

TO: Senator Dole  
FR: Kerry

RE: American Business Conference  
9:15 a.m.  
Willard Hotel

\*Approximately 50 CEO/Presidents/Chairmen of American Companies. Attendees list attached. Other speakers during two day briefing include Domenici, Breaux, Altman, Panetta, Rubin, and Reich.

\*They are looking for brief remarks on top issues like health care and GATT, followed by Q&A.

\*You will be introduced by "Lee" Brown, Chairman of Brown-Forman Corporation of Louisville, Kentucky.

AMERICAN BUSINESS CONFERENCE  
MEMBERSHIP MEETING ATTENDEES  
APRIL 11 - 13, 1994

John G. Adler  
Chairman, President & C.E.O.  
Adaptec, Inc.  
Milpitas, CA

Henry Clarke  
President & C.E.O.  
Clarke Ice Cream Company  
Vero Beach, FL

John M. Albertine  
Chairman & C.E.O.  
Albertine Enterprises, Inc.  
Washington, DC

Robert Cohn  
Chairman, President & C.E.O.  
Octel Communications  
Milpitas, CA

NAFTA  
BKIST.

John W. Ballard  
President & C.E.O.  
TCI International  
Sunnyvale, CA

Dan Colussy  
Chairman, President & C.E.O.  
UNC Incorporated  
Annapolis, MD

NAFTA  
BKIST

Gloria Bohan  
President  
Omega World Travel, Inc.  
Fairfax, VA

Barrie M. Damson  
Chairman & President  
Damson Natural Resources  
New York, NY

Roland S. Boreham, Jr.  
Chairman  
Baldor Electric Company  
Fort Smith, AR

T.J. Dermot Dunphy  
President & C.E.O.  
Sealed Air Corporation  
Saddle Brook, NJ

John W. Brown  
Chairman, President & C.E.O.  
Stryker Corporation  
Kalamazoo, MI

William Farley  
Chairman & C.E.O.  
Fruit of the Loom, Inc.  
Chicago, Illinois

W.L. Lyons Brown, Jr.  
Chairman  
Brown-Forman Corporation  
Louisville, Kentucky

Lynn C. Fritz  
President & C.E.O.  
Fritz Companies, Inc.  
San Francisco, CA

Kenneth W. Butterworth  
Chairman  
Loctite Corporation  
Hartford, Connecticut

Wendell W. Gamel  
Chairman & President  
Tech-Sym Corporation  
Houston, TX

Richard Chandler  
Chairman & C.E.O.  
Sunrise Medical Inc.  
Torrance, CA

Robert L. Green  
Chairman  
Vivra Incorporated  
Burlingame, CA

Daniel Greenberg  
Chairman & C.E.O.  
Electro Rent Corporation  
Van Nuys, CA

Sheryl Handler  
Chairman  
Thinking Machines Corporation  
Cambridge, MA

Thomas J. Harrington  
President & C.E.O.  
Spectrum Capital, Ltd.  
New York, NY

George N. Hatsopoulos  
Chairman & President  
Thermo Electron Corporation  
Waltham, MA

Donald S. Hendrickson  
President & C.E.O.  
BMC West Corporation  
Boise, ID

Leon Hirsch  
Chairman, President & C.E.O.  
United States Surgical Corp.  
Norwalk, CT

James M. Hoak  
Chairman  
Heritage Media Corporation  
Dallas, TX

John P. Imlay, Jr.  
Founder  
Imlay Investments  
Atlanta, GA

Clark A. Johnson  
Chairman & C.E.O.  
Pier 1 Imports, Inc.  
Fort Worth, TX

Robert E. King  
President & C.E.O.  
Newtrend  
Hinsdale, IL

William T. Kretzer  
President & C.E.O.  
Unifi, Inc.  
Greensboro, NC

Stephen Levy  
Chairman & C.E.O.  
Bolt Beranek & Newman Inc.  
Cambridge, MA

Bruce Lunsford  
President & C.E.O.  
Vencor, Incorporated  
Louisville, KY

R. James Macaleer  
Chairman & C.E.O.  
SMS  
Malvern, PA

Joseph D. Macchia  
Chairman, President & C.E.O.  
Gainsco, Inc.  
Fort Worth, TX

James L. Mann  
Chairman, President & C.E.O.  
SunGard Data Systems Inc.  
Wayne, PA

Richard A. Manoogian  
Chairman & C.E.O.  
Masco Corporation  
Taylor, MI

James E. Maser  
Vice Chairman  
Club Corporation International  
Dallas, TX

Gene R. McGrevin  
President & C.E.O.  
SyncorInternational Corp.  
Chatsworth, CA

Dane A. Miller  
President & C.E.O.  
Biomet, Inc.  
Warsaw, IN

NAFTA  
BKST

NAFTA  
BKST.

NAFTA  
BKST



Walter C. Minnick  
President & C.E.O.  
TJ International, Inc.  
Boise, ID

Robert A. Mosbacher  
Chairman  
Mosbacher Energy Company  
Houston, TX

Thomas J. Neff  
President  
SpencerStuart  
New York, NY

Philip A. Odeen  
President & C.E.O.  
BDM International, Inc.  
McLean, VA

Arthur F. Oppenheimer  
President & C.E.O.  
Oppenheimer Companies Inc.  
Boise, ID

Kenneth N. Pontikes  
Chairman & President  
Comdisco, Inc.  
Rosemont, IL

Jay A. Precourt  
C.E.O.  
Tejas Gas Corporation  
Houston, TX

Thomas O. Pyle  
C.E.O.  
MetLife HealthCare Corp.  
Westport, CT

Safi Qureshey  
Chairman, President & C.E.O.  
AST Research, Inc.  
Irvine, CA

R.M. Rickenbach  
Chairman, President & C.E.O.  
GTSI  
Chantilly, VA

Charles R. Scott  
Actava Group Inc.  
Atlanta, GA

Mayo Shattuck III  
President & C.O.O.  
Alex. Brown Incorporated  
Baltimore, MD

Robert Shaye  
Chairman & C.E.O.  
New Line Cinema Corporation  
New York, NY

Robert Silverstein  
Robert Silverstein Investments  
Beverly Hills, CA

Richard W. Snyder  
Chairman & C.E.O.  
SnyderGeneral Corporation  
Dallas, TX

Mark Van Stekelenburg  
President & C.E.O.  
Rykoff-Sexton, Inc.  
Los Angeles, CA

Thomas W. Wathen  
Chairman & C.E.O.  
Pinkerton Security &  
Investigation Services  
Van Nuys, CA

Larry A. Weinbach  
Managing Partner-C.E.O.  
Arthur Andersen & Co., SC  
New York, NY

Stanley A. Weiss  
Chairman & C.E.O.  
American Premier, Inc.  
Washington, DC

NAFTA  
BK/ST.

J. Burgess Winter  
President & C.E.O.  
Magma Copper Company  
Tucson, AZ

C. Angus Wurtele  
Chairman & C.E.O.  
The Valspar Corporation  
Minneapolis, MN

Phil Zeidman  
Partner  
Brownstein Zeidman and Lore  
Washington, DC



## ABC 100

**W.L. LYONS BROWN, JR.**  
**Chairman**  
**Brown-Forman Corporation**  
**Louisville, Kentucky**

*Company:*

- ▶ Industry: Industrial -- Consumer Products
- ▶ Manufacturer and marketer of fine consumer products
- ▶ One of the country's major producers, importers and marketers of wines, spirits, fine china, crystal, silver, and luggage and briefcases
- ▶ Products include Jack Daniel's Tennessee Whiskey, Canadian Mist, Southern Comfort, Korbel Champagnes, Bolla Wines, Fetzer Wines, Lenox China, Crystal and Giftware, Dansk International Designs, Gorham Silver, Crystal and China, Hartmann Luggage
- ▶ Facilities located in Kentucky, Tennessee, New Jersey, Pennsylvania, North Carolina, Rhode Island, New York, California and Ontario
- ▶ Public company which operates in domestic and international markets
- ▶ Total revenues for FY 1993: \$1.6.9 billion
- ▶ 6,900 employees
- ▶ Founded 1870

\$ \$ \$ \$ \$

*Personal:*

- ▶ Former Chairman, American Business Conference
- ▶ President's Advisory Committee for Trade Policy and Negotiations
- ▶ Boards: University of Virginia, Pennzoil Company, Winterthur Museum
- ▶ Trustees' Council of the National Gallery of Art
- ▶ Member, American Business Conference
- ▶ Business Committee, Metropolitan Museum of Art
- ▶ Former: Chairman & President, J.B. Speed Art Museum of Louisville
- ▶ Former President, University of Virginia Alumni Association
- ▶ Recipient: Chevalier de L'Ordre du Merite Agricole (France), Honorary Consul of France
- ▶ Education: B.A., University of Virginia, B.S., American Graduate School of International Management



**1994 HISPANIC BUSINESS MAGAZINE CEO ROUNDTABLE  
4/14 CAPITAL ACCESS PLANNING MEETING  
ATTENDEES**

U.S. Senate - (202) 224-6521

- Senator Robert Dole (R-KS)
- T. Nina Oviedo

U.S. Senate Republican Leader  
Counsel

Hispanic Business Inc. - (805) 682-5843

- Jesus Chavarria
- James Andrade

Editor and Publisher  
Program Manager/Strategic Services Group

Hispanic Business College Fund - (202) 775-7059

- Adam Chavarria

National Director

Fleishman-Hillard - (202) 828-8873

- Joy Boyle

Account Supervisor

GE Capital Services - (202) 637-4308

- Anne Canfield

Manager/Government Relations

Advanced Data Companies Inc. (503) 233-1220

- Jim Rivera

CEO

Bared and Company (305) 592-3100

- Jose Bared

CEO

Counter Technology Inc. - (301) 907-0127

- Santos Garza
- Julian Martinez

CEO  
Director of Marketing

H.R. Industries Inc. - (214) 301-6620

- Paul Dickinson

CEO

MVM Inc. - (703) 671-9810

- Dario Marquez

CEO

Mir, Fox & Rodriguez - (713) 622-9740

- Gasper Mir

Principal

Pan American Hospital - (305) 264-1000

- Carolina Calderin

CEO

# **SENATOR BOB DOLE**

## **TALKING POINTS**

### **A M E R I C A N   B U S I N E S S CONFERENCE**

**\*AFTER GIVING AMERICAN  
TAX-PAYERS A TWO-WEEK BREAK,  
THE HOUSE AND THE SENATE ARE  
BACK AT WORK TODAY, SO I  
HOPE YOU HAVE YOUR HAND  
FIRMLY ON YOUR WALLET.**



**\*THE BIGGEST NEWS ON  
CAPITOL HILL WAS JUSTICE  
BLACKMUN'S RESIGNATION, AND  
THE RUMOR THAT SENATOR  
MITCHELL IS THE LIKELY  
APPOINTEE. THE GOOD NEWS  
FOR PEOPLE IN THIS ROOM IS  
THAT IF SENATOR MITCHELL  
GOES TO THE COURT, HE WILL  
HAVE TO TURN DOWN THE**

**RUMORED OFFER TO BECOME  
BASEBALL COMMISSIONER....I  
HEAR THAT'S A MILLION DOLLAR  
A YEAR JOB, WITHOUT MUCH  
HEAVY LIFTING...SO IF ANY OF  
YOU ARE INTERESTED, THERE'S  
STILL TIME TO GET YOUR  
APPLICATION IN.**

**\*I KNOW YOU'LL HEAR QUITE  
A FEW SPEAKERS OVER THE NEXT**

**TWO DAYS, SO I'LL KEEP MY  
REMARKS SHORT, AND LEAVE  
TIME TO HEAR WHAT'S ON YOUR  
MIND.**

## **HEALTH CARE**

**\*I SPENT A GOOD DEAL OF  
TIME THESE PAST FEW WEEKS  
LISTENING TO MEN AND WOMEN  
IN KANSAS, CALIFORNIA, NEVADA,**



**IOWA, FLORIDA, ALABAMA, AND  
LOUISIANA.**

**\*AND I SUSPECT THAT IF  
THEY WERE LISTENING, MY  
SENATE COLLEAGUES HEARD THE  
SAME THING ABOUT HEALTH  
CARE THAT I DID--AND THAT'S  
THE FACT THAT SUPPORT FOR  
THE PRESIDENT'S PLAN  
CONTINUES TO DECREASE.**

**\*WE'VE HAD A LOT OF TALK  
ABOUT HEALTH CARE, BUT THE  
TIME IS FINALLY NEARING WHERE  
CONGRESS IS GOING TO DO  
SOME HEAVY LIFTING.**

**\*THERE STILL ISN'T A  
PROPOSAL--DEMOCRAT OR  
REPUBLICAN--ON CAPITOL HILL  
THAT HAS THE VOTES TO PASS.**

**\*BUT THERE ARE QUITE A  
FEW PRINCIPLES ON WHICH  
THERE IS NEARLY UNIVERSAL  
AGREEMENT. AND I SUSPECT  
THAT WHEN WE GET DOWN TO  
WRITING A BILL THAT CAN PASS,  
WE WILL CENTER ON THOSE  
IDEAS, AND GET RID OF THE  
IDEAS THAT CONCERN AMERICAN  
BUSINESS AND THE AMERICAN**



**PUBLIC--EMPLOYER MANDATES,  
REGIONAL ALLIANCES, AND SO  
ON.**

**CRIME**

**BUT NO DOUBT ABOUT IT, IF  
YOU LISTEN TO THE PEOPLE, YOU  
KNOW THAT HEALTH CARE ISN'T  
ON TOP OF THEIR CONCERNS--  
CRIME IS.**

AND I BELIEVE THE FIRST  
ITEM OF BUSINESS CONGRESS  
SHOULD ADDRESS IS CRIME. THE  
SENATE HAS ALREADY PASSED A  
TOUGH, TOUGH, BILL. IT'S NOT  
PERFECT, BUT IT IS A GOOD  
START. THE TROUBLE IS THAT  
WE'VE PASSED TOUGH BILLS IN  
THE SENATE BEFORE, AND THE

**HOUSE ALWAYS WATERS THEM  
DOWN. WE'RE PUTTING A LOT OF  
PRESSURE ON THE HOUSE THIS  
TIME TO ENSURE THAT DOESN'T  
HAPPEN.**

**GATT**

**\*THIS COMING FRIDAY--APRIL  
15--IS OF COURSE TAX FILING  
DAY. BUT THERE'S ALSO**



**SOMETHING GOOD THAT IS  
GOING TO HAPPEN--THE 117  
MEMBERS OF GATT WILL SIGN  
THE "FINAL ACT" OF THE  
URUGUAY ROUND--CONCLUDING  
EIGHT YEARS OF NEGOTIATIONS.**

**\* P A Y I N G F O R T H E  
LEGISLATION THAT IMPLEMENTS  
THE URUGUAY ROUND  
AGREEMENT REMAINS A LARGE**

**STUMBLING BLOCK. THE BILL IS  
ESTIMATED TO COST BETWEEN  
\$13 AND \$18 BILLION OVER 5  
YEARS. REPUBLICANS CONTINUE  
TO INSIST THAT THE  
ADMINISTRATION COME UP WITH  
AN ACCEPTABLE PROPOSAL, AND  
SIMPLE NOT WAIVE THE BUDGET  
RULES.**

## **BOSNIA**

**\*I SUPPORT THE LONG-  
OVERDUE USE OF NATO  
AIRPOWER TO COUNTER SERB  
AGGRESSION. I HAVE LONG  
CALLED FOR STRONG ACTION,  
AND I HOPE THIS IS NOT TOO  
LITTLE, TOO LATE.**

**\*THE BOSNIAN SERBS  
LAUNCHED THEIR LATEST**



**ASSAULT IN CLEAR DEFIANCE OF  
ONGOING PEACE TALKS  
SPONSORED BY THE  
INTERNATIONAL COMMUNITY.  
IT'S HIGH TIME THEY STARTED TO  
PAY A PRICE.**

**\*IT IS UNFORTUNATE THAT  
MIXED SIGNALS FROM THE U.S.  
MAY HAVE LED SERBS TO  
BELIEVE THEY COULD GET AWAY**

**FROM THEIR LATEST  
AGGRESSION. NOW, IT SHOULD  
BE MADE CLEAR THAT ALL SAFE  
AREAS WILL BE PROTECTED.**

**\*THE RUSSIANS HAVE A  
CLEAR CHOICE--URGE THEIR  
SERBIAN FRIENDS TO SUPPORT A  
PEACE PROCESS, OR SIDE WITH  
THE AGGRESSORS AGAINST THE**

**WILL OF THE INTERNATIONAL  
COMMUNITY.**

**\*THE NEXT STEPS WILL BE  
CRUCIAL--ONCE A LINE IN THE  
SAND HAS BEEN DRAWN, ALL  
REMAINING CREDIBILITY WILL BE  
LOST IF NATO AND THE U.N. BACK  
DOWN.**

**\*HAPPY TO TAKE QUESTIONS.**