

July 26, 1994

TO: Senator Dole
FROM: Mike Torrey
SUBJECT: Agri Dealer Conference speech

You are scheduled to speak to 400 fertilizer and ag chemical dealers on Thursday, July 28 at 9:00 a.m. at the Capitol Hill Hyatt Regency in Columbia A and B Ballroom level. They have asked that you not give an "ag" speech but instead provide your views on the Administration's legislative scorecard, health care, the 1994 elections and any other issues of importance to you. I have outlined some of their issues in case there is a question and answer session.

PRIVATE PROPERTY RIGHTS...You are the primary sponsor of S. 2006 which requires agencies to conduct "Takings Impact Assessments" when promulgating rules and regulations. A modified version of your amendment was adopted during the Safe Drinking Water Act. Your strategy has been to offer your bill as an amendment to other environmental legislation. TFI (The Fertilizer Institute) helped lobby for your amendment.

attached copy

UNFUNDED MANDATES...They support Senator Kempthorne's bill (S. 993) which exempts state and local governments from complying with new and revised federal laws unless they also receive funding to pay for implementing the laws.

SAFE DRINKING WATER ACT...This bill passed the Senate and is now tied up in the Energy and Commerce Committee in the House.

CLEAN WATER ACT...This legislation is dead this year as a result of the ag communities strong opposition. However, the bill will come up next year and the ag community needs to remain united.

RURAL ENVIRONMENT TAX CREDIT...Senator's Grassley and Conrad have introduced S. 1691 which amends the tax code by providing an agricultural environmental tax credit of 15 percent for machinery, equipment, building, or other property used for the purpose of complying with environmental laws. They hope to find a tax vehicle in the Finance Committee to attach this bill.

STUDDS TAX...This bill was introduced on the House side by Congressman Studts. It would require the polluter to pay for funding the Clean Water Act by raising \$4 billion annually to be placed in a revolving fund. The tax would be on pesticides and fertilizers. Essentially this bill transfers money from rural to urban areas.

FOOD SAFETY...The Ag Committee is holding a hearing on Food Safety on Thursday afternoon. It is doubtful the Senate will mark up any legislation this year. You are a co-sponsor of S. 1478 - the Pryor/Lugar bill. This bill provides for a uniform "negligible risk" standard, allows benefits to be considered and streamlines the cancellation process.

TO: Senator Dole
FR: Kerry

RE: Agri Dealer Conference

*Audience of 400 fertilizer and ag chemical dealers, including a large delegation from Kansas.

*They have asked for you not to focus on ag issues, but to be "vintage Dole,"--talking about health care and other top issues on the national scene, the upcoming elections, etc.

*Attached talking points contain health care material similar to your Thursday afternoon AEI speech, and the call for "leadership" on foreign policy.

*Mike's memo regarding top ag issues is attached.



THE
FERTILIZER
INSTITUTE

501 Second Street, N.E., Washington, D.C. 20002

TEL: 202/675-8250

FAX: 202/544-8123

Thurs, July 28

July 20, 1994

Ms. Yvonne Costello
Executive Assistant/Personal Secretary
Honorable Bob Dole
SH-141 Hart Senate Office Building
Washington, D. C. 20510

Dear Yvonne:

This will confirm our telephone conversation of today regarding Senator Dole's address of our Agri-Dealer Legislative Conference on Thursday morning, July 28th, at 9:00 a.m. at the Hyatt Regency in Columbia A and B, Ballroom level.

Over 400 delegates will be attendance with a large delegation from Kansas. Tom Tunnell of the Kansas Fertilizer and Chemical Association, Ford West of The Fertilizer Institute and myself will meet the Senator at the upper lobby main entrance of the Hyatt Regency.

Bob Honse, Executive VP of the Agricultural Input Operations of Farmland Industries and Chairman of the board of The Fertilizer Institute will introduce Senator Dole to the conference delegates.

Our Agri-Dealer delegates would be most interested in the Senator's views on the Administration's legislative scorecard, the 1994 elections, and any issue of importance to him and how it relates to the future of rural America.

Sincerely,

Diane Bateman



**THE
FERTILIZER
INSTITUTE**

501 Second Street, N.E., Washington, D.C. 20002

TEL: 202/675-8250

FAX: 202/544-8123

GARY D. MYERS
President

April 21, 1994

The Honorable Bob Dole
Senate Republican Leader
United States Senate
Washington, D. C. 20510

Dear Senator Dole:

On behalf of our national Agri-Dealer Legislative Conference delegates, I invite you to be our guest speaker on Thursday, July 28, 1994, 8:00 a.m., at the Hyatt Regency on Capitol Hill.

Nearly 400 fertilizer and agricultural chemical delegates attend this important Washington conference jointly sponsored by The Fertilizer Institute, the National Agricultural Chemical Association, and the Agricultural Retailers Association.

We will have a large delegation from the Kansas Fertilizer and Chemical Association led by your good friend Tom Tunnell. Also, a large number of delegates from Farmland Industries attend this conference.

Your views on the Administration, Congress, the 1994 election, the farm bill, and any other issues that impact agriculture and rural America will be of great interest to the delegates.

I hope your busy schedule will permit you to join us on the morning of Thursday, July 28.

Sincerely

Gary D. Myers
Gary D. Myers



*Senator - You know
I'll Camp in your
Office until you say Yes!*

DIANE BATEMAN
ASSISTANT VICE PRESIDENT
GOVERNMENT RELATIONS

Diane

THE FERTILIZER INSTITUTE
501 SECOND STREET, N.E.
WASHINGTON, D.C. 20002

(202) 675-8250
FAX: (202) 544-8123

4-21-94 Interim letter - copy to Diane Bateman

SENATOR BOB DOLE

AGRI DEALER LEGISLATIVE CONFERENCE

**LET ME BEGIN WITH A STORY
ABOUT THE FELLOW WHO HAD A
REPUTATION FOR BEING THE BEST
FISHERMAN IN KANSAS. EVERY TIME HE
WENT OUT TO THE LAKE, HE'D COME
BACK WITH HIS LIMIT.**

**AFTER A WHILE, THE LOCAL GAME
WARDEN GOT TO BE A BIT SUSPICIOUS,**

**AND ASKED THE FISHERMAN IF HE
COULD ACCOMPANY HIM ON HIS NEXT
FISHING TRIP.**

**THE FELLOW AGREED, AND THE
NEXT DAY THEY WERE OUT IN THE
MIDDLE OF THE LAKE, WHEN THE
FISHERMAN REACHED INTO HIS TACKLE
BOX, TOOK OUT A PIECE OF DYNAMITE,
LIT IT, AND THREW IT INTO THE LAKE.
AFTER THE EXPLOSION, HE GRABBED A**

**NET, AND STARTED SCOOPING UP THE
FISH WHO FLOATED TO THE TOP.**

**THE GAME WARDEN WAS ALMOST
IN SHOCK, BUT HE MANAGED TO
STAMMER OUT THAT HE WAS GOING TO
HAVE TO PUT THE FISHERMAN UNDER
ARREST.**

**WITH THAT, THE FISHERMAN
REACHED BACK INTO THE TACKLE BOX,
TOOK ANOTHER PIECE OF DYNAMITE, LIT**

IT, HANDED IT TO THE GAME WARDEN
AND SAID, "DID YOU COME HERE TO
TALK, OR DID YOU COME HERE TO FISH?"

THE POINT OF THIS STORY IS THAT
WE'RE NOW APPROACHING THE TIME IN
THIS SESSION, WHEN IT'S TIME TO STOP
TALKING, AND TO START TO FISH--OR
CUT BAIT.

THE FIRST ISSUE WERE
THAT SHOULD HAPPEN IS HEALTH CARE.

HEALTH CARE

LET ME CUT RIGHT TO THE CHASE.

I KNOW THE QUESTION ON EVERYONE'S

MIND IS WILL CONGRESS PASS HEALTH

CARE REFORM LEGISLATION THIS YEAR?

THE ANSWER IS I DON'T KNOW.

AND NOBODY KNOWS. NOT BECAUSE WE

HAVEN'T HAD PLENTY OF MEETINGS ON

THIS SUBJECT. NOT BECAUSE THERE

AREN'T GOOD IDEAS OUT THERE. BUT

**BECAUSE THERE STILL ISN'T A BILL WITH
ENOUGH VOTES TO PASS.**

**THE CLINTON BILL WAS FORMALLY
BURIED LAST WEEK. SO THAT'S OUT.**

**AND IF YOU THOUGHT NOTHING
COULD BE WORSE THAN THE CLINTON
BILL, ALONG CAME THE KENNEDY BILL,
WHICH WAS PASSED BY THE SENATE
LABOR COMMITTEE. LIKE THE CLINTON
BILL, IT HAS TOO MANY TAXES, TOO**

**MANY MANDATES, AND TOO MUCH
REGULATION. IT WAS A NON-STARTER
FROM THE WORD GO, AND NOT EVEN
SENATOR KENNEDY EVER HAD A
REALISTIC HOPE IT WOULD COME CLOSE
TO PASSING.**

**THEN THERE'S THE BILL PASSED
BY THE SENATE FINANCE COMMITTEE.
IT'S BEEN ALMOST A MONTH SINCE THE
BILL WAS PASSED OUT OF COMMITTEE,**

**AND IT'S STILL NOT DRAFTED. NO ONE
KNOWS EXACTLY WHAT'S IN IT OR
WHAT IT COSTS. AND THE AMERICAN
PEOPLE HAVEN'T EXACTLY BEEN
FLOODING CONGRESS WITH PHONE
CALLS IN SUPPORT OF THE BILL.**

**THE DOLE-PACKWOOD PLAN HAS
MORE SUPPORT THAN ANY BILL IN THE
SENATE--WITH MORE CO-SPONSORS TO
COME. OBVIOUSLY, I BELIEVE IT IS THE**

**BEST BILL UP THERE. AND IF THE
SENATE COULD VOTE BY SECRET BALLOT,
I BELIEVE IT WOULD BE
OVERWHELMINGLY ADOPTED.
BUT IT DOESN'T TAKE A POLITICAL
SCIENCE PROFESSOR TO FIGURE OUT
THAT A CONGRESS CONTROLLED BY THE
DEMOCRATS IS NOT GOING TO PASS
LEGISLATION AUTHORED BY THE SENATE
REPUBLICAN LEADER.**

SO THAT LEAVES THE "MYSTERY
BILL"--WHICH IS BEING COBBLED
TOGETHER AS WE SPEAK BEHIND
CLOSED DOORS BY HOUSE AND SENATE
DEMOCRAT LEADERS. MAYBE SOME OF
YOU HAVE BEEN INVITED IN FOR
BRIEFINGS OR HAVE BEEN ON THE
RECEIVING END OF SOME LEAKS. IF SO,
PLEASE RAISE YOU HAND AND FILL ME
IN.

**I HAPPEN TO BELIEVE THAT IF THE
MYSTERY BILL IS ANYWHERE CLOSE TO
THE PRODUCT THE PRESIDENT TRIED TO
SELL, THEN THE AMERICAN PEOPLE--AND
THE REPUBLICANS IN CONGRESS--WON'T
BUY IT.**

**BUT I ALSO BELIEVE THAT IF THEY
CHOOSE TO FIX THE PARTS OF OUR
SYSTEM THAT TRULY NEED FIXING...AND
IF THEY MAINTAIN THE QUALITY AND**

**CHOICE AMERICANS HAVE COME TO
EXPECT, THEN WE CAN STILL SEND A
BILL TO THE PRESIDENT'S DESK THIS
FALL.**

**IF THAT IS TO BE THE FINISH LINE,
HOWEVER, THEN WE HAVE TO TRAVEL
DOWN THE REMAINDER OF THE ROAD IN
A BI-PARTISAN BASIS. AND WE CAN'T
SPEND OUR TIME GETTING DETOURED
ONTO PATHS THAT ONLY LEAD TO**

CONFRONTATION.

**UNFORTUNATELY, WE'VE HAD A
LOT OF THOSE DETOURS DURING THIS
DEBATE. THE WHITE HOUSE DECIDED
FOR A WHILE THAT THIS WASN'T A
SEARCH FOR SOLUTIONS, IT WAS A
SEARCH FOR VILLAINS--AND THEY TOOK
OFF AFTER THE INSURANCE AND
PHARMACEUTICAL INDUSTRIES.**

**AND THEN WE WASTED SEVERAL
WEEKS DEBATING WHETHER OR NOT WE
HAD A HEALTH CARE CRISIS OR JUST A
SERIOUS PROBLEM. AND THE WHITE
HOUSE SUGGESTED THAT IF YOU DIDN'T
BELIEVE WE HAD A CRISIS, THEN YOU
COULDN'T PARTICIPATE IN THE DEBATE,
AND WEREN'T QUALIFIED TO HELP FIND A
SOLUTION.**

**THEN, THE WHITE HOUSE AND THE
DNC DECIDED THAT THIS ISN'T A DEBATE
ABOUT POLICIES, IT'S A DEBATE ABOUT
PERSONALITIES. IT'S BILL CLINTON VRS.
BOB DOLE. IT'S DEMOCRATS VRS.
REPUBLICANS. IT'S A DEBATE ABOUT
WHICH PARTY CARES MORE ABOUT THE
"MIDDLE CLASS."**

**I NEVER HAVE LIKED THE TERM
MIDDLE CLASS. I THINK PRESIDENT**

**NIXON HAD IT RIGHT WHEN HE USED THE
TERM "SILENT MAJORITY."**

**THEY ARE THE MEN AND WOMEN
WHO WORK HARD, WHO PAY THEIR
TAXES, WHO HOPE FOR A BETTER
FUTURE FOR THEIR CHILDREN, AND WHO
SALUTE THE FLAG. THEY BELIEVE IN THE
GREATNESS OF AMERICA--A GREATNESS
WHICH THEY KNOW COMES NOT FROM**

**THE GOVERNMENT, BUT FROM THE
PEOPLE.**

**AND HERE'S WHAT I BELIEVE
THESE AMERICANS ARE LOOKING FOR IN
HEALTH CARE REFORM. AND, BY THE
WAY, THEY ARE THE SAME INGREDIENTS
THAT I BELIEVE MUST BE INCLUDED IF
ANY LEGISLATION IS TO RECEIVE
SUBSTANTIAL BI-PARTISAN SUPPORT.**

**QUALITY: AMERICA IS THE
MEDICAL MIRACLE WORKER OF THE
WORLD. THANKS TO ADVANCES IN
TECHNOLOGY, WE CAN SAVE THE LIVES
OF THE SMALLEST NEW BORN, CAN
MANUFACTURE JUST ABOUT EVERY
BODY PART, AND HAVE DEVELOPED
DRUGS THAT MAKE LIFE WORTH LIVING
FOR MANY WHO PREVIOUSLY HAD NO
HOPE. AND WHATEVER REFORM WE**

**ADOPT, MUST NOT LESSEN THE QUALITY
OF AMERICAN HEALTH CARE BY ONE
DEGREE.**

**CHOICE: JUST AS AMERICANS
WANT TO MAINTAIN THE QUALITY OF
HEALTH CARE, THEY ALSO WANT TO
MAINTAIN THE FREEDOM TO CHOOSE
WHAT TYPE OF CARE BEST FITS THEIR
NEEDS.**

**ANY PLAN THAT MANDATES A
"ONE SIZE FITS ALL" OR CLINTON-STYLE
UNIFORMITY IS A NON-STARTER.**

**TAXES/MANDATES: ANOTHER NON-
STARTER IS ANY PLAN THAT CONTAINS
BIG, BIG, TAX INCREASES.**

**AND WHEN I SAY TAXES, I ALSO
MEAN MANDATES. BECAUSE A
MANDATE IS A TAX. AND BY
MANDATING AMERICA'S EMPLOYERS TO**

**PAY FOR HEALTH INSURANCE, THE COST
OF LABOR GOES UP. THE EMPLOYER
THEN HAS TWO CHOICES. RAISE THE
PRICE OF YOUR PRODUCT, OR REDUCE
YOUR PAYROLL. EITHER OF THESE
OPTIONS IS BAD NEWS FOR MIDDLE-
INCOME AMERICANS.**

**THE GOOD NEWS IS THAT THE
DOLE-PACKWOOD PLAN DOES NOT
IMPOSE A SINGLE TAX OR A SINGLE**

**MANDATE ON AMERICA'S EMPLOYERS--
NOT TODAY, NOT TOMORROW, NOT ANY
TIME IN THE FUTURE.**

**THERE ARE MANY AREAS OF
AGREEMENT BETWEEN ALL THE PLANS
THAT HAVE BEEN PROPOSED--
PORTABILITY, PRE-EXISTING CONDITIONS,
AND OTHER INSURANCE MARKET
REFORMS.**

**SUGGESTS--HAD AN INTERESTING POINT
IN NEWSWEEK.**

**HE WROTE, AND I QUOTE, "THE
BEST THING CONGRESS COULD DO NOW
ON HEALTH CARE WOULD BE TO START
OVER NEXT YEAR. THE MOST
IMPORTANT SOCIAL LEGISLATION IN A
QUARTER CENTURY SHOULD NOT BE
APPROVED AS A LAST-MINUTE, POORLY
UNDERSTOOD PATCHWORK...WHAT**

**SHOULD NOT BE FORGOTTEN IN THE
INEVITABLE CLAMOR TO DO SOMETHING
IS THAT A BAD BILL WOULD BE WORSE
THAN NO BILL AT ALL. OPPOSING SUCH
A BILL IS PRUDENCE, NOT
OBSTRUCTIONISM."**

FOREIGN POLICY

**LET ME CONCLUDE BY TALKING
ABOUT AN ISSUE THAT DIDN'T GET ONE
BIT OF ATTENTION IN THE LAST**

**ELECTION--BUT IT'S AN ISSUE THAT THE
AMERICAN PEOPLE HAVE NOW LEARNED
IS VERY IMPORTANT. AND THAT'S
FOREIGN POLICY.**

**LIKE IT OR NOT, FREE PEOPLE THE
WORLD OVER LOOK TO AMERICA FOR
LEADERSHIP. AND WE ARE THE ONLY
REMAINING SUPERPOWER IN THE WORLD.
AMERICA IS NOT JUST A MILITARY
SUPERPOWER. WE ARE ALSO AN**

**ECONOMIC SUPERPOWER. A
TECHNOLOGICAL SUPERPOWER. AN
AGRICULTURE SUPERPOWER. AND WE
ARE A HUMANITARIAN SUPERPOWER.**

**AND I DON'T WANT THAT TO
CHANGE. MAKE NO MISTAKE ABOUT IT,
THERE IS A PRICE TO PAY FOR
LEADERSHIP. A PRICE IN TERMS OF
MONEY. A PRICE IN TERMS OF LIVES
LOST.**

**THERE ARE THOSE WHO SUGGEST
THAT THE PRICE IS HIGH. THAT IT'S
TIME FOR SOMEONE ELSE TO BE A
LEADER. THAT IT'S TIME TO LET
BOUTROS BOUTROS GHALI AND THE
UNITED NATION DECIDE WHAT'S IN OUR
BEST INTERESTS. THEY'RE WRONG.**

**I AGREE WITH WHAT RICHARD
NIXON SAID NOT LONG BEFORE HIS
DEATH. HE SAID, "IF WE DO NOT**

**PROVIDE LEADERSHIP, WHO WILL? THE
GERMANS? THE JAPANESE? THE
RUSSIANS? THE CHINESE? ONLY THE
UNITED STATES HAS THE POTENTIAL...TO
LEAD IN THE ERA BEYOND PEACE. IT IS
A GREAT CHALLENGE FOR A GREAT
PEOPLE."**

**PRESIDENT NIXON WAS RIGHT.
THE UNITED STATES MAY BE AT PEACE,
BUT EVENTS IN NORTH KOREA, BOSNIA,**

**AND ELSEWHERE REMIND US THAT
DICTATORS STILL EXIST, THAT
AGGRESSORS WHO ARE NOT STOPPED
WILL ONLY GROW MORE BRAZEN AND
MORE BLOOD-THIRSTY, AND THAT
AMERICAN LEADERSHIP IS STILL
REQUIRED.**

**WHEN AMERICA'S INTERESTS ARE
AT STAKE, WHEN FREEDOM IS
THREATENED, THEN, LIKE IT OR NOT, WE**

ARE THE ONLY "COP ON THE BEAT."
AND WE MUST LEAD. BECAUSE WHEN
AMERICA LEADS, LIFE GETS CHANGED
FOR THE BETTER-FOR NOT JUST THE
AMERICAN PEOPLE...BUT FOR ALL PEOPLE
AROUND THE WORLD.

THANK YOU.