Vern Ehlers, candidate
David Doyle, GOP Chairman
Tom Shearer, 3rd District Chairman
Bill Swets, Kent Co. Chairman
Chuck Yob, RNC Committeeman
Betsy DeVos, RNC Committeewoman
Jerry Vanderwall, Ehlers Finance Chairman

PROGRAM:

Call to Order
Introduction of Head Table and Senator Dole
Invocation
Luncheon meal
Tribute Presentation to Mrs. Cornelia Cook Ooms -
Representative Rick Bandstra
Special plaque presentation to Senator Dole by
Board of Managers, Veterans Homes --
Bill Coffey
Introduction of Vern Ehlers - Jerry Vanderwall
Brief Remarks - Vern Ehlers
Introduction of Senator Dole - Vern Ehlers
REMARKS - SENATOR DOLE

CONTACT: Debbie Marshall, campaign manager
616/285-8078 (campaign ofc.)
616/285-9321 (FAX)
517/373-1801 (Senate ofc.)

FBO -

PAGE THREEFriday, December 3 (continued):

1:30 PM- PRESS AVAILABILITY
2:00 PM

2:00 PM- PRIVATE MEETING WITH CORNELIA COOK OOMS ("COOKIE")
2:20 PM (SEE ATTACHED LETTER)

2:20 PM- PRIVATE MEETING WITH VERN EHLERS
2:40 PM

2:45 PM Lv. Harley Hotel
DRIVE TIME: 15 minutes

3:00 PM Ar. Kent County International Airport
AMR Combs
616/949-5000

3:05 PM Lv. Grand Rapids
FLIGHT TIME: 1 hr 10 mins
TIME CHANGE: -1 hour

3:15 PM Ar. St. Louis, Missouri
Lambert Field
Midcoast Aviation
314/731-7111
MET BY: Congressman Jim Talent

3:20 PM Lv. Midcoast Aviation
DRIVER: Jim Cunnane
DRIVE TIME: 10 minutes

3:30 PM Ar. Airport Radisson Hotel
314/291-6700
PROCEED TO LACLEDE BOARDROOM

3:30 PM- ONE-ON-ONE PRESS INTERVIEWS:
4:00 PM

| | |
|-----------|---|
| 3:30-3:35 | KSDK-TV (NBC) |
| 3:35-3:40 | St. Louis Post-Dispatch (Jo Mannies) |
| 3:42-3:52 | KMOX-AM (CBS Radio) (Barbara Whitesides, Doug McElvein) |
| 3:55-4:00 | KTVI-TV (ABC) (Roche Madden) |

CONTACT: Steve Boriss, Talent's Press Secretary
314/872-9561 or 878-7887

PAGE FOURFriday, December 3 (continued):

4:00 PM PROCEED TO CLAYTON ROOM

4:05 PM- MEETING WITH AGRICULTURE/AGRIBUSINESS TYPES
5:00 PM

FORMAT: Roundtable discussion

TOPICS OF DISCUSSION:

Health care, ethanol, Fish and Wildlife
Service constraints on levee rebuilding

ATTENDEES:

Paul H. Hatfield -- Moderator and Chairman
President & CEO, Protein Technologies Int'l

Larry Dietrich, South Dakota farmer and
President, American Soybean Assoc.

Dale Roberds, Pittsburg, KS, farmer and
Board of Directors, Am. Soybean Assoc.

Walter Hobgood, V.P., Animal Science Div.,
Monsanto Agriculture Group

Paul Justis, Dept. Manager,
Doane Agricultural Services Co.

Morris Larson, Exec. VP and CEO,
Merchant Exchange of St. Louis

Ed McMillan, Chairman, Purina Mills

Dick McWard, VP, Industry & Corp. Affairs, Bunge

David Ottaway, Exec. VP & CEO,
N. American Equipment Dealer Assoc.

John Pellet, Missouri grain farmer

Larry Rus, Exec. Dir., Nat'l Corn Growers

John Campden, Dir., Market Developmt., Corn Growers

John Russell, President, Missouri Agriculture Indust.

Earl Stolte, Missouri grain farmer

CONTACT: Claude Alexander
202/289-2011

PAGE FIVEFriday, December 3 (continued):

5:10 PM PROCEED TO LACLEDE BOARDROOM

5:15 PM- MEET WITH CEO'S OF MAJOR ST. LOUIS FIRMS
5:45 PM AND CONGRESSMAN TALENT

ATTENDEES:

John McDonnell, McDonnell Douglas
Dick Mahoney, Monsanto
Bob Baer, United Van Lines
Steve Brauer, Hunter Engineering
Richard Liddy, General American Insurance

Tentative attendees:
B.A. Bridgewater, Brown Shoe
Cliff Eason, Southwestern Bell
Tom Jacobsen, Mercantile Bank
Chuck Knight, Emerson Electric
Craig Schnuck, Schnuck Supermarkets

TOPICS OF DISCUSSION:
NAFTA, Budget Deficit, Health Care, Defense

CONTACT: Steve Boriss

5:45 PM- ATTEND FUNDRAISER FOR CONGRESSMAN JIM TALENT
7:30 PM

CONTACT: Edith Cunnane
(Asst: Karen Mohan)
314/453-0344 (O)
314/453-0805 (FAX)
314/432-4208 (H)
703/548-1848 or 202/479-7093

5:45 PM PROCEED TO MISSOURI ROOM

5:45 PM- PRIVATE RECEPTION FOR MAJOR DONORS
6:30 PM (In progress from 5:30)

CROWD SIZE: 50 @ \$1,000 per person

FORMAT: Receiving line with photos
(Senator Dole and Cong. Talent)

Mix and Mingle

6:30 PM- TAPED INTERVIEW WITH KMOV-TV (CBS)
6:35 PM (Interviewer: Mary Phelan)

6:35 PM PROCEED TO MAIN BALLROOM

PAGE SIXFriday, December 3 (continued):

6:35 PM-
7:15 PM

ATTEND/SPEAK - FUNDRAISING DINNER

CROWD SIZE: 400 @ \$250 per person

FORMAT: No head table
Free-standing podium with mic

PRESS: OPEN (during Remarks portion of dinner)

DINNER CO-SPONSORS:

August Busch (will be out of town)
Andrew Craig, Boatman's Bank
Charles Knight, Emerson Electronics
John McDonnell, McDonnell-Douglas
Richard Mahoney, Monsanto
Steven Brauer, Hunter Engineering

PROGRAM:

Welcome - Emcee Michael Roarty,
Exec. VP for Marketing,
Anheuser-Busch
Remarks and Intro Senator Dole -
Senator Kit Bond

REMARKS - SENATOR DOLE

Q&A - Time permitting

NOTE: Attending will be Ned and Dollie Fryer,
he is Board Member, Amer. Red Cross

7:15 PM

Lv. Radisson Hotel

7:25 PM

Ar. Lambert Field
Lambert Field
Midcoast Aviation
314/731-7111

7:30 PM

Lv. St. Louis

FLIGHT TIME: 1 hr 30 mins
TIME CHANGE: None

9:00 PM

Ar. Sioux Falls, South Dakota
Joe Foss Field
Business Aviation
605/336-7791

MET BY: Senator Pressler (3 cars) and
Jack Rentschler & Don Boen

PAGE SEVENFriday, December 3 (continued):

DRIVE TIME: 10 mins

DRIVER: Jack Renschler

PASSENGERS: Senator Dole
Senator Pressler
Don Boen

9:15 PM Ar. Downtown Holiday Inn

9:30 PM PROCEED TO BURGUNDY ROOM (10th Floor)

9:30 PM- MEETING WITH MAJOR DONORS TO FRIENDS OF
10:00 PM LARRY PRESSLER
(In progress from 8:45)

ATTENDEES:

Jack Renschler - Event Chairman
(Renschler's Truck Stop, 88 Dole Delegate)

Don Boen & guests - Boen & Associates insurance
Gary Olson - President, Norwest Bank
Mike Nichols - Nichols Media printers
Kevin Schieffer - Attorney, DM&E Railroad
Steve Neff - CPA - Eide, Helmecke Accountants
Dan Nelson - Tour Chairman - J.D. Eyrider Car Sales
State Rep. Dave Munson - Govt Affairs VP, Citibank
Ron Williamson - President, Citibank (SD)
Linda Laskowski - VP, US West
Dr. Gon Sanchez - Neurosurgeon
Art Nordstrom + wife, son - Nordstrom Auto Salvage
Brian Haberman - supporter
Bill Baker - Pres., First Nat'l Bak
Roger Haugo - Pres., Valley Exchange Bank
Roger Larsen - Williams Insurance
Vance Goldhammer+ 1 - attorney, 88 Dole delegate

RON: Holiday Inn
605/339-2000

Crew RON: Fairfield - 605/361-2211

PAGE EIGHTSaturday, December 4

NOTE: CONTACT FOR ALL SOUTH DAKOTA EVENTS:
Jan Benson or Brad Beckstrom
202/224-5842

NOTE: SAME PRICE, CONCEPT AND FORMAT FOR ALL SOUTH
DAKOTA EVENTS:

Mid-term Salute to Larry Pressler.
\$25 per person.
Proceeds to be split between County
GOP and Friends of Larry Pressler.

FORMAT:

Intro Senator Dole - Senator Pressler

REMARKS - SENATOR DOLE

Q&A

PRESS: OPEN

EVENT CHAIR: Dan Nelson, Sioux Falls businessman

8:00 AM-

9:00 AM

ATTEND/SPEAK - FUNDRAISING BREAKFAST
Holiday Inn
(Event runs 7:45-9:00 AM)

NOTE: Mary Wiese, who worked for DFP in 1988, is a
hostess at the event and will be looking for
Senator Dole to say hello.

9:05 AM

Lv. Holiday Inn

DRIVER: Bob Elmen

PASSENGERS: Senator Dole
Senator Pressler

9:15 AM

Ar. Business Aviation
605/336-7791

9:20 AM

Lv. Sioux Falls

FLIGHT TIME: 25 mins

MANIFEST: Senator Dole
Senator Pressler
Mike Glassner
Don Petersen, SD GOP Chair
Dan Nelson, Event chairman
Jack Rentschler
Steele Gudal
Chris Swonger, UST
John Atwood, UST

PAGE NINESaturday, December 4 (continued):

9:45 AM Ar. Yankton, S.D.
Chan Gurney Municipal Airport
Falcon Aviation
605/665-3473

9:50 AM Lv. Yankton Airport

DRIVE TIME: 15 mins

DRIVER: Louis Wudel

PASSENGERS: Senator Dole
Senator Pressler
Milo Daily, publisher of Yankton Press
and Dakotan

10:05 AM Ar. Yankton Inn
1607 East Highway 50
605/665-2906

10:05 AM- ATTEND/SPEAK - FUNDRAISING COFFEE
11:10 AM (Event in progress from 10:00)

11:15 AM Lv. Yankton Inn

DRIVE TIME: 15 mins

DRIVER: Louis Wudel

PASSENGERS: Senator Dole
Senator Pressler
Jim Cope

11:30 AM Ar. Chan Gurney Municipal Airport
Falcon Aviation
605/665-3473

11:35 AM Lv. Yankton

FLIGHT TIME: 45 mins

MANIFEST: Senator Dole
Senator Pressler
Mike Glassner
Don Petersen, SD GOP Chair
Dan Nelson, Event chairman
Brad Beckstrom, Pressler staff
Chris Swonger, UST
John Atwood, UST

PAGE TENSaturday, December 4 (continued):

12:20 PM Ar. Aberdeen, S.Dak.
Aberdeen Regional Airport
Quest Aviation
605/225-8008

12:25 PM Lv. Aberdeen Airport

DRIVE TIME: 5 mins

DRIVER: Rep. Steve Cutler

PASSENGERS: Senator Dole
Senator Pressler
Vi Stoia

12:30 PM Ar. Holiday Inn
2727 6th Avenue, S.E.
605/225-3600

12:30 PM- ATTEND/SPEAK - FUNDRAISING LUNCHEON
1:35 PM (Event in progress from 12:00)

1:40 PM Lv. Holiday Inn

DRIVE TIME: 10 mins

1:50 PM Ar. Aberdeen Regional Airport
Quest Aviation
605/225-8008

1:55 PM Lv. Aberdeen

FLIGHT TIME: 25 mins

MANIFEST: Senator Dole
Senator Pressler
Mike Glassner
Don Petersen, SD GOP Chair
Dan Nelson, Event chairman
Brad Beckstrom, Pressler staff
Chris Swonger, UST
John Atwood, UST

2:20 PM Ar. Watertown, S.Dak.
Municipal Airport
Arrow Aviation
605/882-3488

PAGE ELEVENSaturday, December 4 (continued):

2:25 PM Lv. Watertown Airport
DRIVE TIME: 10 mins
DRIVER: Dennis Holein
PASSENGERS: Senator Dole
 Senator Pressler
 Dr. Bob Batron
 Gordon Garnos, Publisher,
 Watertown Public Opinion

2:35 PM Ar. American Legion
 1412 9th Avenue, S.W.
 605/886-6243

2:35 PM- ATTEND/SPEAK - FUNDRAISING COFFEE
3:40 PM (In progress from 2:30)

3:45 PM Lv. Ramkota Inn
DRIVE TIME: 10 mins

3:55 PM Ar. Arrow Aviation
 605/882-3488

4:00 PM Lv. Watertown
FLIGHT TIME: 25 minutes
MANIFEST: Senator Dole
 Senator Pressler
 Mike Glassner
 Don Petersen, SD GOP Chair
 Dan Nelson, Event chairman
 Brad Beckstrom, Pressler staff
 Chris Swonger, UST
 John Atwood, UST

4:25 PM Ar. Huron, S.Dak.
 Regional Airport
 Sioux Air Service
 605/352-4609 or 800/456-3312

PAGE TWELVESaturday, December 4 (continued):

4:30 PM Lv. Huron Airport

 DRIVE TIME: 10 mins
 DRIVER: Paul Christen

 PASSENGERS: Senator Dole
 Senator Pressler
 Mayor Merle Lewis

4:40 PM Ar. Huron University
 Campus Center, Wig-Wam Room
 605/352-8721, Ext. 71

4:40 PM- ATTEND/SPEAK - FUNDRAISING COFFEE
5:45 PM (Event in progress from 4:30)

5:50 PM Lv. Huron University

 DRIVE TIME: 10 mins

 DRIVER: Paul Christen

 PASSENGERS: Senator Dole
 Senator Pressler
 Warren Lotsberg

6:00 PM Ar. Huron Regional Airport
 Sioux Air Service
 605/352-4609 or 800/456-3312

6:05 PM Lv. Huron

 FLIGHT TIME: 30 mins

 MANIFEST: Senator Dole
 Senator Pressler
 Mike Glassner
 Don Petersen, SD GOP Chair
 Dan Nelson, Event chairman
 Brad Beckstrom, Pressler staff
 Chris Swonger, UST
 John Atwood, UST

6:35 PM Ar. Pierre, S.Dak.
 Municipal Airport
 Capital City Air
 605/224-9000

PAGE THIRTEENSaturday, December 4 (continued):

6:40 PM Lv. Pierre Airport
DRIVE TIME: 20 mins
DRIVER: Ron Holstein
PASSENGERS: Senator Dole
 Senator Pressler
 Governor Walter Dale Miller
 Mrs. Pat Miller

7:00 PM Ar. Governor's Mansion
605/773-3212 (Governor's Office)
605/224-8055 (Mansion)

7:00 PM- ATTEND/SPEAK - FUNDRAISING RECEPTION
8:00 PM (Event in progress from 6:30)

8:05 PM Lv. Governor's Mansion

8:25 PM Ar. Pierre Municipal Airport
Capital City Air
605/224-9000

8:30 PM Lv. Pierre
FLIGHT TIME: 1 hr 20 mins
TIME CHANGE: -1 hour

8:50 PM Ar. Billings, Montana
Logan International Airport
Lynch Flying Service
406/252-0508
MET BY: Senator Conrad Burns and
 State Director Dwight MacKay
 Senator Mitch McConnell (TENTATIVE)

9:10 PM Ar. Billings Sheraton Hotel
406/252-7400
406/252-2401 (FAX)
NOTE: Montana Woolgrowers Convention in progress
 at this hotel
RON: Billings Sheraton Hotel
Crew RON: Sheraton

PAGE FOURTEENSunday, December 5

CONTACT FOR ALL BURNS EVENTS:

Robert Arensberg, A.A.

202/224-2644

202/224-8594 (FAX)

9:50 AM

Lv. Sheraton Hotel

Accompanied by: Senator Burns
Dwight MacKay

10:00 AM

Ar. residence of Chuck and Marynell Heringer
2524 Emerson Place
406/252-8658

10:00 AM-

ATTEND FOUNDERS CLUB BRIEFING

10:50 AM

CROWD SIZE: 12 donors of \$1,000 annually,
(including the following):Tim Babcock, RNC Committeeman, former Governor
Ione Brownson, Committeewoman
Dennis Rehberg - Lt. Governor

FORMAT: Informal meet and greet

PROGRAM:

10:10 Intro Mark Fisher, Founders Club Chairman,
by Chuck Heringer, Inner Circle Chairman
Brief Remarks - Mark Fisher

10:15 Intro Senator Burns - Chuck Heringer

10:20 REMARKS - SENATOR DOLE

10:50 AM

Lv. Heringer residence

11:00 AM

Ar. Sheraton Hotel

PROCEED TO (xxx) ROOM

11:00 AM-

ATTEND INNER CIRCLE BRIEFING

11:45 AM

CROWD SIZE: 100 donors of \$400 annually

PROGRAM:

11:15 Intro Senator Burns - Chuck Heringer

11:20 Intro Senator Dole - Conrad Burns

11:22 REMARKS - SENATOR DOLE

11:30 Q&A

PAGE FIFTEENSunday, December 5 (continued):

11:45 AM PROCEED TO (xxx) ROOM

11:45 AM- ATTEND INNER CIRCLE/FOUNDERS CLUB/
12:55 PM FUNDRAISING LUNCHEON FOR CONRAD BURNS
(In progress from 11:30)

CROWD SIZE: 200

(Including Inner Circle and
Founders Club; others paying
\$50 per person or \$75 per couple)

HEAD TABLE: NO

FORMAT: Buffet line

PROGRAM:

12:20 Intro special guests -- Lt. Governor
Dennis Rehberg
12:30 Intro Senator Burns - Lt. Gov. Rehberg
12:40 Intro Senator Dole - Senator Burns
12:45 REMARKS - SENATOR DOLE
12:55 Closing remarks - Lt. Gov. Rehberg

12:55 PM PROCEED TO (xxx) ROOM

1:00 PM- PRESS AVAILABILITY
1:15 PM

1:15 PM Lv. Sheraton Hotel

DRIVE TIME: 20 minutes

1:35 PM Ar. Logan International Airport
Lynch Flying Service
406/252-0508

1:40 PM Lv. Billings

FLIGHT TIME: 2 hrs 10 mins
TIME CHANGE: -1 hour

2:50 PM Ar. Marysville, California
Yuba County Airport
Pacific Flight Services
916/743-6571

MET BY: Congressman Wally Herger
Chief of Staff, John Magill
(Wife: Susan Magill, AA to John Warner)
District Director Fran Peace
916/893-8363

PAGE SIXTEENSunday, December 5 (continued):

3:00 PM Lv. Yuba County Airport
DRIVE TIME: 5 minutes

3:05 PM Ar. The Bonanza Inn
Yuba City
916/674-8824
916/674-0563 (FAX)
PROCEED TO CONVENTION CENTER ON GROUNDS

3:15 PM- PRESS AVAILABILITY
3:45 PM

4:00 PM- ATTEND/SPEAK - FUNDRAISING RECEPTION FOR
5:30 PM CONGRESSMAN WALLY HERGER
(Event runs 4:00-6:00 PM)
CROWD SIZE: 100+ @ \$250 per person
CONTACT: Brad Zerbe
916/354-2500
916/354-2567 (FAX)

5:35 PM Lv. Bonanza Inn

5:40 PM Ar. Pacific Flight Services

5:45 PM Lv. Marysville
FLIGHT TIME: 25 mins
MANIFEST: Senator Dole
Mike Glassner
Chris Swonger
John Atwood
Janet Zerbe

6:10 PM Ar. Stockton, California
Metropolitan Airport
AG Spanos Jet Center
209/982-1550
MET BY: Steve Ding
District Director for Congressman Pombo
209/951-3091

6:15 PM Lv. Spanos Jet Center
DRIVE TIME: 10 minutes

PAGE SEVENTEENSunday, December 5 (continued):

6:25 PM Ar. Stockton Hilton Inn
209/957-9090
209/473-8908 (FAX)

(FRESHEN UP)

6:50 PM Lv. Hilton Inn

7:00 PM Ar. Le Bistro Restaurant
209/951-0885

7:00 PM- INFORMAL PRIVATE DINNER WITH:
8:30 PM

Lou Souza, Owner, Vaquero Farms. Largest tomato grower in US. Close friend of Alex Spanos.

John and Carol Harris, Owners, Harris Ranch. 100,000 acre ranch, largest in Central Valley. Grows 30 crops, including cotton. Also own a very large feedlot and have their own label beef.

Fred Lowell, Partner in Pillsbury, Madison & Sutro law firm, and Chevron's lawyer. Big Dole supporter.

Few others: names to be provided

CONTACT: Brad Zerbe
916/354-2500
916/354-2567 (FAX)

8:30 PM Lv. Le Bistro

8:45 PM Ar. Stockton Hilton Inn

RON (Crew also): Stockton Hilton Inn
209/957-9090

PAGE EIGHTEENMonday, December 6

8:00 AM PROCEED TO ROOMS 1 & 2 (2ND FLOOR) - HILTON INN

8:00 AM ATTEND/SPEAK - FUNDRAISING BREAKFAST FOR
9:00 AM CONGRESSMAN RICHARD POMBO
(Event runs 7:30-9:00 AM)

CROWD SIZE: 100+ @ \$250 per person

FORMAT: Photo op

9:00 AM- PRESS AVAILABILITY
9:30 AM

CONTACT: Brad Zerbe
916/354-2500
916/354-2567 (FAX)

9:35 AM Lv. Hilton Hotel

DRIVE TIME: 10 minutes

DRIVERS: Steve Ding, accompanied by Cong. Pombo

9:45 AM Ar. Metropolitan Airport
AG Spanos Jet Center
209/982-1550

9:50 AM Lv. Stockton

FLIGHT TIME: 25 mins

10:15 AM Ar. Sacramento
Executive Airport
Altair Aviation
916/428-7336

MET BY: Toby Ginsintanner
Wilson Advance staff
916/445-6400

10:20 AM Lv. Executive Airport

DRIVE TIME: 10 minutes

10:30 AM Ar. State Capitol Building
Governor Wilson's Office
916/445-2843

10:30 AM- PRIVATE MEETING WITH GOVERNOR WILSON
11:15 AM

PAGE NINETEENMonday, December 6 (continued)

11:20 AM PROCEED TO PRESS ROOM

11:30 AM TENTATIVE - PRESS AVAILABILITY WITH GOVERNOR WILSON

12:00 PM WALK ACROSS STREET TO:

The Sutter Club
1220 - 9th Street
916/442-0456
916/442-0580 (FAX)

PROCEED TO LIBRARY ROOM

12:00 PM- ATTEND/SPEAK - FUNDRAISING LUNCHEON FOR
1:30 PM GOVERNOR PETE WILSON

12:00-12:30 Reception
12:30-1:30 Luncheon

PRESS: CLOSED

FORMAT: Photographer at reception only

NO PODIUM, NO MIC
4-course meal (Senator Dole, Governor and
Mrs. Wilson will rotate tables after each
course)

CROWD SIZE: 20-40 @ \$5,000 per couple
(4 rounds of 10)

CONTACT: Sally Crocker
916/565-1994
916/929-8143 (H)
Brad Zerbe
916/354-2500
916/354-2567 (FAX)

1:45 PM Lv. The Sutter Club

DRIVE TIME: 10 minutes

1:55 PM Ar. Executive Airport
Altair Aviation
916/428-7336

2:00 PM Lv. Sacramento

FLIGHT TIME: 25 minutes

PAGE TWENTYMonday, December 6 (continued):

2:25 PM Ar. Modesto, California
Sky Trek Aviation
209/526-1320

MET BY: Ernest Gallo

2:30 PM Lv. Sky Trek Aviation

DRIVE TIME: 10 MINS

2:40 PM Ar. Gallo Winery
209/579-3201
209/579-3324 (FAX)

2:45 PM- PRIVATE MEETING/COFFEE WITH ERNEST GALLO
4:00 PM AND MEMBERS OF HIS FAMILY

CONTACT: Ouida McCullough
209/579-3201
209/579-3324 (FAX)

4:00 PM Lv. Gallo Winery

4:10 PM Ar. Sky Trek Aviation
209/526-1320

4:15 PM Lv. Modesto

FLIGHT TIME: 25 mins

4:40 PM Ar. San Francisco
International Airport
Signature Flight Support
415/877-6800

MET BY: Sam Bamieh and Storm Jenkins

4:45 PM Lv. Signature Flight Support

DRIVE TIME: 20 mins

5:00 PM Ar. residence of Sam Bamieh
40 Verbalee Lane
Hillsborough, California
415/573-1894

PROCEED TO GUEST ROOM

5:00 PM- PRIVATE/STAFF TIME
6:00 PM

PAGE TWENTY-ONEMonday, December 6 (continued):

6:00 PM PROCEED TO MUSIC ROOM

6:00 PM- ATTEND CAMPAIGN AMERICA FUNDRAISING DINNER
8:30 PM (Event runs 6:00-9:00)

CROWD SIZE: 40-60 at \$5,000/person or couple

HEAD TABLE: (List to be determined)

PODIUM: NO (Lapel mic)

PROGRAM:

6:00 PM- Cocktails/Mix-n-Mingle - Music Room
6:40 PM

6:40 PM PROCEED TO LIBRARY

6:40 PM- Photos with guests
6:55 PM

6:55 PM PROCEED TO DINING ROOM

7:00 PM Dinner is served

PROGRAM (CONTINUED):

After salad course:
Remarks and Intro of Senator Dole -
Sam Bamieh
REMARKS - SENATOR DOLE
Q&A

Dinner service continues

CONTACT: Storm Jenkins
415/349-7837 (O)
415/681-3920 (H)
415/349-0759 (FAX)
415/719-8400 (Pager)

Sam Bamieh
415/349-7837

8:30 PM Lv. Bamieh residence

DRIVE TIME: 20 minutes

8:50 PM Ar. Signature Flight Support
415/877-6800

PAGE TWENTY-TWOMonday, December 6 (continued):

8:55 PM Lv. San Francisco
 FLIGHT TIME: 1 hour

9:55 PM Ar. Santa Ana, California
 John Wayne Airport
 Martin Aviation
 714/263-5800

 MET BY: Mrs. Joe (Colleen) Reppert
 ('94 Blue Chevy Suburban)

10:00 PM Lv. Martin Aviation
 DRIVE TIME: 10 mins

10:10 PM Ar. Meridian Hotel
 714/476-2001

 RON: Meridian Hotel
 Senator Dole: Rooms 938-942
 Mike Glassner: Room 933

 Crew RON: Marriott, Irvine -- 714/553-0100

Tuesday, December 7

8:25 AM PROCEED TO BISTRO TERRACE ROOM (Main Floor)
 Meridien Hotel

8:30 AM-
10:00 AM ATTEND CAMPAIGN AMERICA FUNDRAISING BREAKFAST
 (Mortgage Bankers, Builders, etc.)
 Meridian Hotel

 CROWD SIZE: 60-70

 GATE: \$50,000

 FORMAT: Informal Buffet Breakfast
 HEAD TABLE: NO
 STANDING PODIUM AND MIC

 PROGRAM:
 Intro Senator Dole - Joe Reppert
 REMARKS - SENATOR DOLE
 Q&A

 CONTACT: Joe Reppert
 714/549-5700 (O)
 714/549-0684 (FAX)

PAGE TWENTY-THREETuesday, December 7 (continued):

10:00 AM RETURN TO SENATOR DOLE'S SUITE IN MERIDIAN HOTEL

10:00 AM- PRIVATE MEETING WITH BILL KECK regarding
10:30 AM Hal Furman Senate campaign (Nevada)

CONTACT: Pat Templeton
703/525-3888

10:30 AM Lv. Meridian Hotel

DRIVE TIME: 45 mins

DRIVER: Colleen Reppert

11:15 AM Ar. Doubletree Hotel
100 The City Drive
Orange, California
714/634-4500

ARRANGEMENTS HAVE BEEN MADE FOR CAR TO BE PARKED
IN BUS AND TAXI LANES AT ENTRANCE TO HOTEL

MET ON ARRIVAL BY: Congressman Royce

11:10 PM PROCEED TO (Room to be determined)

11:15 AM- PRESS AVAILABILITY WITH CONGRESSMAN ED ROYCE
11:30 AM

11:30 AM- PRIVATE MEETING WITH LARRY FEEMSTER OF
11:35 AM "IN AND OUT BURGER"
(Fastfood franchise with temporary employees
concerned about health care plan)

11:35 AM- PRIVATE MEETING WITH DR. ART ASTORINO
11:40 AM (Officer, Orange County Medical Assoc. --
will be conducting health care forum in
Newport Beach -- wishes to discuss health care)

11:40 AM- PRIVATE MEETING WITH REPRESENTATIVES FROM
11:45 AM NATIONAL ASSOC. OF CONVENIENCE STORES
(Also health care concerns)

11:45 AM PROCEED TO MAIN BALLROOM

PAGE TWENTY-FOURTuesday, December 7 (continued):

11:45 AM-

1:00 PM

ATTEND/SPEAK - FUNDRAISING LUNCH FOR

CONGRESSMAN ED ROYCE

(Event in progress from 11:30)

CROWD SIZE: 200 @ \$150 per person

PRESS: CLOSED

HEAD TABLE: Senator Dole
Congressman Ed Royce
Mrs. Ed (Marie) Royce
Tom Fuentes, Orange Co. GOP Chairman
Cong. Dana Rohrabacher (TENTATIVE)
Cong. Chris Cox (TENTATIVE)
Cong. Bob Dornan (TENTATIVE)

NOTE: Colleen Reppert will be seated at table
with Buck Johns, Lincoln Club Chairman

PROGRAM:

Invocation - Tom Fuentes

Pledge - TBD (guest Congressman)

Lunch is served

Remarks and Intro Senator Dole - Congressman Royce

REMARKS - SENATOR DOLE

Q&A

CONTACT: Marsha Gilchrist
714/992-8081 (Cong'l Ofc.)
714/992-1143 (Campaign)
Joan Bates Korich, A.A.
202/225-4111

1:00 PM

Lv. Doubletree Hotel

DRIVE TIME: 40 MINS

DRIVER: Colleen Reppert

1:40 PM

Ar. John Wayne Airport

Santa Ana

Martin Aviation

714/263-5800

1:45 PM

Lv. Santa Ana

FLIGHT TIME: 1 hour

TIME CHANGE: +1 hour

PAGE TWENTY-FIVETuesday, December 7 (continued):

3:45 PM Ar. Phoenix, Arizona
Sky Harbor International Airport
Executive Aircraft Terminal
602/273-3395

MET BY: Don and Rubee Parlett (2 cars)
(Personal friends of Jon and Caryl Kyl;
He is retired executive from Salt River
Project; and Republican fundraiser)
She is Kyl volunteer of long-standing.

3:50 PM Lv. Executive Aircraft Terminal

DRIVE TIME: 10 mins

4:00 PM Ar. Doubletree Suites
320 North 44th Street
602/225-0500

PROCEED TO PARK ROOMS II AND III

4:00 PM- ATTEND FUNDRAISING RECEPTION FOR JOHN KYL
5:30 PM

CROWD SIZE: 25 @ \$1,000 per person
(SENATOR MCCAIN WILL ALSO ATTEND)

FORMAT: Round-table discussion

CONTACT: Jill Matchinsky, Pam Barbey or
Robert Glazier
602/381-8630
602/381-8375 (FAX)

ATTENDEES REPRESENTING FOLLOWING PACS:
Bank of America
NFIB
AMA
Blue Cross/Blue Shield
Salt River Project
American Dental Assoc.
Ophthalmology Assoc.
American Fence
U.S. West
Phelps Dodge
Kiabab Industries
Nat'l Auto Dealers Assoc.
Hughes Aircraft
AT&T

PAGE TWENTY-SIXTuesday, December 7 (continued):

5:30 PM Lv. Doubletree
DRIVE TIME: 10 mins

5:40 PM Ar. Executive Aircraft Terminal
602/273-3395

5:45 PM Lv. Phoenix
FLIGHT TIME: 30 mins

6:15 PM Ar. Tucson
International Airport
Tucson Airport Authority
602/573-8128

MET BY: Jim Cowan
Exec. Asst. to the Governor
602/628-6580

6:20 PM Lv. Tucson Airport
DRIVE TIME: 30 mins

6:50 PM Ar. Loew's Ventana Canyon Resort
7000 N. Resort Drive
602/299-2020

PROCEED TO KIVA BALLROOM

6:50 PM-
8:00 PM ATTEND FUNDRAISING DINNER FOR GOV. SYMINGTON

(Event in progress from 6:00 reception;
Dinner runs to 9:00 - Speak before meal)

CROWD SIZE: 200-300 @ \$250 per person

FORMAT: PODIUM WITH MIC
HEAD TABLE

HEAD TABLE:

Senator Dole
Governor Symington
Senator McCain
Representative Jon Kyl
Hank Amos - Symington Finance Committee
Jim Click, Jr. - Finance Committee
Duff Hearon - Finance Committee

PAGE TWENTY-SEVENTuesday, December 7 (continued):

PROGRAM:

6:00 Reception begins
6:50 Senator Dole arrives -- mix and mingle
7:00 Dinner begins
Intro Head Table
7:10 REMARKS - SENATOR DOLE
7:45 Remarks - Governor Symington
8:00 Senator Dole departs

CONTACT: Gayle Holmgren
602/277-5909 (Ofc.)
602/320-9522 (Mobile)

8:00 PM Lv. Ventana Canyon Resort

DRIVE TIME: 30 mins

8:30 PM Ar. Tucson Airport Authority
602/573-8128

8:35 PM Lv. Tucson

FLIGHT TIME: 1 hr 40 mins

TIME CHANGE: +1 hour

11:15 PM Ar. San Antonio, Texas
International Airport
Sun Jet Aviation
210/828-0551

MET BY: Mary Hartman
210/641-8840

11:20 PM Lv. San Antonio International Airport

DRIVE TIME: 10 minutes

11:30 PM Ar. Hilton Airport Hotel
611 Northwest Loop 410
210/340-6060

RON: Hilton

Crew RON: Marriott - 210/828-7200

PAGE TWENTY-EIGHTWednesday, December 8

8:20 AM Lv. Hilton Hotel
DRIVE TIME: 10 minutes

8:30 AM Ar. residence of Nancy and Herb Stumberg
211 Country Lane
210/826-0083

8:30 AM- ATTEND/SPEAK - FUNDRAISING BREAKFAST FOR
9:30 AM KAY BAILEY HUTCHISON
CROWD SIZE: 50 @ \$250 or \$500 per person
PRESS: OPEN
PROGRAM: Remarks and Intro Senator Dole -
Senator Hutchison
REMARKS - SENATOR DOLE
CONTACT: Sue Walden
(Asst: Elise Abbott)
713/968-6560 (O)
713/270-1633 (H)

9:30 AM Lv. Stumberg residence
DRIVE TIME: 5 mins

9:35 AM Ar. San Antonio Airport

9:35 AM- PRESS AVAILABILITY WITH KAY HUTCHISON
9:45 AM

9:50 AM Lv. San Antonio
FLIGHT TIME: 50 mins
MANIFEST: Senator Dole
Senator Hutchison
Mike Glassner
Chris Swonger
John Atwood
Hutchison staff aide

10:40 AM Ar. Dallas
Love Field
KC Aviation
214/902-7500
MET BY: Dick Collins

PAGE TWENTY-NINEWednesday, December 8 (continued):

NOTE: ALL BAGGAGE AND OTHER ITEMS WILL HAVE TO BE REMOVED FROM UST AIRCRAFT AT THIS TIME, AS YOU ARE ON A DIFFERENT PLANE COMING HOME.

10:45 AM-
10:55 AM

PRESS AVAILABILITY WITH KAY HUTCHISON

11:00 AM

Lv. Love Field

DRIVE TIME: 10 mins

11:10 AM

Ar. The Mansion on Turtle Creek
2821 Turtle Creek Blvd.
214/559-2100

CONTACT: Jeff Trigger, Manager
Steve Sands, Owner
(son of Ray Hunt's half-sister,
Caroline Hunt)

11:15 AM-
11:45 AM

INTERVIEW WITH DALLAS MORNING NEWS

CONTACT: Dick Collins
214/298-4211

11:50 AM

PROCEED TO SHEPHERD KING ROOM

12:00 PM-
1:30 PM

CAMPAIGN AMERICA FUNDRAISING LUNCHEON

CROWD SIZE: 12 at present @ \$5,000 per person
(Still working the phones)

CURRENT ATTENDEES:

Richard Collins
Dick Bartlett - Mary Kay Cosmetics
Louis Beecherl, Jr. - Oil/Gas Investor
Trammell Crow - Trammell Crow Real Estate
David Glickman - Johnson & Gibbs
Ward Lay - Pepsico/Frito-Lay
NationsBank Executive
T. Boone Pickens - Mesa Petroleum
Lonnie "Bo" Pilgrim - Pilgrim Pride
Harold Simmons - Valhi, Inc.
Henry "Bud" Smith - Clark/Bardes - GRAMM SUPPORTER
Raymond Willie - N. Texas Coors Distributor

CONTACT: Dick Collins
214/298-4211

PAGE THIRTYWednesday, December 8 (continued):

1:35 PM Lv. Mansion on Turtle Creek
DRIVE TIME: 10 mins

1:45 PM Ar. Love Field
KC Aviation
214/902-7500

1:50 PM Lv. Dallas
AIRCRAFT: To be determined
TAIL NO.:
FLIGHT TIME: 2 hrs 30 mins
TIME CHANGE: +1 hour

5:00 PM Ar. Washington National Airport
Signature Flight Support
703/419-8440
MET BY: Wilbert
PROCEED TO PRIVATE