

DRAFT #2 - 8/30/94

Contact: Mo Taggart
703/684-7848
Jo-Anne Coe
703/845-1714

SENATOR DOLE SCHEDULE - AUGUST 31, 1994 - MICHIGAN

WEDNESDAY, AUGUST 31, 1994

^{10:15}
~~10:55~~ am DEPART Capitol for National Airport
Driver: Wilbert

10:25 am ARRIVE National Airport and proceed to departing aircraft
FBO: Signature
703/419-8440

10:30 am DEPART Washington for Grand Rapids, MI/Kent County Airport
FBO: AMR Combs
Aircraft: Falcon 50
Tail number: 144AD
Flight time: 1 hour 35 minutes

Pilots: Dan Cooley
John Carner
Seats: 9

Manifest: Senator Dole
Mike Glassner
Contact: Glenda
313/941-6520

12:05 pm ARRIVE Grand Rapids, MI
FBO: AMR Combs
616/949-5000
Met by: Spence Abraham
Scott Matter
616/957-0100

12:10 pm DEPART airport for Fundraising Luncheon for Spence Abraham
Drivers: Damon Wade
Stuart Larkins
Drive time: 15 minutes
Location: Gainey Transportation
6000 Clay Avenue

WEDNESDAY, AUGUST 31, 1994

PAGE TWO

12:25 pm ARRIVE Gainey Transportation
616/530-8551

Met by: Betsy DeVos, RNC Nat'l Committeewoman
Harvey Gainey, CEO, Gainey Transportation
Chuck Yob, RNC Nat'l Committeeman

12:30 pm- ATTEND/SPEAK Fundraising Luncheon for Spence Abraham

1:15 pm

Location:

Attendance: 15-20 @ \$1,000 per person

Event runs: 12:30 - 1:30 pm

Press: Closed

Facility:

Format:

Harvey Gainey gives welcome

Chuck Yob introduces Spence Abraham

Spence Abraham gives remarks

Betsy DeVos introduces Senator Dole

Senator Dole gives remarks

Harvey Gainey closes

Contact: Sandy Baxter
810/907-6136

1:15 pm DEPART Gainey Transportation for Grand Rapids Press Club

Driver: Betsy DeVos

Drive time: 5 minutes

Location: 188 Monroe Street

1:20 pm ARRIVE Grand Rapids Press Club
616/774-4445

1:20 pm- PRESS AVAIL

1:47 pm

Location:

Format: 1:20 pm Spence Abraham gives remarks

1:22 pm Spence Abraham introduces Senator Dole

1:23 pm Senator Dole gives remarks

1:35 pm Q & A

1:47 pm DEPART Press Avail for RNC National Finance Committee Meeting

Driver: Betsy DeVos

Drive time: 30 minutes

Location: Rich DeVos Home
1025 South Shore Drive
Holland, MI

WEDNESDAY, AUGUST 31, 1994

PAGE THREE

2:17 pm ARRIVE DeVos Residence
616/676-6222

2:30 pm- ATTEND Private Meeting with Congressman Gingrich, Haley Barbour,

3:00 pm Governor Engler, Rich DeVos and Jay VanAndel

Format: Informal Discussion

3:00 pm- ATTEND/SPEAK RNC National Finance Committee Meeting

4:00 pm Attendance: 11

Event runs: 2:30 - 4:00 pm

Press: Closed

Facility: Conference table

Format: 3:00 pm John Moran introduces Betsy DeVos

3:04 pm John Moran introduces Haley Barbour

3:05 pm Haley Barbour gives slide presentation

3:24 pm Haley Barbour introduces Senator Dole

3:36 pm Senator Dole gives remarks

3:44 pm Haley Barbour gives remarks

3:51 pm Q & A

4:00 pm Meeting concludes

Contact: Mary Heitman

202/863-8720

4:00 pm DEPART DeVos residence for Holland airport

Driver: Mark Kramer, State Party

Shelley Stahl 517/487-5413

Drive time: 15 minutes

4:15 pm ARRIVE airport and proceed to departing aircraft

FBO: Tulip City

800/748-0515

616/392-7831

WEDNESDAY, AUGUST 31, 1994

PAGE FOUR

4:30 pm DEPART Holland, MI for Detroit

FBO: Signature
313/942-4855
Aircraft: Challenger (UST)
Tail number: N23SB
Flight time: 35 minutes
Pilots:
Seats: 15
Meal: None
Manifest: Senator Dole
Cong. Gingrich
Barry Hutchinson
John Moran
Haley Barbour
Mary Heitman
Kirk Blalock, staff
Robert Barrett, UST Rcp
Mike Glassner
Chris Swonger, UST Rep

Contact:

5:05 pm ARRIVE Detroit, MI

FBO: Signature
313/942-4855

5:15 pm DEPART airport for RNC National Finance Committee Meeting

Driver: Provided by Ritz Carlton
Debbie McKinney
313/441-2000
Drive time: 15 minutes
Location: Ritz Carlton Dearborn
300 Town Center Drive

5:30 pm ARRIVE Ritz Carlton Dearborn

5:30 pm- ATTEND Private Meeting with Congressman Gingrich, Haley Barbour,

6:15 pm Governor Engler and Alex Trotman, Chairman Ford, Tom DeNomme, VP
Chrysler, and Harry Pearce, VP General Motors

Location: Salon 6
Format: Informal Discussion

WEDNESDAY, AUGUST 31, 1994

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6:30 pm- ATTEND RNC National Finance Committee Reception

Location: Plaza Room
Attendance: 18-20
Event runs: 6:30 - 7:30 pm
Press: Closed
Facility: To be determined
Format: 6:30 pm Governor Engler introduces Max Fisher
6:34 pm Governor Engler introduces Haley Barbour
6:35 pm Haley Barbour gives slide presentation
6:55 pm Haley Barbour introduces Senator Dole
6:56 pm Senator Dole gives remarks
7:05 pm Haley Barbour introduces Congressman
Gingrich
7:06 pm Congressman Gingrich gives remarks
7:15 pm Haley Barbour gives remarks
7:22 pm Q & A
7:30 pm Meeting concludes
Contact: Mary Heitman
202/863-8720

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313/942-4855

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8:00 pm DEPART Detroit for Washington, DC/National

FBO: Signature
Aircraft: Challenger (UST)
Tail number: N23SB
Flight time: 1 hour
Pilots:
Seats: 15
Mcal: None
Manifest: Senator Dole
John Moran
Haley Barbour
Barry Hutchinson, staff
Mary Heitman, staff
Kirk Bialock, staff
Robert Barrett, UST Rep
Mike Glassner
Chris Swonger, UST Rep
Cancer patient maybe on board

Contact:

9:00 pm ARRIVE Washington, DC/National

FBO: Signature
703/4198440

9:05 pm DEPART airport for Watergate

Driver: Wilbert

9:20 pm ARRIVE Watergate

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Driver: Wilbert

9:20 pm ARRIVE Watergate

Bios

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.)

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.)

Abraham Camp.

AUG. -30' 94 (TUE) 14 06 GAINNEY TRANSPORT 0

TEL 616 530 6064

P. 002

EVENT HOSTS

Gainey Executives & Their Titles

GAINEY CORPORATION

Harvey N. Gainey - Chairman

Larry Carrier - V.P. of Finance

GAINEY TRANSPORTATION SERVICES, INC.

Larry Thomas - V.P. of Equipment & Driver Personnel

Anthony Russo - V.P. of Marketing

Ronald Joseph - V.P. of Operations

Charles Noordyke - Controller

Brent Jordan - Manager - Operations

Steve DeRoeck - Manager - Operations

+ Others

Possibly John Miller, Miller Energy - Kalamazoo

/jlw

MEMORANDUM

August 30, 1994

TO: SENATOR DOLE
FR: BILL THORNE, NRSC
RE: Michigan Briefing Paper

RACE UPDATE:

1. Spence Abraham won a convincing and hard fought primary campaign on August 2 against GOP activist and Detroit talk-show host Ronna Romney, 52% to 48%. With just five days to go until the election, Romney continued to hold anywhere from a four to an eight point lead in the polls. However, Abraham's strong organization -- particularly in Western Michigan -- provided him with the margin of victory.

2. Nine-term Congressman Bob Carr won a close race, beating his closest opponent by just 5,589 votes. His five opponents accumulated 497,446 votes to Carr's 158,727. Although the front-runner throughout the campaign, Carr was weakened by negative attacks by his opponents, particularly the charge that the vast majority of his campaign funds were from PACs and special interest groups.

3. This is expected to be a high energy, expensive, and most likely hard-hitting race. Abraham will tie Carr with Sen. Riegle, Bill Clinton and the national Democrats while Carr will try to paint Abraham as a far-right conservative political "insider" operative. You will be interested to know that when Clinton visited Michigan after the primary, he specifically saluted Carr for having "cast the deciding vote for our economic program last year." That direct quote appeared all over Michigan.

Abraham is working very hard to re-build his depleted campaign funds and is fully committed to prioritizing his fundraising efforts in the weeks ahead.

4. Michigan hasn't had a Republican senator since 1978 when Robert Griffin lost to Carl Levin. Statewide, Republican's fared poorly in statewide races until the surprise election of Republican Governor John Engler in 1990. Although controversial, Engler has proven to be an effective and resilient leader for both the state and the Republican Party. Indeed, the enormous rifts that resulted from the primary battles of 1988 between the party regulars and the insurgent Robertson/Christian Coalition delegates have not reappeared during this election cycle. The party appears unified and prepared for the tough re-election campaign for Governor Engler and Abraham's race for the open Senate seat.

5. President Bush attended a Michigan Republican Party fundraiser on Mackinac Island August 14, attended by both Governor Engler and Abraham. The proceeds -- approximately \$50,000 -- went to the state party for their voter turn-out program.

6. During the Republican primary, Abraham ran negative ads against Ronna Romney, calling her "socialite Ronna Romney" and accusing her of being shallow on the issues. Those ads upset a lot of women and he is going to need those votes in the general election to defeat Carr. It is likely that Carr will use this same commercial against Abraham later in the campaign to further alienate women against him.

7. Bob Carr recently received \$48,500 at a San Juan, Puerto Rico, fundraiser. Carr, who chairs the transportation appropriations subcommittee, was instrumental in the House passage of \$10 million for a mass transit project, known as El Tren Urbano, on the island. The June fundraiser was hosted by Puerto Rico Gov. Pedro Rossello. Carr is a supporter of Rossello's bid for statehood for Puerto Rico.

8. Abraham and Carr have been very active in raising money for their race, but they have done it in very different ways. Carr relies mostly on large donations from out-of-state residents and special interests while Abraham gathers most of his money from Michigan residents. Highlights of Carr's fundraising, according to a Gannett News Service analysis: Nearly one-third of his contributions this year have come from PAC's, 91% of Carr's individual contributors gave more than \$200 each and he received 61% of his large individual contributions from residents of other states during the first six months of this year.

POLLING INFORMATION:

EPIC/MRA (8/14-19/94)

BALLOT	W/Out Leaners	W/Leaners
Abraham	36%	39%
Carr	36	41

NAME I.D.	Abraham	Carr
Favorable	26%	28%
Unfavorable	16	21

Market Strategies (8/17-19/94)

BALLOT

Abraham	38%
Carr	42

FINANCIAL INFORMATION:

Candidate	Raised 7/13	PAC \$	3rd Quarter
Abraham	\$1,455,269	\$30,925	\$56,981
Carr	NA	NA	\$102,753

**** NOTE:** The campaign ended the primary with \$0 COH.

MICHIGAN POLL UPDATE



BROUGHT TO YOU BY THE NATIONAL REPUBLICAN SENATORIAL COMMITTEE

August 25, 1994

MICHIGAN RACE - DEAD HEAT ABRAHAM CONTINUES GAINING MOMENTUM

An Epic/MRA survey of 600 people taken August 14 - 19, 1994 with a margin of error +/- 4% reveals that in the race for retiring Senator Don Riegle's seat, Republican Spence Abraham and Democrat Bob Carr are tied: 39%-41%.

<u>Candidate</u>	<u>Epic/MRA</u> <u>8/14-8/19</u>	<u>PMR</u> <u>7/25-7/27*</u>
Spence Abraham (R)	39%	32%
Bob Carr (D)	41%	39%

Spence Abraham has gained 5 points in just three weeks.

There are many other factors indicating Bob Carr has a tough race ahead:

- Carr barely won the Democrat primary with only 24% of the vote. **More than three quarters of all voting Democrats voted against Bob Carr.**
- Early primary polls showed Carr with 22% of the Democrat vote. He finished with 24% - **a gain of only 2 points during the primary season.**
- Spence Abraham received almost twice as many actual votes than Bob Carr in their respective primary elections (291,388 to 156,727).
- Carr was elected with only 48% of the vote in his last race for the House of Representatives.
- Carr has voted with President Clinton over 75% of the time. *The Oakland Press* reported on August 7 that Bob Carr provided the "key vote" for Clinton's record tax increase in 1993. **Clinton has a 61% negative job rating in Michigan.**

For more information on the Michigan Senate race or the Abraham campaign, please call Joe Quigley at 202/675-6185.

* Political Media Research, taken 7/25-27/94

Spence Abraham for U.S. Senate

Talking Points

- Spence has momentum coming out of the primary. Spence received 2 times the number of votes as Congressman Bob Carr. Carr limped out of a weak Democrat field.
- Spence is a conservative: He supports a balanced budget amendment and the line item veto.
- Spence would have voted against the Crime Bill.
- Our latest polling shows Spence in great shape. Internal Abraham/NRSC polls show Carr with a slim 42 - 38 lead. Public polling shows Carr with a 41- 39 lead.
- Despite being in the public spotlight for over 20 years, Congressman Carr still has no base. His name ID is only 72%, while Spence, who has never held public office, has name ID of 63%.
- Bill Clinton defined Bob Carr best when he credited Bob Carr with casting the "key vote" for his record tax increase.
- The voters of Michigan don't want to promote another Don Riegle to the United States Senate.

TALKING POINTS: CONGRESSMAN BOB CARR

- Bill Clinton credits Bob Carr with casting the "key vote" for his record tax increase.
- Bob Carr's support for Bill Clinton was 74% in 1993 and is 79% this year. The more Bob Carr sees of Bill Clinton the more he likes.
- Bob Carr won't accept Spence Abraham's challenge not to accept PAC money from those who have business before his committee.
- According to the Free Press, 74% of of Bob Carr's money in 1994 came from out of state.
- Congressman Bob Carr opposed NAFTA, the balanced budget, term limits and the line item veto

Spencer Abraham

Candidate for the United States Senate

Family...

Spencer Abraham was born June 12, 1952 in Lansing, Michigan to Edward and Julie Abraham. As the second generation of an immigrant family, Abraham was raised on traditional family values that have been central to shaping his life and character. His parents also imparted a sense of responsibility and duty to God, family and country that have proven to be the cornerstone of his life.

Abraham's grandparents came to America without money in their pocket but a hope and dream for a better future for their family. Abraham's father, "Eddie" as he was fondly called, was a member of the UAW and worked on the line at the Lansing Oldsmobile plant for nearly twenty years to provide for his family. Thereafter, Eddie and Julie Abraham opened a "mom & pop" retail store in Lansing. Abraham and his two sisters were frequently called into service at the family-run clothing store.

The Abrahams lived to see their son graduate from Michigan State University and Harvard Law School.

The Hershey family background is similar to the Abraham family. Jane's father, Robert Hershey, was a member of the UAW and worked in the Chrysler Plant in Trenton for forty years.

The Hersheys still live in Warren. The Abrahams reside nearby in Auburn Hills, Michigan.

Education...

Not surprisingly, Abraham was elected junior class president and eventually student body president at East Lansing High School. Abraham later went on to graduate with honors from Michigan State University and then Harvard Law School.

While at Harvard, Abraham was concerned with the overwhelming representation and influence of only liberal ideas that were reflected in no less than seven university-funded law reviews. When Abraham approached the university about funding for an alternative conservative journal he was flatly denied. Abraham was not discouraged and pressed on to secure private funds for the first issue of the Harvard Journal of Law and Public Policy.

The Journal, that began with only 20 writers and was only accepted in a few law libraries in the mid 1970s, is now the second most-widely read law review in the United States. Abraham still serves as President of the corporation that publishes the Journal.

Early career...

Out of law school, Abraham served as assistant professor at Michigan State University.

Spence Abraham married Jane Hershey, formerly of Warren, Michigan, in January of 1990. Jane and Spence became the proud parents of twin baby girls, Julie and Betsy Abraham, in June of 1993.

Michigan Republican Party. Abraham, who was only 30 years old at the time, won the election and went on to serve four terms as the youngest elected Chairman in the State Party's history.

Spence Abraham

Abraham • 2

Leadership...

Spence Abraham served his four-term tenure as Chairman of the Michigan Republican Party from 1983-1991. When he first arrived on the job, Abraham found that the Michigan Republican Party was in disarray. The Republican Party had lost the Governor's office, was the minority in both the State House and the State Senate and had lost ground throughout the state. In addition, the Party was in debt for nearly \$500,000. Abraham soon learned that managing the State Party was much like running the family business of years ago -- many hours of hard work and making payrolls were all a part of the job.

Abraham used his excellent leadership and organizational skills to re-design the entire State Party and to re-build itself from the grassroots up.

Abraham was successful in quickly eliminating the Party's debt and putting the organization into a surplus situation. Further, under Abraham's direction, the Party helped to secure the 1985 Republican majority in the State Senate.

Abraham is also widely credited for convincing William Lucas, the former Wayne County Executive, to switch from the Democratic to Republican Party. Though Lucas ran unsuccessfully for Governor in 1986, Abraham positioned the Party to help then-Senate Majority Leader John Engler to win the Governor's race in 1990.

Abraham's grassroots efforts further paid off with the co-majority rule Republicans now enjoy in the Michigan State House of Representatives.

The Michigan Republican Party, under Abraham's outstanding leadership, had become the majority rule and was viewed as one of the leading organizations nationally.

Abraham was dubbed by columnist Hugh McDermid of the Detroit Free Press as "some kind of wunderkind" who "through a combination of brains, organizational skills, energy and good timing, seems to have made a roaring success out of the state chairmanship." An edition of Detroit Monthly magazine referred to Abraham as an "organizational genius" and later as "the major source of strength and unity within the Republican Party."

Abraham gained national prominence through his many successes at the Michigan Republican Party -- which led Vice President Dan Quayle to invite him to serve as Deputy Chief of Staff in January of 1990.

Abraham served in the White House, while simultaneously completing his tenure with the Michigan Republican Party. In the White House, Abraham participated in high level strategy sessions and was a quick study of domestic, international and political issues and activities.

Abraham was a member of the Administration during the Gulf War and grew in his appreciation and understanding of the need for lasting peace in the Middle East. Abraham is pleased to have served with the Administration which initiated and helped to bring about the recent treaty between feuding nations in the Middle East.

Abraham was later recruited to serve as Co-Chair of the National Republican Congressional Committee (NRCC). Abraham met with unprecedented success at the NRCC, wherein the 1992 election saw a Republican gain of 10 seats while its Republican President was being defeated.

Abraham is currently Of Counsel at the law firm of Miller, Canfield, Paddock and Stone in Detroit.

Philosophy...

Spence Abraham is a conservative who balances philosophy with practical management. Abraham's leadership and organizational skills serve him well as he organizes his campaign with thousands of volunteers working at the grassroots level. He is the candidate with the best balance of leadership, intelligence, political experience, toughness, integrity and "fire in the belly" required to win Michigan's United States Senate seat.

Spence Abraham will be an advocate for more personal empowerment and private sector solutions to our challenges in the economy, education, welfare, health care and other critical areas. Spence Abraham does not believe that increased government controls, government intervention and government largesse bring about efficiency or ultimate solutions.

Abraham believes that people do best with government out of their lives and when given the opportunity and empowerment to succeed on their own. Like his immigrant grandfather before him, Abraham believes that America is the greatest land in the world and that the American Dream beckons each of us and that we have the responsibility to inspire others to achieve it.

HOTLINE 8/16/94

*9 MICHIGAN: BUSH REPAYS SOME OLD POLITICAL DEBTS

Ex-Pres. George Bush was at a GOP fundraiser for ex-MI GOP Chair Spencer Abraham (R) and Gov. John Engler (R). About 50 party activists and business leaders paid \$1,000 apiece to "mingle" with Bush. Bush: "I think these two races are of national importance, and I think the whole nation is going to be watching them. I have several regrets, but one regret I have is that I never controlled in either house of the Congress when I was president of the United States. Now we have a chance to get if not total control of the United States Senate, certainly working control" (Davis, DETROIT FREE PRESS, 8/15). Bush: "The Michigan seat is very winnable." Abraham, referring to Bush's appearance as an "asset" for GOPers: "People have the ability to compare his presidency with Bill Clinton's and a lot of them have become convinced of what we already knew -- that (Bush) deserved another four years in the White House." Bush also noted that his appearance was "in partial repayment of political debts." Engler aided Bush in his '88 and '92 bids and Abraham was Dan Quayle's deputy chief of staff (AP/DETROIT NEWS, 8/15). Dem: Rep. Bob Carr (D-08). Sen. Don Riegle (D) is retiring.

THE SUNDAY OAKLAND PRESS

August 7 1994

Clinton's Detroit visit helps unify Dems

By FRANK J. BUNKER
Of the Oakland Press

DETROIT — Less than a week after a bitter state primary election, President Bill Clinton visited the Motor City Saturday to help Michigan Democrats kick off the fall campaign.

Described as the "Happy Warrior" by local Democrats, the president's call for party unity was one that was most welcome, said Alice Peterson of Rochester Hills.

"The president is here to help the party out, and this is the party that wants to help all the people out," Peterson said. "The Democrats know that what affects one member of the community affects us all. The president also understands this is a society where all of its members are interdependent."

Peterson volunteers to help Democratic causes, including Saturday's fundraiser at the Westin Hotel in Detroit's Renaissance Center.

Clinton gave a rousing

SEE CLINTON/A-9



The Associated Press

President Clinton is applauded by (from left) Bob Carr, Carl Levin, Dennis Archer, Howard Wolpe at Democratic reception

CLINTON

FROM PAGE A-1

In local visit, president endorses Carr in Senate race, Wolpe for governor

endorsement to gubernatorial candidate Howard Wolpe and U.S. Senate hopeful Bob Carr.

The president said he would need a "Governor Wolpe" and a "Senator Carr" to advance his health-care, economic, and anti-crime programs. He also said he had personal reasons for appearing in Detroit to endorse the two candidates.

Howard Wolpe was the first member of the Michigan delegation to endorse me when I campaigned in the Michigan primary in 1992," Clinton said. "In 1993, Bob Carr delivered the key vote that made the economic package pass."

After the president's address, Wolpe, who represented a district around Kalamazoo in the U.S. House of Representatives in 1992, said he welcomed the president's endorsement for his bid to run against

"The president's message was one stressing the importance of unity," Wolpe said. "That vision of unity is one he and I share. I represented a district that was traditionally not-ribbed Republican. We need to get problems solved that cross party lines. The people of Michigan are sick and tired of labels."

About 2,000 people attended the speech, organizers said. The \$200 per person fund-raiser was followed by a \$1,500 per plate private dinner with the president and Michigan's Democratic delegation.

State Rep. Maxine Borman, of Southfield, wore a red sign with black letters over the front of her dress. The sign read, in part, "I was threatened by Gov. John Engler."

"The sign is meant to be a joke, but what it means is no joke," Borman said. "His signature appeared over a letter mailed to many of the more than 100 people in this room."

"It read that if they contributed any money to the Democratic campaign, it would be interpreted as an act of aggression. This is a free country. Contributing to a political

Clinton's endorsement.

"I'm going to run with the president," Borman said. "He's taken a lot of gutsy positions and stuck for them. In truth, that's what politics and leadership are all about."

Clinton's speech emphasized the importance of continuing the changes initiated by the first Democratic administration in 12 years.

The room became hushed as the president, who spoke without notes, described his arrival at Selfridge Air National Guard Base near Mount Clemens.

"I was met at the airport by a woman who told me how her husband was murdered as the result of an incident at work," Clinton said. "Afterward, she received a \$24,000 emergency room bill. He didn't have health insurance."

Clinton said the plight of Linda Roster Clark of Flint demonstrated the need for swift action in Congress on both crime and health reform. He accused critics of Democratic health care plans of trying to deny all Americans the benefits they

Long-distance backers send Carr some hefty gifts

**Candidate receives \$48,500
from Puerto Rico after he
votes for transit project.**

By George Weeks
The Detroit News

LANSING — U.S. Rep. Bob Carr has a rewarding link with Puerto Rico, where 43 people wrote \$1,000 checks for his Senate race in Michigan — 1,900 miles from their island.

The reason is a \$1-billion transit project known as El Tren Urbano, Puerto Rico's first urban train.

Backers of the proposed rail system helped raise \$48,500 at a San Juan fund-raiser for Carr, who was instrumental in the House passage of \$10 million for the commonwealth's project. He chairs the transportation appropriations subcommittee.

The June reception was hosted by Gov. Pedro Rossello, who wants Tren Urbano like former Detroit Mayor Coleman Young wanted the People Mover. In turn, Carr backs Rossello's bid for Puerto Rican statehood.

Carr's island contributors include contractors, architects, engineers and others involved in construction and real estate. Among the \$1,000 contributors was well-connected Eduardo Molinari, whose firm is involved in designing the project and who is a close friend of Rossello's. Another 11 donors gave \$500 each.

State Sen. Lana Pollack, who trails front-runner Carr in polls for the Democratic nomination to be decided next Tuesday, says fund-raising off the U.S. mainland underscores her beefs about Carr's war chest:

■ 74 percent of his 1994 money came from from outside Michigan.

Please see CARR, 4B

CARR

Continued from Page 1B

■ 32 percent came from transportation interests.

"It is hard to imagine that Bob Carr got this money for nothing. There's got to be a trade somewhere," said Mike Shore, campaign manager for Pollack.

Carr responds that more than 72 percent of his donations come from

individuals, and all of the projects approved by the subcommittee he chairs meet a tough "investment-based" merit test. There's no doubt that Tren Urbano is a big deal for Puerto Rico, backed by the Federal Transit Administration.

Carr's fund-raising record is about like that of retiring Sen. Donald Riegle, D-Mich., and others on Capitol Hill. Biggest bundles come from those doing business with his committee.

The Detroit News Michigan SECTION B • THURSDAY, JULY 28, 1994



Puerto Rico deal helps Carr get \$4.
George Weeks tells how congressmen
pushed bill to fund urban train pro
Page 3B

The Detroit News

Metro

OAKLAND COUNTY EDITION

SECTION B • MONDAY, AUGUST 29, 1994 •

Can Carr drive away from shadow cast by Riegle?

In race for Senate, Abraham is trying mightily to portray the Democratic nominee as a clone.

By Kathy Barks Hoffman
Detroit News Staff Writer

LANSING — U.S. Sen. Don Riegle saw his political future flash before his eyes last September as he sat on the state Capitol steps during an anti-NAFTA

rally. A sharp-talking Ross Perot drew unintentional gaffaws by poking fun at the "regalite" of politicians, and had to explain he meant R-E-G-A-L, not R-I-E-G-L-E.

At the time, a small plane overhead pulled a "Remember the Keating 5 — Dump Riegle" banner. Some in the crowd were openly hostile toward Michigan's senior senator. Ten days later, Riegle announced on the U.S. Senate

floor that he wouldn't seek a fourth term.

Riegle and the taint from a savings and loan scandal that engulfed the 50-year-old senator remain a factor in this fall campaign for his seat. Republican candidate Spencer Abraham is trying to paint Democratic U.S. Senate nominee Bob Carr as a Riegle clone.

"If you like Don Riegle, you'll love Bob Carr," Abraham campaign manager

Mike Hudome said last week. "In many ways, Bob Carr is Don Riegle's little brother."

Also on the Nov. 8 Senate ball: Libertarian candidate Don Conn, National Law Party candidate Chris Weigel and Workers World Party candidate William Roundtree.

Supporters of Carr, a veteran con-

PHOTO BY RICHARD J. JONES



U.S. Sen. Don Riegle saw the handwriting on the wall.

RIEGLE

Continued from Page 1B

congressman from East Lansing, dismiss much of the comparison — noting that Riegle and Carr long have differed on family leave, the Brady bill and labor issues. The comparison is an example of Abraham's taste for nasty campaigns, according to Carr campaign manager Jack Weeks.

"Spence Abraham wants to run against Don Riegle. He wants to run against Bill Clinton. Bob Carr wants to run for the people of Michigan," Weeks said. "The sooner they realize they're running against Bob Carr, the better off they'll be."

Riegle, who won a seat in the

U.S. Senate in 1976 after 10 years in the U.S. House, remained publicly neutral during the six-way Democratic primary. Winner Carr did receive \$1,000 from the Riegle for Senate Committee in January and several Riegle staffers worked on Carr's campaign, including Bill Wenzell, a Detroit-based Senate aide who acted as a field coordinator for Carr.

But other Riegle staffers worked for Lana Pollack, one of Carr's primary opponents.

Riegle now strongly urges supporters to help Carr beat Abraham in a race pollsters show as a dead heat. How much more Riegle jumps in depends a lot on Carr.

"Carr will take Riegle's endorsement, but I don't think he'll brag about it. I wouldn't look forward to

Don Riegle doing any ads for Bob Carr," said political consultant Tom Shields, who advises the Abraham campaign.

The Senate Ethics Committee chastised Riegle and four other lawmakers after finding they met in 1987 with federal regulators about Charles Keating's failing Lincoln Savings and Loan Association. All had accepted contributions from Keating and his associates.

Riegle returned \$78,250 after The Detroit News revealed the contributions, but Lincoln was on its way to becoming the nation's costliest bailout — hitting taxpayers for \$2.6 billion.

Campaign manager Weeks said he didn't know if Carr and Riegle have discussed what campaign role the senator might play.

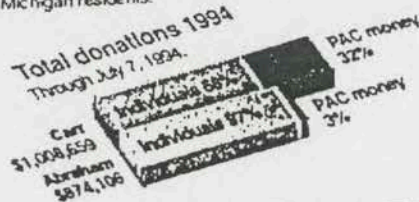


Lansing State Journal

SUNDAY
August 28, 1994
\$1.50

Money & politics: Michigan Senate Race

The two candidates in Michigan's Senate race are raising similar amounts of money, but they're doing so in very different ways. Rep. Bob Carr, D-East Lansing, relies mostly on large donations from out-of-state residents and special interest groups, known as PACs or political action committees. His GOP opponent, Spence Abraham, gathers most of his money from Michigan residents.



Out-of-state donations

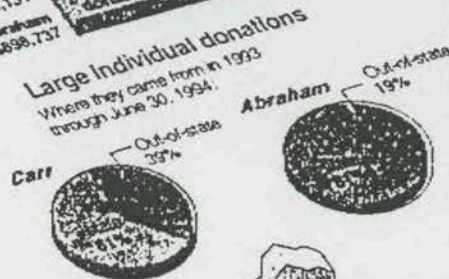
The largest donations made from outside Michigan in 1993 through June 30, 1994:

To Carr

1. Florida
2. Virginia
3. Texas
4. Wisconsin
5. California
6. Illinois

To Abraham

1. California
2. New York
3. Florida
4. Illinois
5. New Jersey
6. Ohio



Michigan donations

The largest donations made from within Michigan in 1993 through June 30, 1994:

To Carr

1. Bloomfield Hills
2. Southfield
3. Birmingham
4. Grosse Pointe
5. Ann Arbor
6. Troy

To Abraham

1. Bloomfield Hills
2. Grand Rapids
3. Grosse Pointe
4. Birmingham
5. Midland
6. Lansing

Abraham, Carr funds show big difference

By WENDY KOCH
State Journal Correspondent

WASHINGTON — Rep. Bob Carr headed south this year to give his U.S. Senate campaign a boost.

The Democrat picked up \$45,392 from people in Florida, each of whom donated more than \$200 by the end of June. He also got \$38,729 from Virginians and \$38,854 from Texans.

But in his home base of East Lansing, where many students live, he pocketed only \$2,752 in similarly large donations. Strange?

Hardly. In the world of money and politics, there are few real surprises. And Michigan's Senate race is not one of them. Instead, it tells a classic tale of fundraising — membership has its privileges.

On one side is Carr, a nine-term House member who now chairs the powerful House Appropriations Committee's panel on transportation. He doles out millions of federal dollars every year for roads, bridges and highways nationwide.

On the GOP side is Spencer Abraham, who, despite his savvy political credentials as former top aide to Vice President Dan Quayle, is running for his first elective office.

Sources: Federal Election Service, GNS research

Gannett News Service

See MONEY, Page 2A

2A

Nation/World

Lansing State Journal ■ Sunday, Aug. 28, 1994

Money: It's definite factor in Michigan race for U.S. Senate

From 1A

To win in November, each is diligently raising money. But, as befits their backgrounds, they're doing so in very different ways, according to a Gannett News Service computer analysis of Federal Election Commission records.

The analysis reveals that Carr relies mostly on large donations from special-interest groups and out-of-state individuals. In contrast, Abraham gets most of his money from Michigan residents. It shows the campaigns' heavy hitters.

■ **Special-interest groups.** Nearly one-third of Carr's contributions this year have come from political action committees, or PACs, compared to 3 percent for Abraham.

■ **Wealthy individuals.** Most, 91 percent, of Carr's individual contributors gave more than \$200 each this year. In Abraham's case, 75 percent did so. Abraham had a greater number of small contributors, who donated an average of \$59 between April and July 13. For Carr, they gave an average of \$94.

■ **Out-of-state residents.** Carr got 61 percent of his large individual contributions from residents of other states during the first six months of this year. Abraham got 19 percent. Florida and California

were big players.

■ **Wealthy Michigan communities.** Each candidate tapped the same areas for support. Bloomfield Hills, Grosse Pointe and Birmingham were among the state's most generous areas.

■ **Fund-raisers.** Carr got half of his Florida money this year in one day, May 26. Abraham picked up more than half of his California donations on June 21.

These findings don't surprise Josh Goldstein, project director at the Center for Responsive Politics, a nonpartisan group that tracks donations. They highlight how Carr, unlike Abraham, can easily tap PAC and out-of-state money.

"He is a sitting incumbent and one of the House's 13 cardinals," Goldstein said. A "cardinal" is someone who chairs an Appropriations subcommittee. "He's very powerful."

Goldstein said large contributors want access. "They want to be able to influence an influential member."

Some of the money raises questions about allegiance, he said. "If the money's coming from out-of-state, obviously the contributors are not constituents."

Carr's staff argues there's nothing nefarious involved, saying the lawmaker simply has friends in many places.

"People are very interested in

Bob Carr," said his campaign manager, Jack Weeks. "He's lived a lifetime of national politics. He's recognized across the country as an effective leader."

Weeks argues Carr that took a lot of out-of-state donations this year because he competed against five other Democrats in the primary and thus Michigan funds were divided. Now that Carr's the Democratic candidate, Weeks expects in-state donations will rise.

But Carr, even before the Senate race, got hefty out-of-state money. Last year, it accounted for two-thirds of his large individual contributions.

Carr's not alone this year, though, in looking beyond his state's borders. In the Virginia Senate race, GOP candidate Oliver North has picked up 81 percent of his large individual donations from out of state. His Democratic opponent, Sen. Charles Robb, has pulled in 74 percent the same way.

When a race is tight, candidates often go elsewhere for funds, said Ken Klein, spokesman for the Democratic Senatorial Campaign Committee. "It's among the top two open competitive races in the nation." The other is Ohio.

How much money will each candidate need?

Carr won't say, but Abraham's campaign manager, Mike Hu-

dome, estimates his boss will need another \$3 million. Each candidate already has raised more than \$1.3 million. The hotly contested Florida Senate race in 1986 ultimately cost each side \$7 million.

For Carr, and many Democratic incumbents, PACs play a sizable role.

Democrats get far more money from special-interest groups than Republicans, because they've controlled Congress for most of the last four decades, said Michael Mawbe, a legislative analyst for Common Cause.

"It's not necessarily because Republicans have richer friends," he said.

PAC money tends to increase with seniority. Majority Whip David Bonior of Michigan is a good example. PAC's account for 74 percent of the money he's raised since last year.

A good chunk of Carr's PAC donations come from transportation-related groups, including Northwest Airlines, United Airlines and Federal Express.

Republicans, especially challengers, have less access to PAC money so it's easy for them to say they won't take much. "They try to make a virtue out of vice," Mawbe said.

But PAC money, if available, is enticing because it comes easy,

Candidates have local ties

By WENDY KOCH
State Journal Correspondent

WASHINGTON — Michigan's Senate candidates both claim close ties to the Lansing area.

The Republican, Spencer Abraham, was born in Lansing. His father, a United Auto Workers member, worked at the Lansing Oldsmobile plant for nearly two decades. His parents later opened a small retail store in town.

The Democrat, Rep. Bob Carr, considers East Lansing his home base and has represented the entire area for nearly 18 years in the U.S. House of Representatives.

But, when it comes to money, Abraham's ties have proved more lucrative.

The GOP candidate got \$12,500 in large donations from Lansing residents during the

first six months this year. Each donation was more than \$200. He got another \$5,700 from large contributors in East Lansing.

Carr picked up only \$1,200 from Lansing and \$2,751 from East Lansing.

He got more money, however, from small contributors in each town, those giving \$100 or less.

From January until July 13, 40 Lansing residents contributed a total of \$1,329, averaging \$34 each, to his Senate campaign. Another 48 people from East Lansing gave \$2,554 collectively, an average of \$53 each.

Abraham has received a greater number of small donations than Carr, but his campaign did not itemize the contributors' addresses, so a comparison is impossible.

In contrast, it takes a lot of work and resources to attract small contributors, those giving \$200 or less. To reach them, candidates often use costly direct-mail campaigns.

Yet small donations are a campaign's cleanest money, said

Mawbe. They tend to come from people who give because they believe in someone, not because they expect something in return.

Large donations, whether from individual, often carry an expectation, says Goldstein.

RNC-Cr. Rapids

As of 8/29/94
7:00 p.m.

MEETING TIMELINE
National Finance Committee -- Michigan Meetings
August 31, 1994

Location: Residence of: Rich DeVos
1025 South Shore Drive
Holland, MI
616-676-6222 (Jan contact person)

2:30 p.m. Private Meeting Begins - Republican Communications Center
Attending: Senator Bob Dole
Governor John Engler
Congressman Newt Gingrich
Chairman Haley Barbour
Rich DeVos
Jan VanAndel (pending)

2:55 p.m. Meeting Concludes

3:00 p.m. Western Area Michigan (Betsy DeVos) Meeting Begins (approx. 15-20)

3:01 p.m. John Moran introduces and thanks Betsy DeVos.

3:02 p.m. John Moran introduces Governor John Engler.

3:04 p.m. Gov. Engler introduces Haley Barbour.

3:05 p.m. Haley Barbour begins slide presentation.

3:24 p.m. Haley introduces Senator Dole. Senator Dole describes how having a Republican committee leadership makes a difference.

3:34 p.m. Haley introduces Congressman Gingrich. Congressman Gingrich discusses the impact a Republican Majority will have on public policy.

3:44 p.m. Haley concludes presentation.

3:51 p.m. Question and Answer session.

4:00 p.m. Western Area Michigan (Betsy DeVos) Meeting Concludes

DICK DEVOS

Dick DeVos is President of Amway Corporation, the world's largest direct selling corporation. Additionally, Dick DeVos is Founder and Chairman of the Board of The Windquest Group, a privately held multi-company management group, (located in Grand Rapids, Michigan), which owns and operates multiple companies in the manufacturing, financial and international trading sectors.

In one of the more unusual parts of his responsibilities, Dick also serves as the President of the Orlando Magic NBA basketball team, which is owned by the DeVos family.

Prior to forming The Windquest Group in 1989, Dick spent 15 years with the Amway Corporation; the last 5 years of which he served as Vice President-International. In that capacity, Dick was responsible for all aspects of Amway's international business. Under his leadership, Amway's international sales more than tripled and international sales exceeded domestic sales for the first time in the company's history. Currently, Dick serves on Amway's top decision making body, the Policy Board.

From 1974 through 1984, Dick held positions in various divisions of Amway Corporation including: Research and Development, Manufacturing and Distribution, Marketing, Sales, Finance, Public Relations, and Government Affairs.

Mr. DeVos is married to the former Betsy Prince, of Holland, Michigan, has four children, and is a member of the LaGrave Avenue Christian Reformed Church. He graduated from Forest Hills Public Schools and received a Bachelor of Business Administration degree from Northwood Institute, Midland, Michigan. Additionally, he has attended the Wharton School's Executive Study Program.

Board Memberships, Offices and Awards:

Member, White House Commission on Presidential Scholars, appointed by President Bush, 1991-1992
Elected Member, Michigan State Board of Education (elected Secretary, 1992), 1991-1993
Member, Michigan 2000 Committee, appointed by Governor Engler, 1992
Association of Independent Colleges and Universities of Michigan - Distinguished Service Award, 1992
Member, Advisory Committee, U.S. Chamber Center for Workforce Preparation and Quality Education, 1991-1993
Chairman, Board of Directors, CAPITAL BIDCO, Inc., 1990-1992
Member, Board of Trustees, Butterworth Hospital Foundation, 1990-Present
Member, Board of Trustees, Davenport College of Business, 1991-Present
Member, Board of Directors, The Economic Club of Grand Rapids, 1992-Present
Chairman, Kent Ottawa Muskegon Foreign Trade Zone Board, 1989-Present
Board Member, Mackinac Center (a public policy research center), Midland, Michigan, 1989-Present
Member, Steering Committee, Grand Valley State University Water Resources Institute, 1989-Present
Grand Rapids Area Co-Chairman, United Negro College Fund Drive, 1989-1992
Board Member, World Trade Week Committee, 1990-Present
Board Member, Old Kent Bank and Trust, 1987-Present
Board Member, Executive Committee, Metropolitan Grand Rapids YMCA, 1984-1990
Board Member, Kent Hospital Finance Authority (a hospital bonding organization), 1980-Present
Board Member, Executive Committee, and Advisory Committee Member, West Michigan Boy Scouts, 1985-Present
National Co-Chairman, Republican Congressional Leadership Council, 1981-1985
Board Member, and Executive Committee Member, Project Rehab (drug rehabilitation program), 1978-1984
Grand Rapids Jaycees-Distinguished Service Award, 1985
Chairman, Grand Rapids Metropolitan YMCA Capital Campaign (\$4 million to renovate Downtown Grand Rapids YMCA), 1987-1988
Member, Rotary Club of Grand Rapids, 1986-Present
Co-Chairman, Grand Rapids Combined Arts Fund Drive, 1988-1990
Member, Business Advisory Council, Forest Hills Public Schools
Trustee, Federalist Society, 1990-1993
Member of Council, President of Deacons, LaGrave Avenue Christian Reformed Church, 1983-1986
Participant, Leadership Grand Rapids, 1985-1986

Dick DeVos
1/93.B

THE HONORABLE RICHARD M. DeVOS

Biographical Sketch

Co-Founder and Former President, Amway Corporation, 7575 Fulton St. East, Ada, MI 49355-0001

PERSONAL

Richard (Rich) M. DeVos was born March 4, 1926 in Grand Rapids, Michigan. He is a graduate of Grand Rapids Christian High School and attended Calvin College in Grand Rapids. He served in the United States Air Force from 1944 to 1946. In 1953, Mr. DeVos married the former Helen Van Wesep of Grand Rapids. They have four children.

BUSINESS HISTORY

In 1949, formed the Ja-Ri Corporation with Jay Van Andel distributing products on a direct-sales basis.

In 1959, founded Amway Corporation with Mr. Van Andel. Amway is one of the world's largest direct selling companies. The company offers more than 400 Amway-name products, another 5,000 brand-name items through the PERSONAL SHOPPERS® catalog, plus a variety of services and educational products. Products are sold by over two million independent Amway distributors operating in more than 60 countries and territories worldwide. Amway and its affiliates recorded sales of \$4.5 billion at estimated retail for fiscal year ending August 31, 1993.

Amway, located on a 300-acre site in Ada, Michigan, near Grand Rapids, is privately held by the DeVos and Van Andel families. The company employs over 11,000 worldwide. Amway's 75 subsidiaries include the Amway Grand Plaza Hotel, a 682-room world class hotel and congress center in Grand Rapids; Peter Island Resort and Yacht Harbour, a private island resort in the British Virgin Islands; and Nutrilite Inc., a manufacturer of natural vitamins and food supplements in Buena Park, California.

GENERAL BACKGROUND

A renowned speaker, Rich DeVos has appeared before many groups coast-to-coast and worldwide. His recorded talk, "Selling America," received the Alexander Hamilton Award for Economic Education from the Freedom Foundation. He wrote the motivational book "BELIEVE!", which was made into an autobiographical movie by Gospel Films.

DeVos' latest book, "Compassionate Capitalism," was published by Dutton in 1993.

In September of 1991, Mr. DeVos and his family acquired the Orlando "Magic", the National Basketball Association's basketball franchise in Orlando, Florida.

CIVIC INVOLVEMENT

- President, Amway Environmental Foundation.
- President, Grand Valley State University Foundation.
- Chairman of the Board, Butterworth Health Corporation.
- Chairman, Board of Reference, MAP International.
- Board Member and Founding Chairman, National Organization on Disability.
- Board of Trustees, Gerald R. Ford Foundation.
- Board Member, Florida Board of Governors, Northwood University.
- Council of Trustees, Freedom Foundation.
- Fellow, World Fellowship for the Duke of Edinburgh's Award.
- Special Advisor, President's Council on Physical Fitness and Sports.
- Member, Newcomer Society.
- Co-Chairman, Western Michigan and Northern Indiana Salvation Army Annual Christmas Campaign.
- Past President, Council for National Policy.
- Past Chairman, Direct Selling Association.
- Past Finance Chairman, Republican National Committee.
- Past Member, Presidential Commission on AIDS.

AWARDS AND HONORS

- Adam Smith Free Enterprise Award, from the American Legislative Exchange Council, 1993.
- Donald J. Porter Humanitarian Award, from the YMCA Heritage Club of Grand Rapids, MI, 1993.
- Socially Responsible Entrepreneur of the Year -- 1992.
- Executive of the Year, University of Arizona -- 1991.
- William Booth Award, Salvation Army -- 1990.
- Sales & Marketing Executives International Academy of Achievement Charter Inductee -- 1990.
- United Nations Environment Programme Achievement Award, recipient on behalf of Amway -- 1989.
- Napoleon Hill Gold Medal Award for Free Enterprise Achievement -- 1989.
- Greater Grand Rapids Business Hall of Fame -- 1989.
- American Entrepreneur of the Year, University of Missouri -- 1988.
- Direct Selling Association Hall of Fame Award.
- Excellence in Management Award, Industry Week.
- Thomas Jefferson Freedom Speech Award, Kiwanis International.
- American Enterprise Executive Award, National Management Association.
- Business Leader of the Year Award, Religious Heritage of America.
- Holds nine honorary doctorate degrees from various colleges and universities across the country.
- Honoris Causa member of Omicron Delta Kappa, National Leadership Society.

BIOGRAPHICAL SKETCH

THE HONORABLE RICHARD M. DEVOS CO-FOUNDER AND FORMER PRESIDENT AMWAY CORPORATION

7575 Fulton Street East, Ada, Michigan 49355-0001

Personal

Born March 4, 1926 in Grand Rapids, Michigan.

Married February 1953, to former Helen Van Wesep of Grand Rapids. They have one daughter and three sons.

Formal Education

Grand Rapids Christian High School
Calvin College, Grand Rapids, Michigan

Military Experience

U.S. Air Force, 1944-1946

Business History

Founded and operated flying school and commercial air charter service, 1945-48, with Jay Van Andel. Built and operated a restaurant in conjunction with aviation business. These businesses were located in Comstock Park, Michigan.

DeVos and Van Andel sold all business interests in 1948, and sailed from Norwalk, Connecticut, for a one year cruise on schooner "Elizabeth" to the Caribbean and South America. Schooner sank off the coast of Cuba en route to Haiti in March 1949. DeVos and Van Andel rescued by an American freighter "Addabel Lykes" and brought to Puerto Rico. Continued for next five months traveling through Caribbean and all of South America.

Upon return to Michigan in August 1949, formed with Van Andel the "Ja-Ri" Corporation to engage in import business. Soon became engaged in distribution of products through direct selling, dropping other interests. Also founded, and later sold, a mail order concern operated nationally.

In 1959, founded Amway Corporation with Van Andel. Amway Corporation currently offers over 400 products bearing the Amway name, plus more than 5,000 additional brand name items through its Personal Shoppers Catalog Service, which are distributed through more than two million independent distributorships in more than 60 countries and territories. Amway and its affiliates recorded sales of \$4.5 billion at estimated retail for the fiscal year ending August 31, 1993, making it one of the world's largest direct selling companies.

Richard M. DeVos - Biographical Sketch

Page 2

Amway Corporation is also one of the nation's largest privately held companies. It is located in Ada, Michigan, on a 300-acre site. Manufacturing occurs at the Ada, Michigan, world headquarters; the Nutrilite Products subsidiary in Buena Park, California; and at Amway's affiliate in South Korea. Products are delivered to independent Amway distributors in the United States and Canada through Regional Distribution Centers in Ada, Michigan; Santa Ana, California; Norcross, Georgia; Honolulu, Hawaii; Dayton, New Jersey; Arlington, Texas; Kent, Washington; Denver, Colorado; and London, Ontario, and a Catalog Distribution Center in Dayton, Nevada. Amway distributors in other countries receive products through more than 125 distribution outlets in Europe, Asia, Central and South America, Australia, and New Zealand. There are over 11,000 employees in combined operations worldwide.

In 1978, Amway purchased Peter Island Resort and Yacht Harbour, a luxury resort located on an 1,800 acre island in the British Virgin Islands. In 1979, Amway purchased the landmark Pantlind Hotel in downtown Grand Rapids, Michigan, restoring it to its former elegance as the Amway Grand Plaza Hotel. A 29-story tower was built to the west of the present building, and elevated walkways connect the two buildings to the Grand Center, a performing arts and convention complex.

Present Positions and Duties

Co-Founder and Former President, Amway Corporation, Ada, Michigan
Chairman, Orlando Magic NBA Basketball Team

Other Offices

Chairman, Gospel Films, Muskegon, Michigan
Chairman, Board of Reference Map International
Chairman, Board of Directors, Butterworth Health Corporation
Co-Chairman, The Salvation Army 1993 Campaign, Grand Rapids, Michigan
Director, Grand Rapids Economic Club
Director and Midwestern Regional Chairman, Business-Industry Political Action Committee (BIPAC)
Board Member, National Advisory Board for Coral Ridge Ministries
Board Member, Florida Board of Governors for Northwood University
Board Member and Founding Chairman, National Organization on Disability
Board of Trustees, Gerald R. Ford Foundation
Member, Newcomen Society
Council of Trustees, Freedoms Foundation
Fellow, World Fellowship for the Duke of Edinburgh's Award
Special Advisor, President's Council on Physical Fitness and Sports
Past President, Council for National Policy
Past President, Junior Achievement of Grand Rapids, Michigan

Richard M. DeVos - Biographical Sketch
Page 3

Past Director, National Association of Manufacturers, Washington, D.C.
Past Director, United Way of Kent County
Past Director, Board of Home Missions, Christian Reformed Church,
Grand Rapids, Michigan
Past Chairman, Direct Selling Association, Washington, D.C.
Past Chairman, National Advisory Board of the National Republican
Congressional Committee
Past Chairman, New Grand Rapids Committee
Past Finance Chairman, Republican National Committee
Past Board Member, National Legal Center for the Public Interest
Past Board Member, Robert Schuller Ministries
Past Member, Board of Control, Grand Valley State University, Allendale, Michigan
Past Member, Presidential Commission on AIDS

Awards

Adam Smith Free Enterprise Award, from the American Legislative Exchange Council,
1993
Donald J. Porter Humanitarian Award, from the YMCA Heritage Club of Grand Rapids,
MI, 1993
American Enterprise Executive Award from the National Management Association
American Entrepreneur of the Year, University of Missouri, 1988
Business Leader of the Year Award, Religious Heritage of America
Calvin College Distinguished Alumni Award, 1982
Champion of Free Enterprise and Knights of the Royal Way Awards,
Direct Selling Association
Direct Selling Association Hall of Fame Award
Distinguished "Salesman" of the Year, Grand Rapids Sales & Marketing Association
Distinguished Service Award, Rotary Club of Grand Rapids
Excellence in Management Award, "Industry Week"
Executive of the Year Award, University of Arizona, 1991
Free Enterprise Award from the Americanism Educational League
George Washington Honor Medal Award, the Freedoms Foundation
Golden Plate Award, the Academy of Achievement
Greater Grand Rapids Business Hall of Fame, 1989
Marketing Man of the Year, West Michigan Chapter of the American Marketing
Association
Michigan Foundation for the Arts Patron Award, 1982
Michigan Week Volunteer Leadership Award
Napoleon Hill Gold Medal Award for Free Enterprise Achievement, 1989
Northwood University Outstanding Business Leader Award, 1983
Outstanding American Award, National Future Farmers of America, 1990
Round Table International Honorary Knight for Life, 1992
Sales & Marketing Executives International Academy of Achievement,
charter inductee, 1990

Richard M. DeVos - Biographical Sketch
Page 4

Socially Responsible Entrepreneur of the Year, 1992
Thomas Jefferson Freedom of Speech Award, Kiwanis International
United Nations Environment Programme Achievement Award, recipient on behalf of
Amway, 1989
William Booth Award, Salvation Army, 1990

Mr. DeVos is listed in Marquis' Who's Who in Finance and Industry, Who's Who in the Midwest, Who's Who in America, Who's Who in the World, and White's Cyclopedia of American Biography. He received the honorary degree of Doctor of Laws from Oral Roberts University and Grove City College, 1976. In 1977 he received the honorary degree of Doctor of Laws from Northwood University in Midland, Michigan. He received the honorary degree of Doctor of Laws from Dickinson School of Law, 1980. He received the honorary degree of Doctor of Laws from Pepperdine University, August 1980. He received the honorary degree of Doctor of Laws from Lubbock Christian College, May 1981. In August 1982, Mr. DeVos received the honorary degree of Doctor of Letters from Hope College in Holland, Michigan. Mr. DeVos received the honorary degree of Doctor of Humane Letters from Grand Valley State University and the honorary degree of Doctor of Laws from Regent University in 1992. He is an Honoris Causa member of Omicron Delta Kappa, National Leadership Society.

Mr. DeVos is a well-known speaker, having appeared before thousands of groups from coast to coast and worldwide. His recorded talk, "Selling America," has received many awards, including the Alexander Hamilton Award for Economic Education from the Freedoms Foundation. He is also author of a book, "BELIEVE!," published by F.H. Revell Publishing Company, and is featured in the film, "BELIEVE!," produced by Gospel Films. Mr. DeVos' latest book, "Compassionate Capitalism," was recently published by Dutton.

1/94

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THE HONORABLE JAY VAN ANDEL

Biographical Sketch

Co-Founder and Chairman of the Board, Amway Corporation 7575 Fulton Street East, Ada, MI 49355-0001

PERSONAL

Jay Van Andel was born June 3, 1924 in Grand Rapids, Michigan. He is a graduate of Grand Rapids Christian High School and attended Calvin College in Grand Rapids, Morningside College in Sioux City, Iowa, Pratt Business School in Pratt, Kansas, and Yale University Aviation Cadet School in New Haven, Connecticut. He served as a United States Army Air Force Officer from 1942 to 1945 and as a Reserve Officer from 1945 to 1950. In 1952, Mr. Van Andel married the former Betty Hoekstra of Grand Rapids. They have four children.

BUSINESS HISTORY

In 1949, formed the Ja-Sti Corporation with Richard M. DeVos distributing products on a direct-sales basis.

In 1959, founded Amway Corporation with Mr. DeVos. Amway is one of the world's largest direct selling companies. The company offers more than 600 Amway-name products, another 5,000 brand-name items through the PERSONAL SHOPPERS® catalog, plus a variety of services and educational products. Products are sold by over two million independent Amway distributors operating in more than 60 countries and territories worldwide. Amway and its affiliates recorded sales of \$4.5 billion at estimated retail for fiscal year ending August 31, 1993.

Amway, located on a 300 acre site in Ada, Michigan, near Grand Rapids, is privately held by the Van Andel and DeVos families. The company employs over 11,000 worldwide. Amway subsidiaries include the Amway Grand Plaza Hotel, a 582-room world class hotel and congress center in Grand Rapids; Pater Island Resort and Yacht Harbour located on an 1,800 acre island in the British Virgin Islands; and Nutrilite Inc., a manufacturer of natural vitamins and food supplements in Buena Park, California.

GENERAL BACKGROUND

Mr. Van Andel is listed in *Marquis Who's Who in the World*, *Who's Who in America*, *Who's Who in Finance and Industry*, *Who's Who in the Midwest*, and *Who's Who in Michigan*. In addition, he is also listed in *White's Cyclopedia of American Biography*, *Social Register*, *Wisdom Society Awards* and *Order of Kentucky Colonels*.

Mr. Van Andel maintains memberships at the Peninsular, Lotus, Cascade Hills Country, and Economic clubs of Grand Rapids; Michigan; Macatawa Bay Yacht Club in Macatawa, Michigan; Capitol Hill Club in Washington, D.C.; Le Mirador Country Club in Mont Pelerin, Switzerland; and The Duke of Edinburgh's Award Fellowship.

CIVIC INVOLVEMENT

- U.S. Ambassador and Commissioner General to Genoa Expo '92.
- Chairman, Amway Environmental Foundation.
- Director, Gerald R. Ford Foundation.
- Director, Jamestown Foundation, Washington, D.C.
- Director, Michigan National Corporation.
- Trustee, Heritage Foundation, Washington, D.C.
- Trustee, Hillsdale College.
- Trustee, Hudson Institute, Washington, D.C.
- Advisory Council for American Private Education.
- Founding Chairman, Right Place Committee, Grand Rapids, Michigan.
- Past Chairman of the Board of the U.S. Chamber of Commerce.
- Past Chairman, Netherlands-American Bicentennial Commission.
- Past Member, USO World Board of Governors.

AWARDS AND HONORS

- Adam Smith Free Enterprise Award, from the American Legislative Exchange Council, 1993.
- Business Person of the Year, Economic Club of Grand Rapids -- 1990.
- Sales & Marketing Executives International Academy of Achievement Charter Inductee -- 1990.
- United Nations Environment Programme Achievement Award, recipient on behalf of Amway -- 1989.
- Greater Grand Rapids Business Hall of Fame -- 1989.
- Direct Selling Association Hall of Fame -- 1987.
- Great Living American Award -- 1982, Business and Professional Leader of the Year award -- 1974, Religious Heritage of America.
- Golden Plate Award, American Academy of Achievement -- 1981.
- Honorary Doctorates from Grand Valley State University -- 1992, Western Michigan University -- 1980, Ferris State University -- 1978, Northern Michigan University -- 1976.
- George Washington Honor Medal, Freedoms Foundation.
- Gold Medals, Netherlands Societies of New York and Philadelphia.
- Member, MENSA Society of the U.S.A.
- Patron Award, Michigan Foundation for the Arts.
- Knighted, Grand Officer, Order of Orange Nassau-Netherlands.
- Honorary Member, Omicron Delta Kappa National Honors Society.

1/94

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BIOGRAPHICAL SKETCH

**THE HONORABLE JAY VAN ANDEL
CO-FOUNDER AND CHAIRMAN OF THE BOARD
AMWAY CORPORATION
7575 Fulton Street East, Ada, Michigan 49355-0001**

Personal

Born June 3, 1924 in Grand Rapids, Michigan.

Married August 1952, to former Betty Hoekstra of Grand Rapids. They have two daughters and two sons.

Formal Education

Grand Rapids Christian High School
Calvin College, Grand Rapids, Michigan
Morningside College, Sioux City, Iowa
Pratt Business School, Pratt, Kansas
Yale University, New Haven, Connecticut - Aviation Cadet School

Military Experience

Aviation Cadet and Army Air Corps officer, Armament and Chemical Warfare
U.S. Army, 1942-45 (1st Lt.)
Reserve Officer, 1945-50 (1st Lt.)

Business History

Founded and operated flying school and commercial air charter service, 1945-48, with Richard DeVos. Built and operated a restaurant in conjunction with aviation business. These businesses were located in Comstock Park, Michigan.

Van Andel and DeVos sold all business interests in 1948, and sailed from Norwalk, Connecticut, for a one year cruise on schooner "Elizabeth" to the Caribbean and South America. Schooner sank off the coast of Cuba enroute to Haiti in March 1949. Van Andel and DeVos rescued by an American freighter "Addabel Lykes" and brought to Puerto Rico. Continued for next five months traveling through Caribbean and all of South America.

Upon return to Michigan in August 1949, formed with DeVos the "Ja-Ri" Corporation to engage in import business. Soon became engaged in distribution of products through direct selling, dropping other interests. Also founded, and later sold, a mail order concern operated nationally.

Jay Van Andel - Biographical Sketch
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In 1959, founded Amway Corporation with DeVos. Amway Corporation currently offers over 400 products bearing the Amway name, plus more than 5,000 additional brand name items through its Personal Shoppers Catalog Service, which are distributed through more than two million independent distributorships in more than 60 countries and territories. Amway and its affiliates recorded sales of \$4.5 billion at estimated retail for the fiscal year ending August 31, 1993, making it one of the world's largest direct selling companies.

Amway Corporation is also one of the nation's largest privately held companies. It is located in Ada, Michigan, on a 300-acre site. Manufacturing occurs at the Ada, Michigan, world headquarters; the Nutrilite Products subsidiary in Buena Park, California; and at Amway's affiliate in South Korea. Products are delivered to independent Amway distributors in the United States and Canada through Regional Distribution Centers in Ada, Michigan; Santa Ana, California; Norcross, Georgia; Honolulu, Hawaii; Dayton, New Jersey; Arlington, Texas; Kent, Washington; Denver, Colorado; and London, Ontario, and a Catalog Distribution Center in Dayton, Nevada. Amway distributors in other countries receive products through more than 125 distribution outlets in Europe, Asia, Central and South America, Australia, and New Zealand. There are over 11,000 employees in combined operations worldwide.

In 1978, Amway purchased Peter Island Resort and Yacht Harbour, a luxury resort located on an 1,800 acre island in the British Virgin Islands. In 1979, Amway purchased the landmark Pantlind Hotel in downtown Grand Rapids, Michigan, restoring it to its former elegance as the Amway Grand Plaza Hotel. A 29-story tower was built to the west of the present building, and elevated walkways connect the two buildings to the Grand Center, a performing arts and convention complex.

Present Business Positions and Duties

Co-Founder and Chairman of the Board, Amway Corporation, Ada, Michigan
Chairman of the Board, Amway International, Inc.
Chairman of the Board, Amway Hotel Corporation
Chairman of the Board, Nutrilite Products, Inc., Buena Park, California
Chairman of the Board, Ja-Ri Corporation, Ada, Michigan
Chairman, Amway Environmental Foundation

Board Memberships and Offices: Education and Religion

Advisory Council for American Private Education
Elder, LaGrave Avenue Christian Reformed Church, Grand Rapids, Michigan
Trustee, Hillsdale College

Jay Van Andel - Biographical Sketch
Page 3

Civic, Government and Trade Associations

U.S. Ambassador to the International Specialized Exposition in Genoa, Italy
(Genoa Expo '92)
U.S. Commissioner General of the International Specialized Exposition in Genoa, Italy
(Genoa Expo '92)
Founding Chairman, Right Place Committee, Grand Rapids, Michigan
Chairman, de Tocqueville Society, Grand Rapids United Way
Director, Gerald R. Ford Foundation
Director, Jamestown Foundation, Washington, D.C.
Director, Michigan National Corporation, Farmington Hills, Michigan
Director, National Chamber Foundation, Washington, D.C.
Member of Advisory Council, National 4-H Foundation, Washington, D.C.
Trustee, Citizen's Research Council of Michigan
Trustee, Hudson Institute, Indianapolis and Washington, D.C.
Trustee, Heritage Foundation, Washington, D.C.

Club Memberships - Current

Cascade Hills Country Club, Grand Rapids, MI
Economic Club of Grand Rapids, MI
Lotus Club, Grand Rapids, MI
Peninsular Club, Grand Rapids, MI
Macatawa Bay Yacht Club, Macatawa, MI
Capitol Hill Club, Washington, D.C.
Le Mirador Country Club, Mont Pelerin, Switzerland
The Duke of Edinburgh's Award World Fellowship, U.K.

Biographical and Other Listings

Marquis Who's Who in the World, Who's Who in America, Who's Who in Finance and Industry, Who's Who in the Midwest, Who's Who in Michigan, White's Cyclopedia of American Biography, Social Register, Wisdom Society Awards and Order of Kentucky Colonels.

Awards

Adam Smith Free Enterprise Award, from the American Legislative Exchange Council, 1993
Business Person of the Year, Economic Club of Grand Rapids, 1990
Direct Selling Association Hall of Fame
Distinguished Alumni Award, Calvin College
Distinguished Service Award, Rotary Club of Grand Rapids

Jay Van Andel - Biographical Sketch
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Awards (con't.)

George Washington Honor Medal, Freedom Foundation
Gold Medal, Netherlands Society of New York
Gold Medal, Netherlands Society of Philadelphia
Golden Plate Award, American Academy of Achievement
Great Living American Award, Religious Heritage of America
Greater Grand Rapids Business Hall of Fame
Honorary Doctorates from four Michigan universities
Honorary member, Omicron Delta Kappa National Honors Society
Knighthood, Grand Officer, Order of Orange Nassau-Netherlands
MENSA Society of the U.S.A. member
Patron Award, Michigan Foundation for the Arts
Religious Heritage Business and Professional Leader of the Year Award
Sales & Marketing Executives International Academy of Achievement, charter
inductee, 1990
United Nations Environment Programme Achievement Award, recipient on behalf of
Amway, 1989.

Organizational Affiliations and Offices - Past

Religious - Past

Member of Board of Trustees, LaGrave Christian Reformed Church, 1968-70
Sunday School Teacher, 1970
President, Christian Education Society, LaGrave Church, 1966-68
Citizens Committee for Sunday Closing, 1968

Education - Past

Chairman, Calvin College Business Solicitation Drive, 1969
Chairman, Finance Committee, LaGrave Christian Reformed Church, 1970-73
General Chairman, Grand Rapids Association of Christian Schools Fund Drive,
1968-70
Director, Education Voucher Institute
Director, Evangelical Literature League, 1964-71
President, Ada Christian School Board, 1966-69
President, Grand Rapids Christian School Development Council, 1969-73
Vice President, Grand Rapids Central Council of Christian Schools, 1968-69
Member Calvin College Business Advisory Council, 1969-70
Member Consolidation Committee, Grand Rapids Area Christian School, 1967-68
Lecturer, American Management Association Camp Enterprise, New York,
1970-72
Lecturer, Michigan State Chamber of Commerce College-Business Symposiums,
1969-70

Jay Van Andel - Biographical Sketch
Page 5

Civic and Government - Past

Trustee and Treasurer, National Endowment for Democracy, Washington D.C.,
1983-93
Member of Board and Finance Chairman, Grand Rapids Council of Churches,
1969-70
Chairman, Michigan Republican Finance Committee, 1975-81
Chairman, Michigan State Officers Compensation Commission
Chairman, Netherlands American Bicentennial Commission, 1982
Director and President, World Affairs Council, Grand Rapids
Director and Vice President, Lotus Club, 1970-72
Director and Treasurer, John Ball Zoological Society, Grand Rapids, 1960-61
Director, Exchange Club, Grand Rapids, 1958-60
Director, Business-Industry Political Action Committee (BIPAC),
Washington, D.C.
Director, Center for International Private Enterprise of the USCC,
Washington, D.C. (CIPE), 1985-88
Director, Metropolitan YMCA, Grand Rapids
Commissioner, Ada Township Planning Commission, 1964-72
Member of Advisory Board, Youthpower, 1969
World Board of Governors, U.S.O.

Business and Trade Associations - Past

Chairman of the Board, Michigan State Chamber of Commerce, 1970-71
Chairman of the Board, Soap & Detergent Association of the United States,
1977-78
Chairman of the Board, Chamber of Commerce of the United States, 1979-80
Chairman, Amway Mutual Fund
Founding Chairman, Citizen's Choice, Washington, D.C.
Director, Grand Rapids Chamber of Commerce, 1977-79
Director, Direct Selling Association of USA, Washington, D.C., 1984-88
Director, Ferguson Hospital
Director, Michigan National Bank, Grand Rapids
Director, Van Andel & Flikkema Motor Sales, Inc., Grand Rapids
Member, Governor Romney's "Operation Europe" travel group to Europe, 1965
Advisory Board, National Center for Responsible Enterprise
Participant, White House Conference, Industrial World Ahead, 1972
National Operation Enterprise Council - American Management Association

1/94

ARDVIVA\JVAL

RNC-Detroit

5:05 p.m. Depart for Ritz Carlton - Dearborn, MI

5:20 p.m. Arrival: Ritz Carlton
Plaza A & B Rooms
300 Town Center Drive
Dearborn, MI 48126
Contact: John Ponzio, 313-441-2000

5:30 p.m. Private Meeting Begins with Senator Bob Dole, Congressman
Newt Gingrich, Haley Barbour, Governor John Engler, and CEOs
of Big Three. (Salon VI)

6:15 p.m. Meeting concludes.

6:30 p.m. Detroit Area Meeting Begins. Governor Engler introduces and
thanks Max Fisher, Gov. Engler, and Michigan State Party.

6:34 p.m. Governor Engler introduces Haley Barbour.

6:35 p.m. Haley Barbour begins slide presentation.

6:55 p.m. Haley introduces Senator Dole. Senator Dole describes how
having a Republican committee leadership makes a difference.

7:05 p.m. Haley introduces Congressman Gingrich. Congressman Gingrich
discusses the impact a Republican Majority will have on public
policy.

7:15 p.m. Haley concludes presentation.

7:22 p.m. Question and Answer session.

7:30 p.m. Detroit Area Meeting Concludes

8:00 p.m. Departure: Detroit via UST Private Plane

9:05 p.m. Arrival: Washington National Airport
Transportation: Dole and Gingrich met by staff

Misc.

Gov. Race

HOTLINE 8/30/94

*18 MICHIGAN: PRISON BREAK FORCES ENGLER TO FOCUS ON CRIME

The recent escape of 10 felons from a MI state prison "has turned the Republican vision of Campaign '94 on its head." Gov. John Engler (R), who "expected to stand for re-election on the strength of delivering a promised property-tax cut and presiding over an economic upsurge," has been forced to address an issue "less manageable than taxes: crime." Engler, in a speech to the MI GOP convention 8/27, "talked about building more prisons. He said prisoners need fewer privileges, and he took a healthy swipe at 'liberal judges' who interfere with the punishment of criminals." Engler: "We're mad as hell, and we're not going to take it anymore. I'm going to shake up our prison system just as I shook up our welfare system" (Bell, DETROIT FREE PRESS, 8/29). Engler said the state needs a new \$40 million prison to house violent youths and that the most serious offenders should go to adult prisons at 19 rather than being set free. Engler: "I will not tolerate letting young thugs and murderers laugh at their victims, scoff at the law and then walk away scot-free on their 19th birthday" (Hoffman, DETROIT NEWS, 8/28). Dem: Ex-Rep. Howard Wolpe (D).

"CLINOCCHIO"

1. MY GOAL IS TO MAKE UNDER \$30,000 THIS YEAR.
2. DONT BLAME ME. **I DIDN'T VOTE FOR HIM (OR HER).**
3. WITH THIS KIND OF CHANGE IN THE AIR I'M NOT INHALING EITHER.
4. INHALE TO THE CHIEF.
5. WHO THE HELL ELECTED HILLARY.
6. I DONT TRUST PRESIDENT CLINTON, **OR HER HUSBAND.**
7. IF YOU VOTED FOR CLINTON YOU MUST HAVE INHALED.
8. "BILL LIED"
9. A RELIABLE SOURCE HAS JUST CONFIRMED THE NEWS MEDIA SUCKS.
10. SMOKE DOPE, DODGE DRAFT, CHEAT ON WIFE, BECOME PRESIDENT.
THE NEW AMERICAN WAY.
11. I RELY ON MYSELF....NOT THE GOVERNMENT.
12. FROM A CHICKEN IN EVERY POT. TO A CHICKEN SMOKING POT.
13. REMEMBER WHEN AMERICA HAD A REAL PRESIDENT.
14. I GOT WET WHEN CLINTON SOAKED THE RICH.
15. IF CLINTON IS THE ANSWER IT MUST BE A REAL STUPID QUESTION.
16. "CONTRIBUTION" = *TAXES*
"INVESTMENT" = *SPENDING*
"1996" = *REPUBLICAN*

17. HE'S YOUR PRESIDENT NOT MINE, I'M A VETERAN.
18. WHAT'S YELLOW, HENPECKED, & LAYS CHICKS? C___T__N.
19. COMMANDER & CHEAT
20. REAL MEN DON'T LIKE BILL
21. HOLD THE LIBERALS LIABLE.
22. HAPPINESS IS CLINTON'S FACE ON A MILK CARTON.
23. HOPE AIN'T IN ARKANSAS.....IT'S IN "1996".
24. IF CLINTON IS "MIDDLE OF THE ROAD" ITS A ONE WAY STREET.
25. PRAY FOR GRIDLOCK.
26. **HILLARY:** THE BROAD WHO WOULD BE KING!
27. FIRST HILLARY
THEN GENNIFER
NOW US !!!!-
28. NEVER, **EVER, EVER**, TRUST A DRAFT DODGER.
29. IT'S SPENDING, **STUPID.**
30. I DON'T BELIEVE THE LIBERAL MEDIA.
31. CLINTON - GORE, GONE IN FOUR.
32. IMPEACH CLINTON AND HER HUSBAND TOO.
33. REAL MEN VOTE REPUBLICAN.
34. STAMP OUT SOCIALISM.

35. RECALL HILLARY.
36. ONE TERM OR LESS.
37. AFTER TWELVE YEARS I FORGOT HOW BAD A DEMOCRAT
COULD BE!
38. SODOM AND GOMORRAH HAD GAYS IN THE MILITARY.
39. SLICK WILLIE AIN'T SO SLICK ANYMORE!
40. AND THEY THOUGHT QUAYLE WAS STUPID.
41. CLINTON SUFFERS FROM DEFICIT ATTENTION DISORDER!
42. FORGET THE HAIR CUT, WHERE'S MY TAX CUT?
43. BILL'S TEETHING ON MY WALLET.....
44. *THE BIG LIE*: "I WON'T RAISE TAXES ON THE MIDDLE CLASS".
45. REAGAN - THE GREAT COMMUNICATOR, CLINTON - THE GREAT
FABRICATOR.
46. MY TAXES ARE HEMORRHAGING... BUT HEY! I'VE GOT HILLARYS
HEALTH CARE.
47. TIME FOR ANOTHER TEA PARTY.
49. DOIN' TIME IN SAN CLINTON.
50. - THE CLINTON PRESIDENCY- AMERICA HELD HOSTAGE.
51. HE LOATHES THE MILITARY.
52. YOUR VOTE DOES COUNT, SO NEXT TIME..... THINK!!!!

53. **DON'T STOP THINKING ABOUT IMPEACHMENT.**
54. **PRESIDENT CLINTON!!! IT STILL DOESN'T SOUND RIGHT.**
55. **IMPEACH HILLARY! SHE'S BAD FOR YOUR HEALTH.**
56. **"DON'T ASK, DON'T TELL, DON'T SALUTE - JUST WINK!"**
57. **"AT LEAST GENNIFER GOT KISSED!"**
58. **HILLARY DOESN'T TRUST HIM, WHY SHOULD WE.**
59. **IF BILL AND HILLARY DIVORCE, WHO GETS THE HOUSE.**
60. **WARNING: I ACCELERATE FOR LIBERALS.**
61. **LIBERALISM...THE GUTLESS ALTERNATIVE.**
62. **WILL ROGERS NEVER MET HILLARY.**
63. **AL GORE IN 94.**
64. **IT'S NOT GUNS. IT'S THE JERK BEHIND THE TRIGGER.**
65. **TRUST GOD
NOT GOVERNMENT**
66. **WHAT'S CLINTON INHALING NOW?**
67. **WHO DIED AND MADE HILLARY PRESIDENT?**
68. **WARNING: HILLARY MAY BE HAZARDOUS TO YOUR HEALTH!**
69. **WHEN EVERYTHING IS FREE WILL I STILL HAVE TO WORK?**
70. **HILLARY HAPPENS!**
71. **HITLER HAD A BRADY BILL.**

72. **KARL MARX WAS A DEMOCRAT.**

73. **WHAT DID HILLARY KNOW AND WHEN DID SHE SHRED IT?**

74. **SOCIALIZED MEDICINE: YOU'LL JUST DIE FOR IT!**

75. **I LOVE MY COUNTRY, BUT FEAR MY GOVERNMENT.**

76. **BILL CLINTON IS IN TOWN! DO YOU KNOW WHERE YOUR DAUGHTER IS?**

77. **IF YOU LIKE THE WAY THEY DELIVER YOUR MAIL, YOU'LL LOVE THE WAY
THEY'LL DELIVER YOUR BABY!**

78. **IF I HAD A DIME FOR EVERY TIME BILL CLINTON LIED.... HE'D TAX THE HELL
OUT OF ME!**

79. **BILL CLINTON MAKES JIMMY CARTER LOOK GOOD!**

80. **I SAW BILL CLINTON WITH HIS PANTS ON.**

81. **"HEIL HILLARY"**



REPUBLICAN NATIONAL FINANCE COMMITTEE

310 FIRST STREET, SOUTHEAST WASHINGTON, D.C. 20003 (202) 863-8720 FAX: (202) 863-8634

The Republican Majority Fund

A project of the Republican National Finance Committee

Fact Sheet

What is the Republican Majority Fund?

With the active support of Senator Bob Dole and Congressman Newt Gingrich, Chairman Haley Barbour has established the Republican Majority Fund (RMF) - a unique, one-time major donor fundraising project initiated by the Republican National Finance Committee. The goal of the program will be to raise \$12 million in new funds to be used for key Congressional, Senate and gubernatorial races this November.

Who can contribute to this program?

The RMF may accept unlimited amounts of individual and corporate contributions. All funds received will be used for expenditures on behalf of Republican candidates in key Senate, House and gubernatorial races where there is no Republican incumbent.

Contributions received through the RMF will become part of overall RNC revenues. Because the RNC has been so successful in our small donor fundraising, we have a unique opportunity. We are able to raise a significant amount of money in soft dollars to cover the allowable portion of our operating costs which will free up FEC dollars that can be put directly back into campaigns.

Where and when will your contribution be needed?

At least 90 targeted Congressional races will not be fully funded unless the goal of \$12 million is raised by late September. These funds will be distributed to Republican campaigns on a targeted basis in the final weeks before the elections. Checks are made payable to the Republican National State Elections Committee.

What would your contribution do for the Republican Party?

Except for two very brief two year periods, it has been over 60 years since the Republicans have held the majority in the House and Senate. The chances for Republicans winning a majority in 1994 are excellent. In order to gain a majority, only 7 Senate seats and 40 House seats are needed by the Republicans this fall. The Republican National Finance Committee has determined that a total of \$12 million dollars will be needed to fully finance the crucial campaigns necessary to achieve a majority in November.

Republican National Finance Committee
310 First Street, S.E. • Washington, D.C. 20003
Telephone: (202) 863-8720 • Fax: (202) 863-8634

PAID FOR BY THE REPUBLICAN NATIONAL COMMITTEE

REPUBLICAN NATIONAL FINANCE COMMITTEE

310 FIRST STREET, SOUTHEAST WASHINGTON, D.C. 20003 (202) 863-8720 FAX: (202) 863-8634

The Republican Majority Fund
and a brief look at history

The last time the Republicans captured both Houses of Congress was in the 1952 election sweep under President Eisenhower. Republicans had lost the White House five straight times and only in 1946 had the Republicans elected a majority in the U.S. Senate and House.

Thus, since 1930, only twice have Republicans held a majority in Congress.

The 1994 elections have the potential for the Republican Party to win a majority for only the third time in 60 years.

The keys to victory are threefold: good candidates, issues that differentiate Republicans from Democrats, and money. We have had the best candidate recruiting season ever, and the quality of our candidates this year is the highest I have seen. The issues have helped Republicans in every election of the last one and a half years. From tax and spending, crime, welfare reform and health care, the issues continue to cut in favor of Republican candidates.

Chairman Haley Barbour has created the Republican Majority Fund under the leadership of John Moran to raised \$12 million in new funds for coordinated expenditures on behalf of U.S. House, Senate and gubernatorial candidates in key states.

Unless these funds are raised by the National Finance Committee, 90 targeted Republican Congressional and Senate, races will not be fully funded by the national party.



Republican National Committee

Haley Barbour
Chairman

MAJOR DONOR AND CORPORATE CONTRIBUTIONS TO THE REPUBLICAN NATIONAL COMMITTEE

The 1994 elections provide the Republican Party an opportunity to make historic gains in the U.S. House and Senate as well as the potential to control a majority of governorships. Because these opportunities exceed current resources, the Republican National Committee has voted to embark on a \$12 million dollar major donor fundraising drive including corporate solicitations. A successful effort will allow the RNC to fully fund its targeted races, including more than 90 federal candidates up to their legal limit.

Individual contributions to the RNC are generally subject to an annual \$20,000 limit and corporate contributions are prohibited *but only if* they are used for federal election activity. Because the RNC has been and continues to be so successful in raising large numbers of contributions from individuals in small amounts (federal dollars), the Committee has the opportunity to legally receive individual contributions above this limit as well as corporate donations. In turn, the RNC can use these additional non-federal dollars to fund state and local campaigns to the extent permitted by the various state laws, as well as to pay for a percentage of committee operating costs.

Under Federal Election Commission rules, the Republican National Committee in 1994 can pay for up to 40% of its operating costs using these non-federal dollars (unlimited individual and corporate donations). A successful major donor/corporate fundraising effort will allow the RNC to fund the non-federal portion of its candidate and state party support programs, including voter registration and get-out-the-vote efforts, as well as 40% of committee administrative costs, giving the RNC the flexibility of using more of its federal dollars to *directly* contribute to and spend on behalf of Republican U.S. House and Senate candidates.



REPUBLICAN MAJORITY FUND

*A project of the
Republican National Finance Committee*

This is to verify that the company/individual indicated below is pledging support of the Republican Majority Fund project initiated by the Republican National Finance Committee.

Please contact me/us via the following information:

INDIVIDUAL/COMPANY NAME: _____

CONTACT: _____

TELEPHONE NUMBER: _____

CONTRIBUTION LEVEL PLEDGED \$ _____

Signature: _____

Name (Please Print): _____

* *Checks should be made payable to: Republican National State Elections Committee*

CONTRIBUTIONS OR GIFTS TO THE REPUBLICAN NATIONAL COMMITTEE ARE NOT DEDUCTABLE AS CHARITABLE
CONTRIBUTIONS FOR FEDERAL INCOME TAX PURPOSES

CONTRACT WITH AMERICA

When in the course of American politics, one party seeks a mandate for change, a decent respect for the intelligence and judgement of the people requires they set forth their legislative agenda for which they seek the power and the mandate to enact.

Therefore the Republican Members of the House of Representatives together with the Republican Candidates for the House of Representatives do affix their names to this Contract with America for Common Sense Change with the American people.

On the first day of the new Republican Congress, January 3, 1995, the Republican leadership will pass three major reforms.

FIRST, the Shays' Act requiring all laws that apply to the rest of the country also apply equally to Congress.

SECOND, the selection of a "Big Six" accounting firm to conduct a complete audit of all Congressional accounts for waste, fraud and abuse.

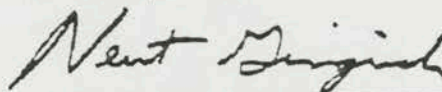
THIRD, a severe cut of congressional staff and a reduction in the number of congressional committees.

At the end of the opening day, House Republicans will introduce the ten bills which will constitute our contract with the American people. Each bill will be debated and voted upon within 100 days. While the House Republican Conference has not yet approved a final list of bills, it is very likely that the following will be on the list.

1. term limits;
2. welfare reform emphasizing work and family;

3. a balanced budget amendment;
4. a common sense litigation reform bill emphasizing malpractice, product liability, and strike law firms;
5. an effective anti-violent crime bill with a limit on death penalty appeals, honest sentencing for violent crimes, and adequate prison space for violent offenders to serve full sentences;
6. an economic growth act reshaping taxation (a cut in the capital gains tax) and regulation (including unfunded mandates and risk assessment) to encourage job creation and higher take home pay;
7. a pro-family bill eliminating the marriage penalty in income tax, earned income tax credits, and social security;
8. and three other bills to be reported and voted on in the first 100 days.

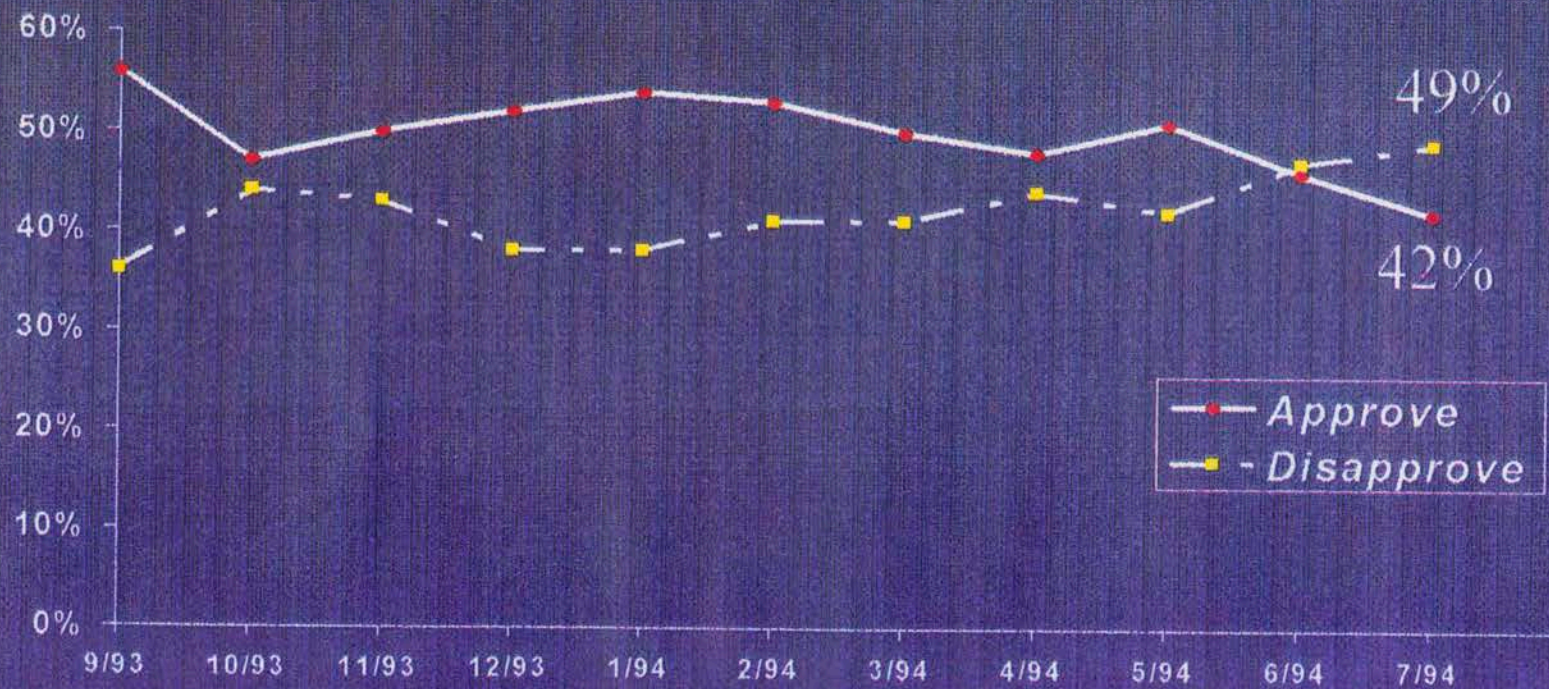
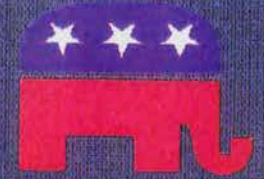
After a recess in April, the House Republicans will plan to introduce a 200 day proposal around May 3, 1995.



Newt Gingrich

Clinton Job Approval

September '93 to July '94

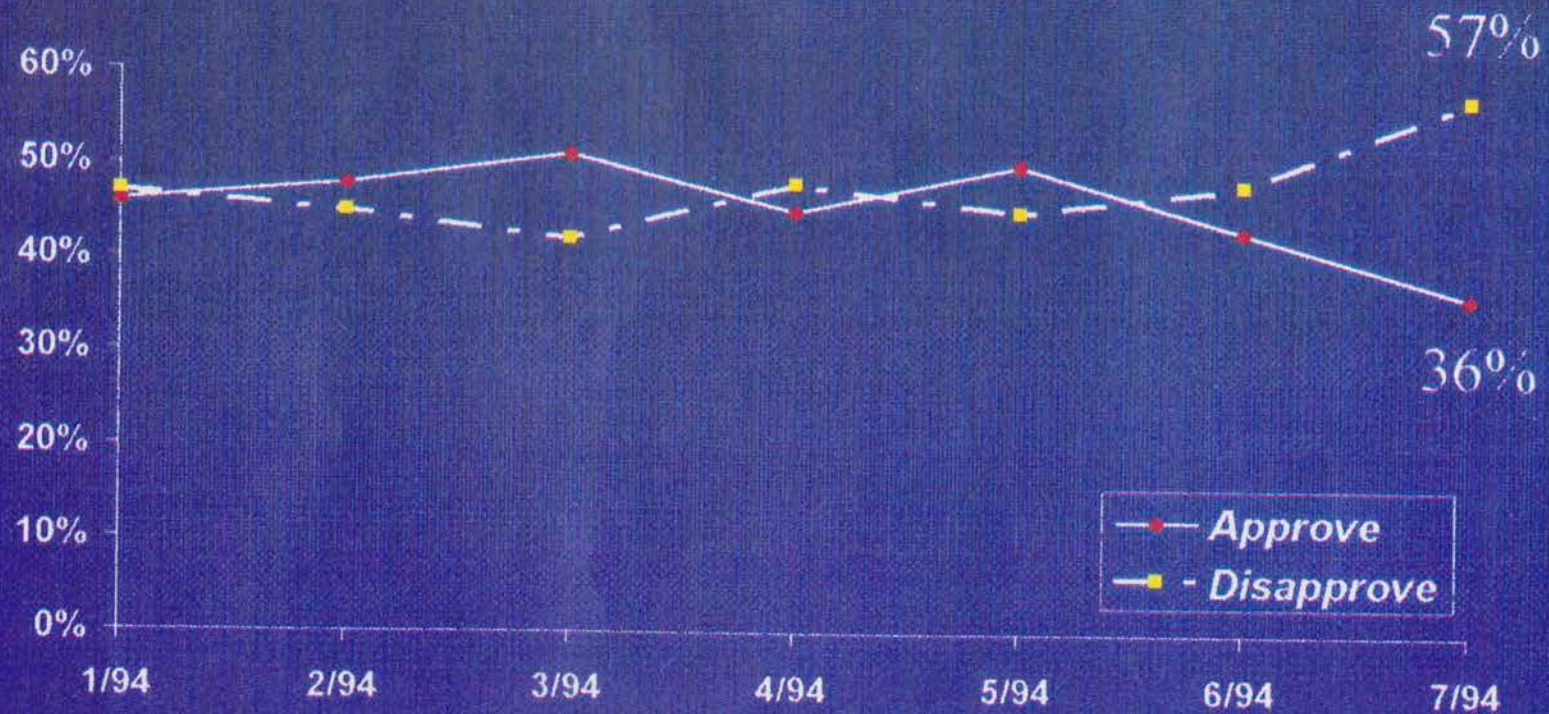


Source: Gallup Poll for CNN USA Today



Clinton's Handling of the Economy

January 1994 to July 1994

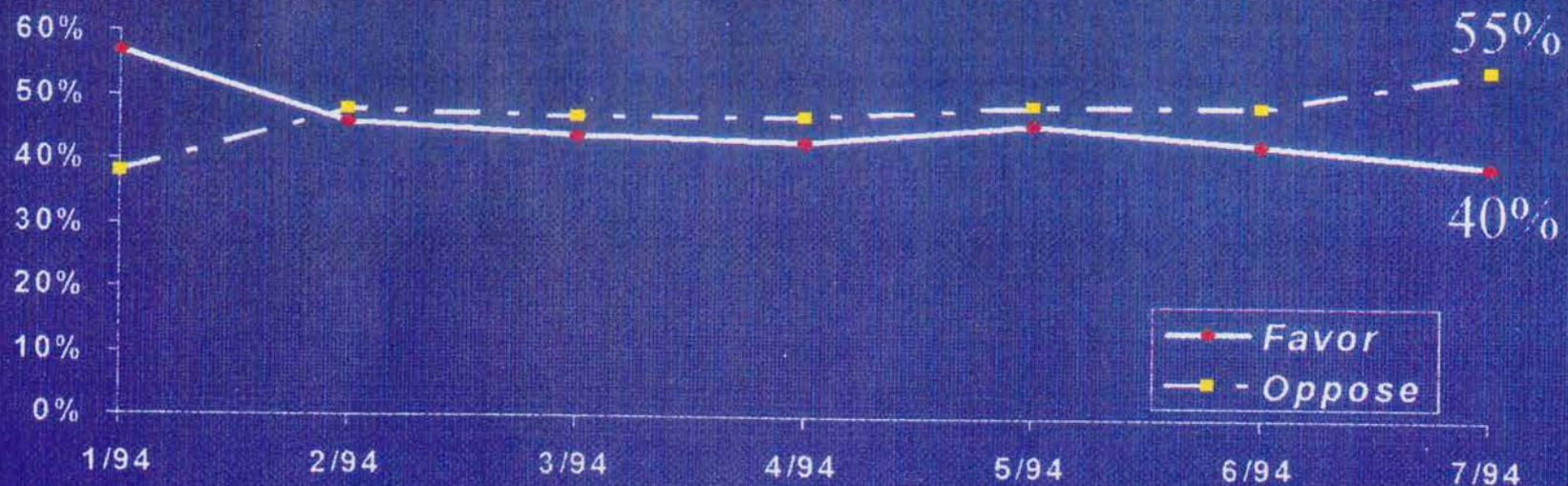


Source: Gallup Poll for CNN/USA Today



The Clinton Health Plan

January 1994 to July 1994

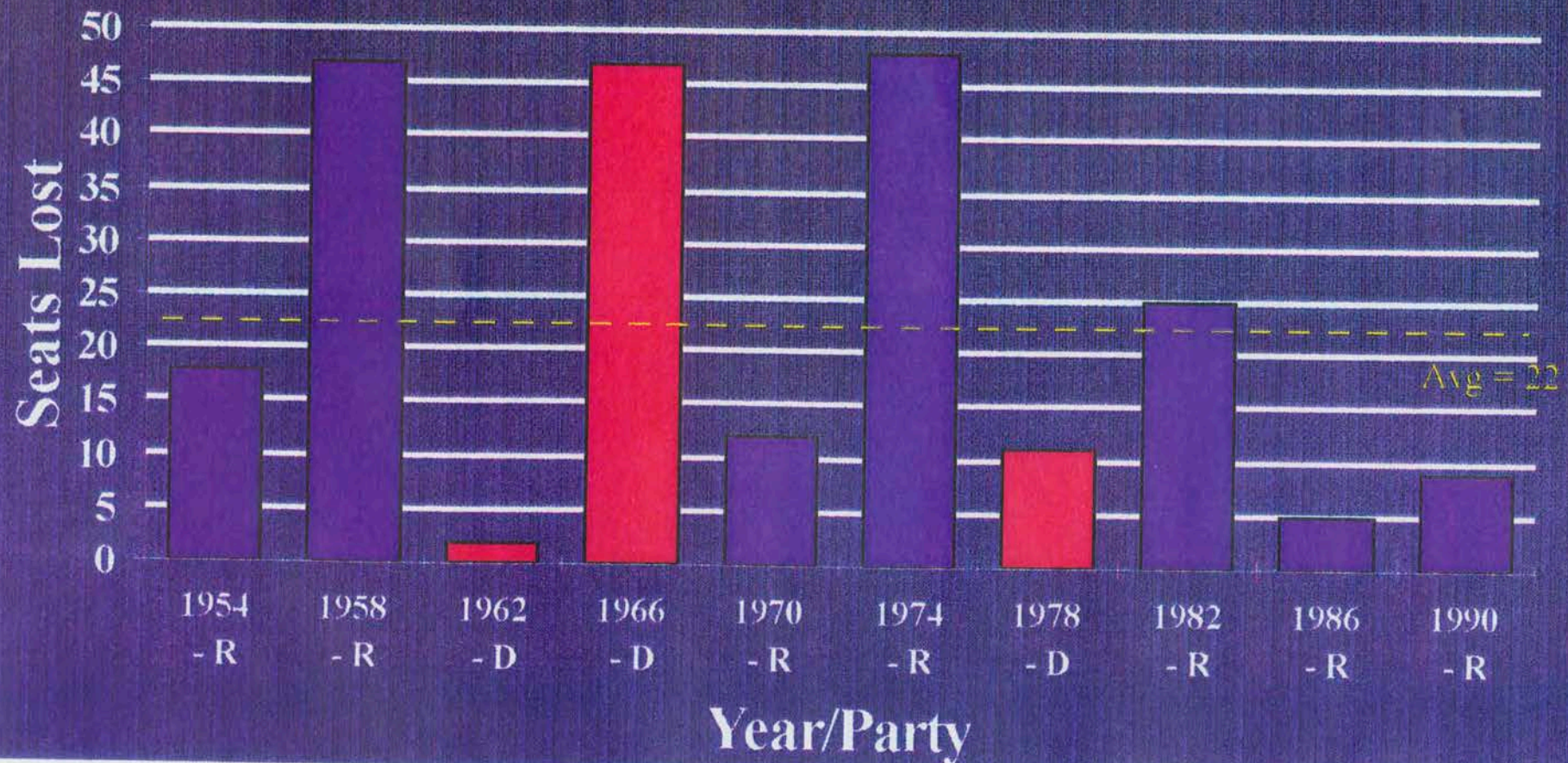


Source: Gallup Poll for CNN/CNA Today



U.S. House Seats Lost by Presidential Party

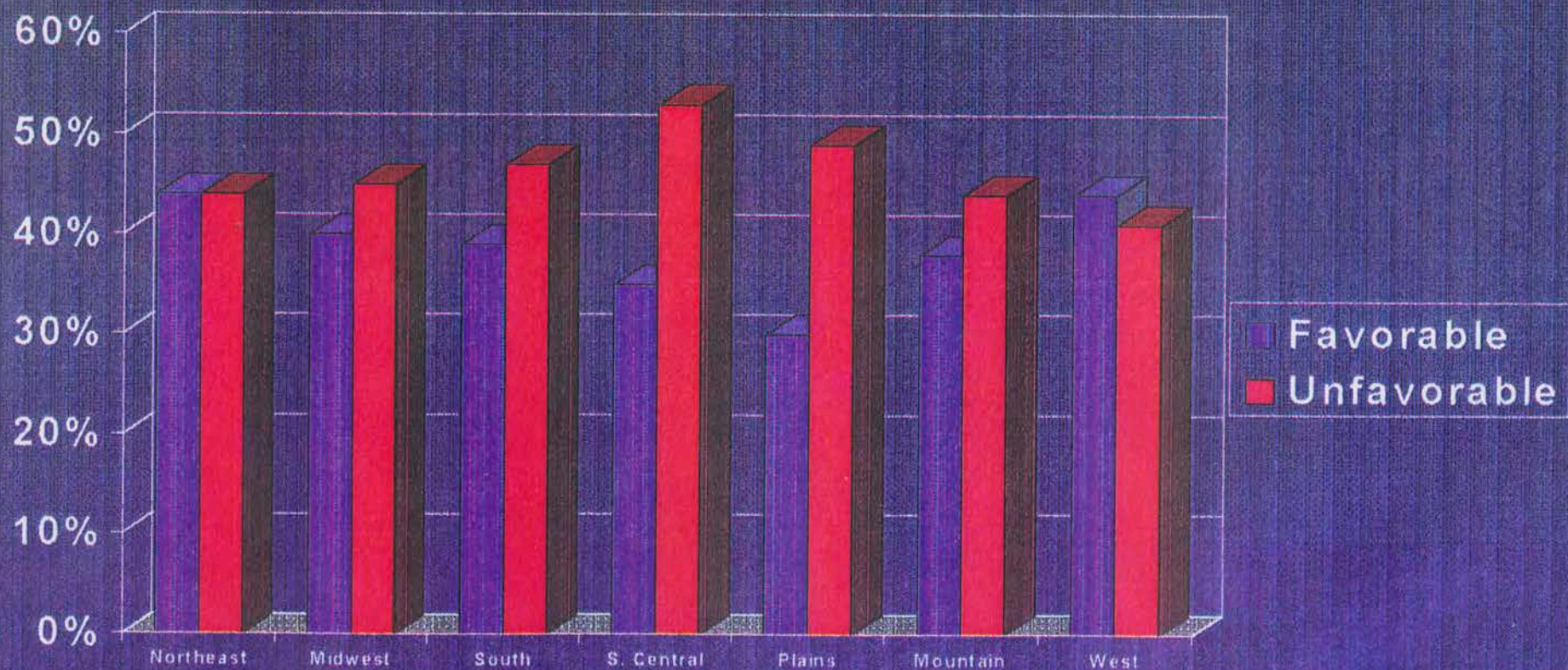
Interim Elections, 1954 to 1990





Clinton Favorable/Unfavorable

Nationwide Regional Break

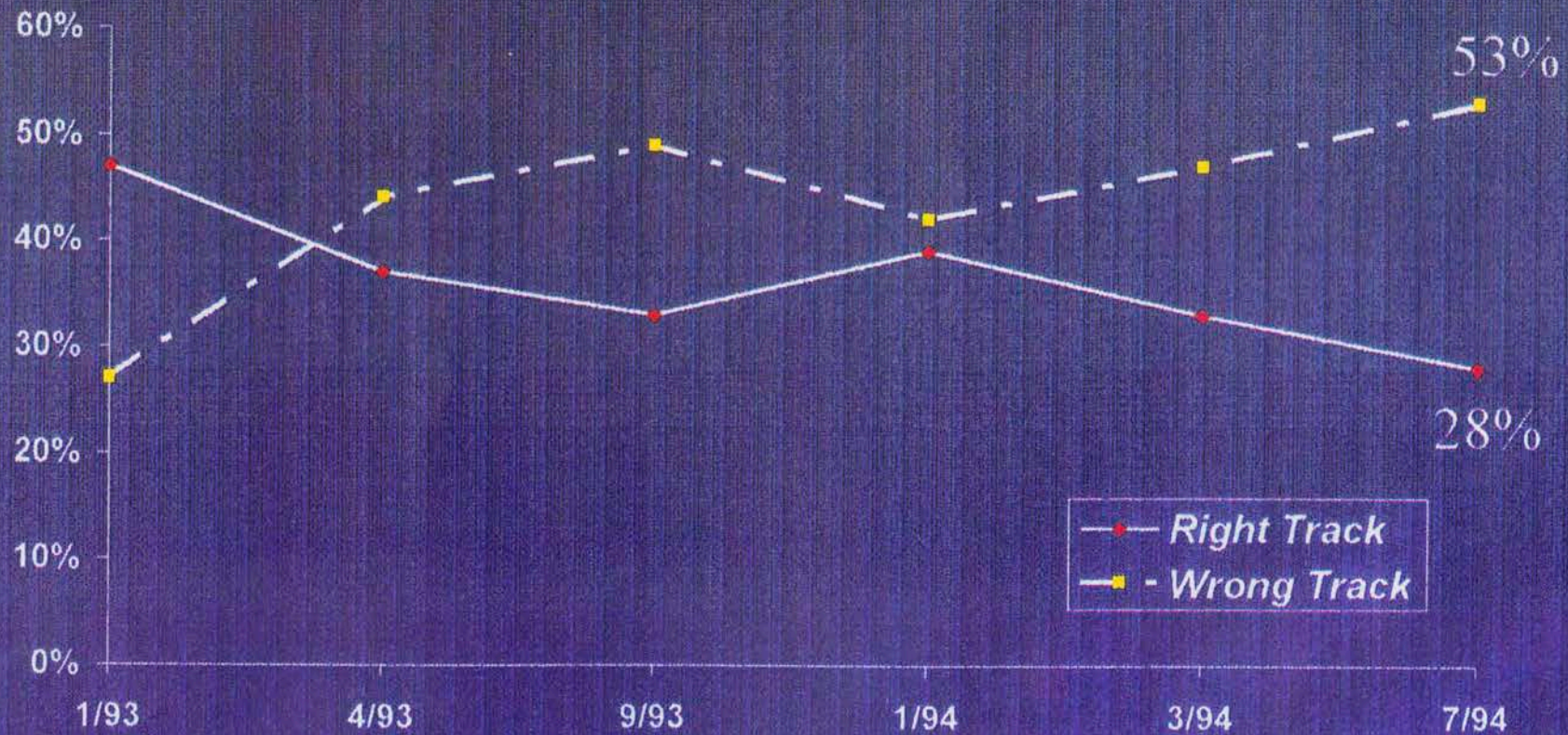


Source: The Tarrance Group
Nationwide Omnibus
July 17-19, 1994



Right Track/Wrong Track

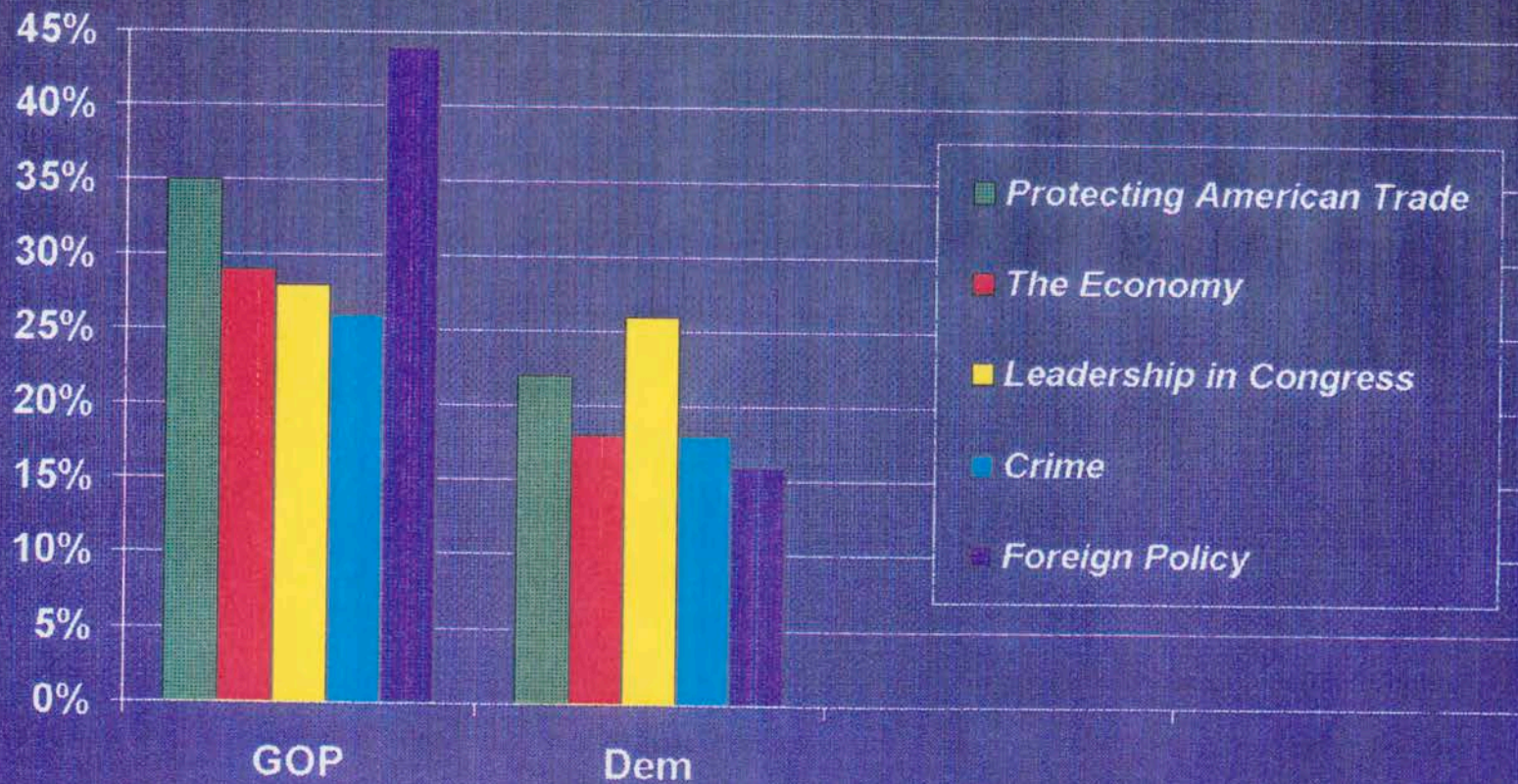
January 1993 to July 1994



Source: NBC Wall Street Journal

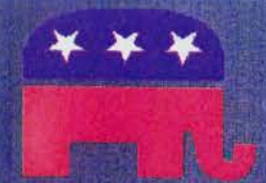
Republicans vs. Democrats

Party Best Suited to Handle America's Problems

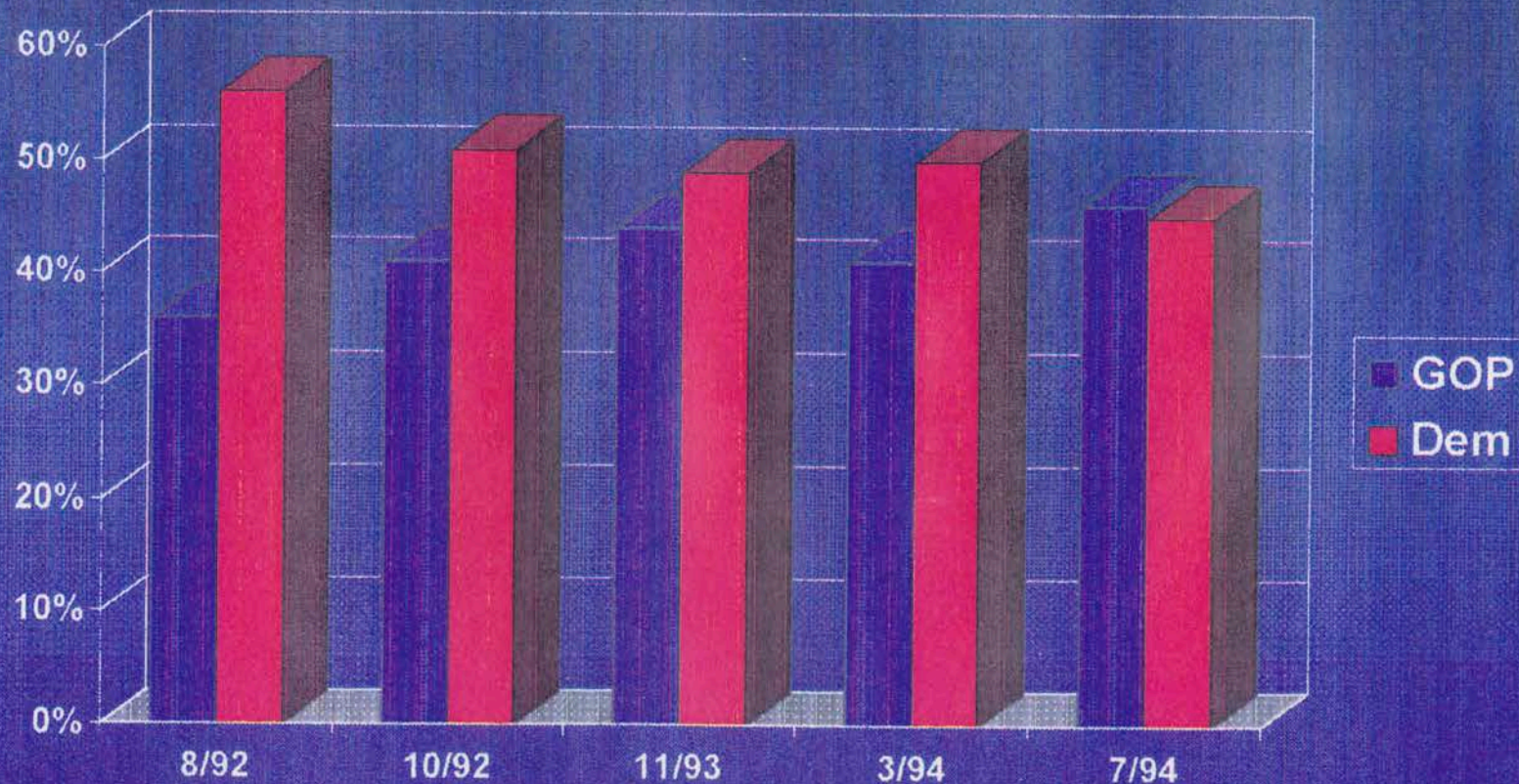


Source: Gallup Poll for CNN/USA Today

Generic Ballot, July 1994

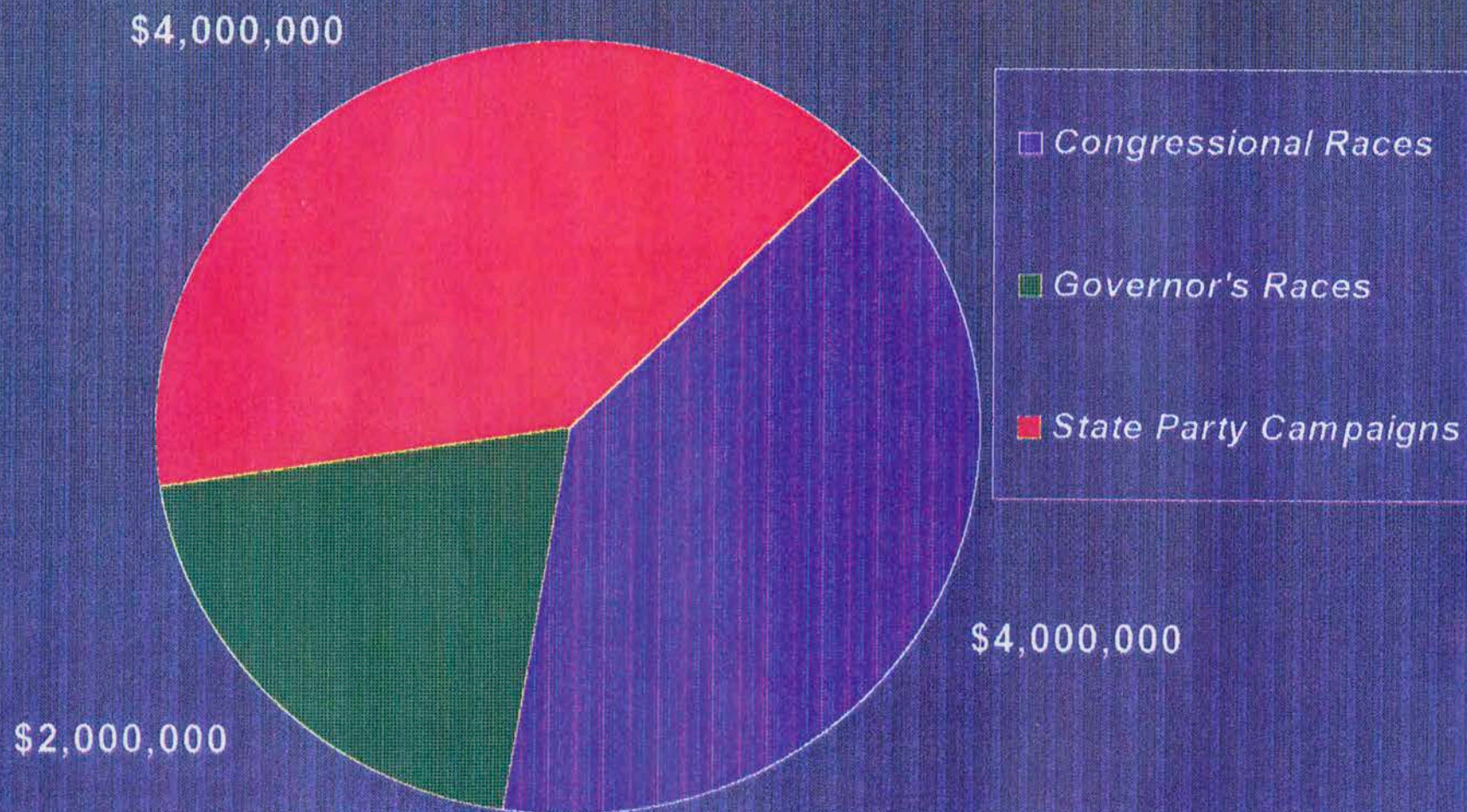


"If congressional elections were held today, which party would you be more likely to vote for?"



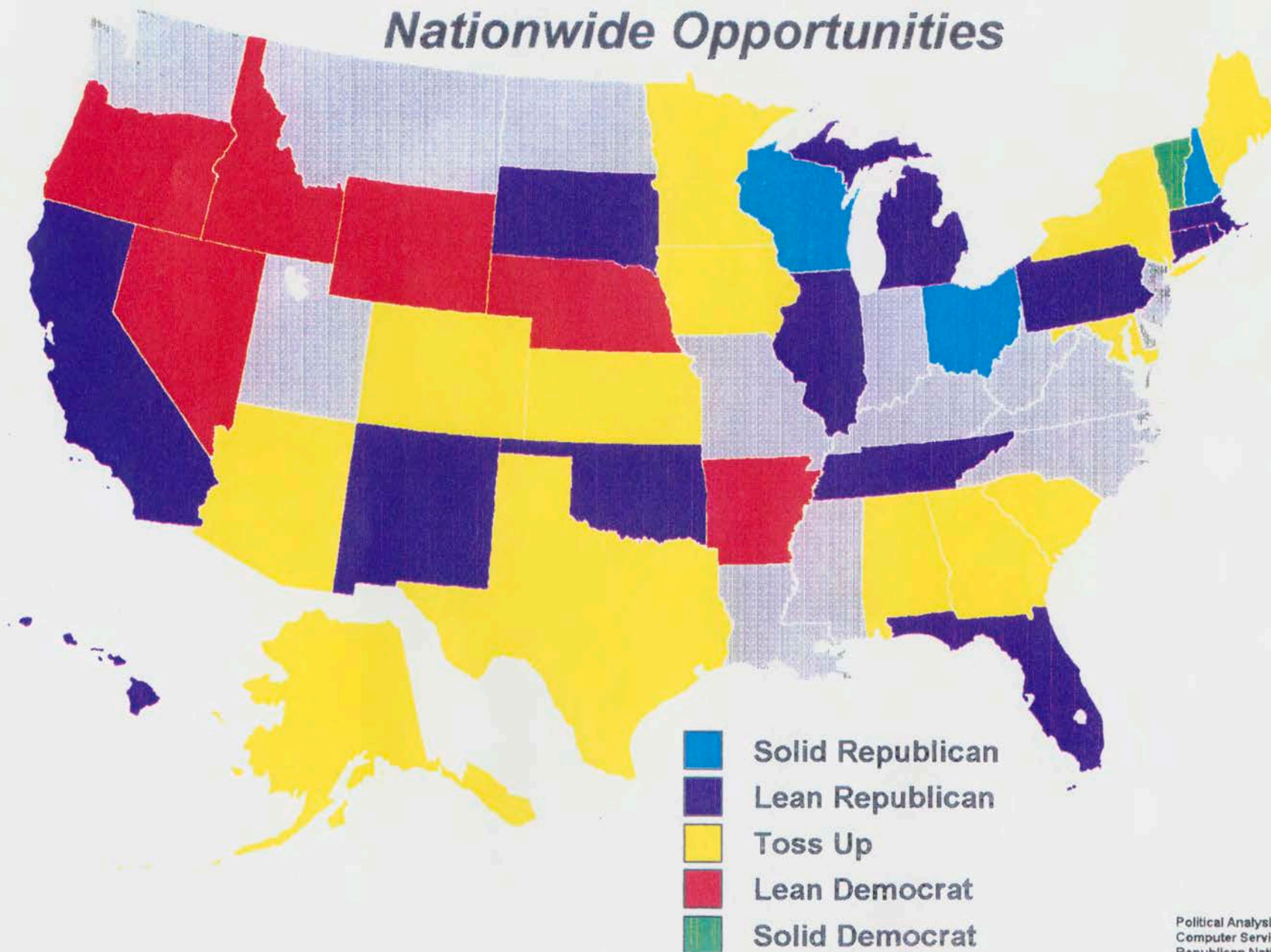
Source: Gallup poll for CNN / USA Today

Breakdown of \$10 Million Distribution



1994 Governors, Seats Up

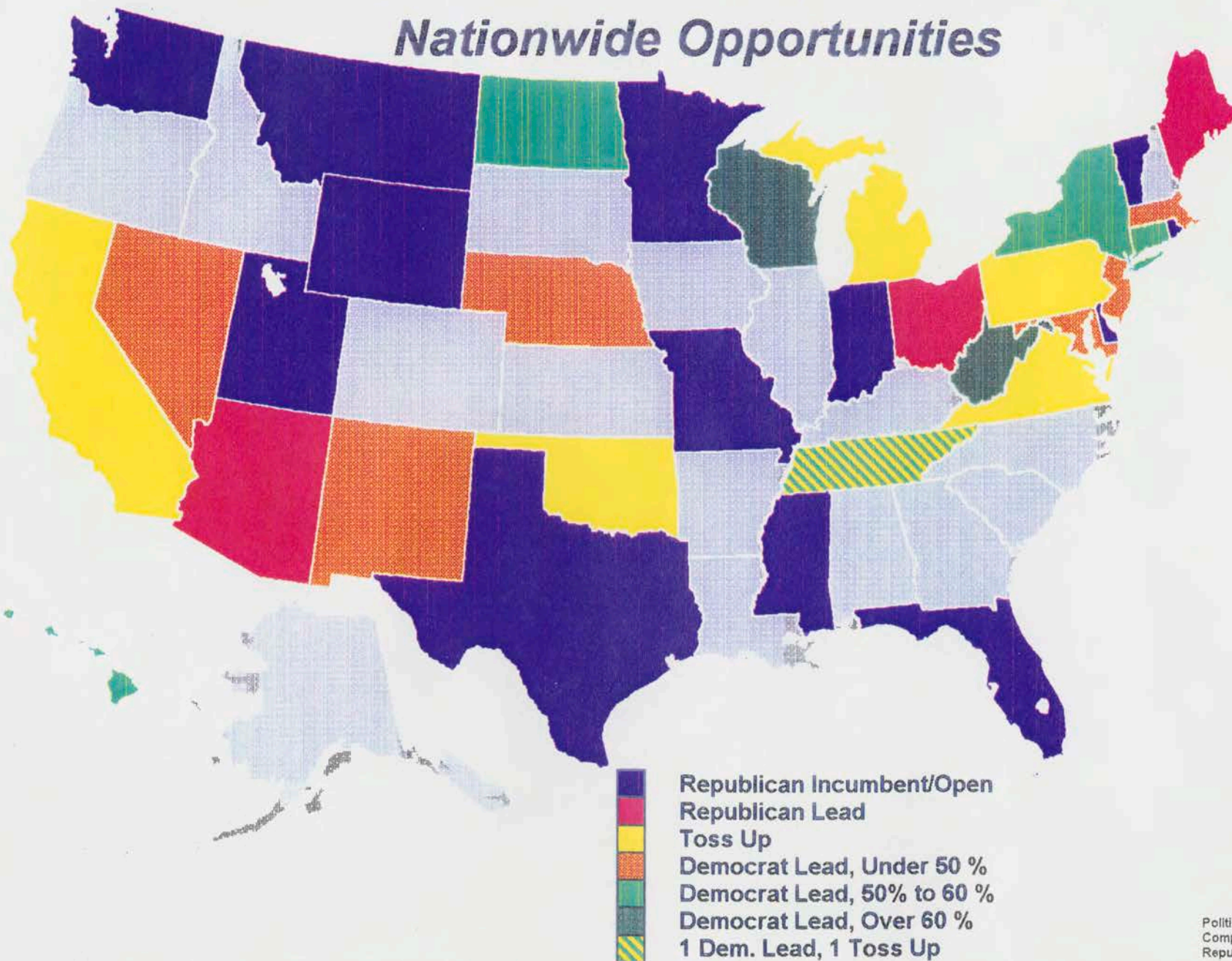
Nationwide Opportunities



Political Analysis Department
Computer Services Division
Republican National Committee

1994 U.S. Senate, Seats Up

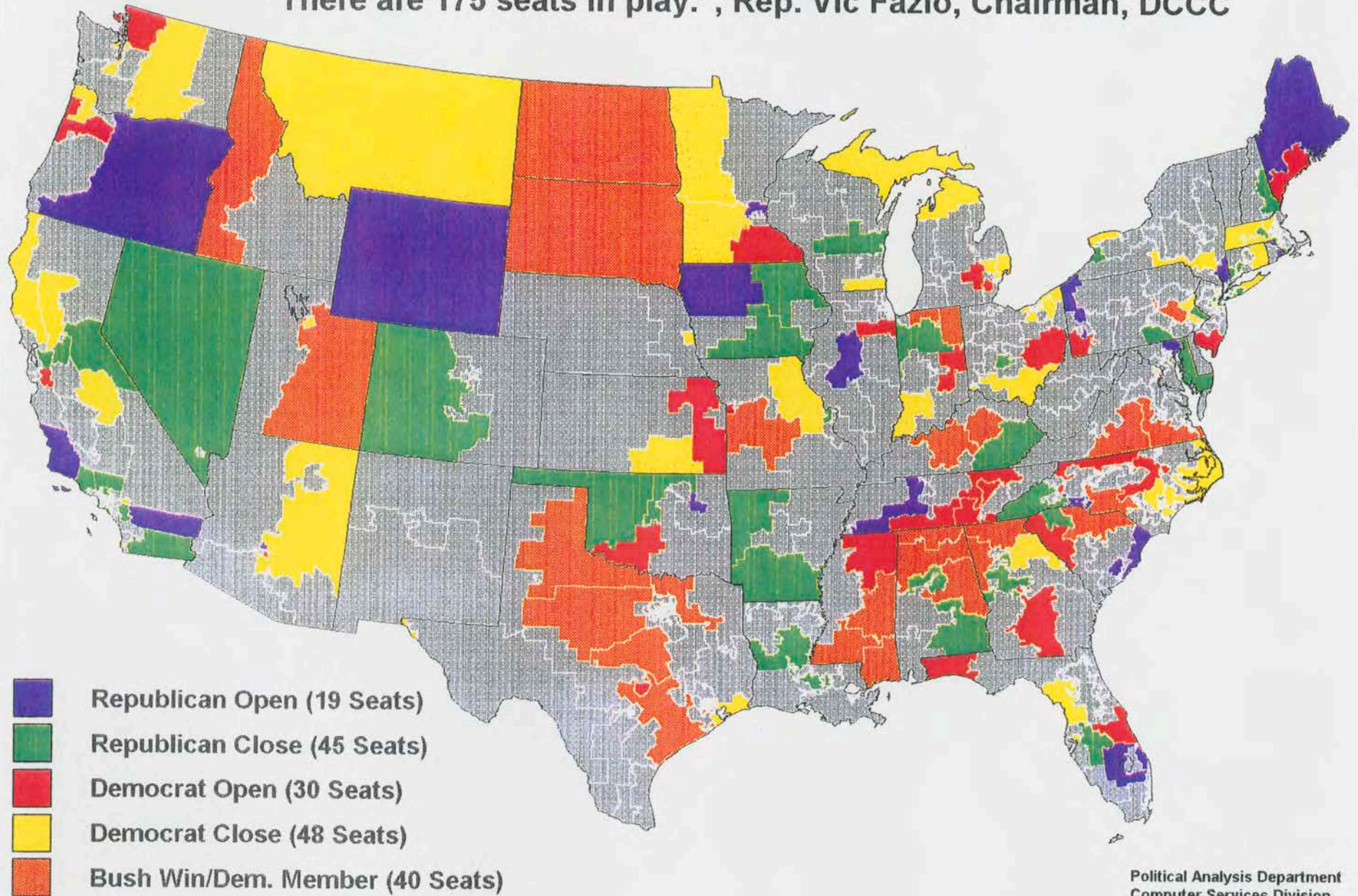
Nationwide Opportunities



Political Analysis Department
Computer Services Division
Republican National Committee

1994 U.S. House of Representatives

"There are 175 seats in play.", Rep. Vic Fazio, Chairman, DCCC



Political Analysis Department
Computer Services Division
Republican National Committee

GOP to Seek 25% More in Contributions For Elections Than Previously Planned

By GERALD F. SEIB

7/15/94
Staff Reporter of THE WALL STREET JOURNAL

WASHINGTON — The Republican Party, sensing the chance for big gains in this fall's elections, will mount a drive to raise 25% more money than planned this year so that it can contribute to a growing list of candidates with chances to win.

The Republican National Committee has been expecting to raise roughly \$50 million in contributions this year, and through the first six months of 1994 had

gathered in \$25 million of that, party officials said.

But party Chairman Haley Barbour said in an interview that over the next few weeks he intends to push donors to drive donations 25% higher than budgeted, arguing that 1994 has presented Republicans with far more opportunities to win elections than once thought.

Mr. Barbour indicated that the party plans to try in particular to draw more money out of big donors, who often don't contribute as heavily in years of midterm congressional elections as they do in presidential election years. Much of the money Republicans have raised so far has come from small donors, he said.

"We do have a lot of big donors who haven't contributed in levels they have in the past," Mr. Barbour said. "Now is a good time to help. This is like a presidential year."

Mr. Barbour's plans, which are likely to be discussed at the summer meeting of the Republican Party next week in Los Angeles, are just the latest indication that Republicans and Democrats alike sense the GOP has a chance to make bigger electoral gains this year than they thought just a few months ago.

Particularly in House races, many analysts now think Republicans have a chance to pick up 20 to 25 seats, and some in the GOP think a gain of 30 seats is at least possible. In off-year elections, a turnover of about 15 is more common.

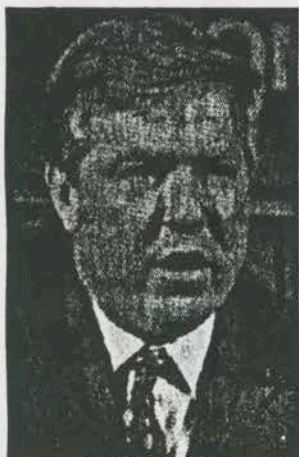
Democrats currently hold a 256-178 advantage in the House. (One member is an independent.) A swing of 20 to 25 seats, while still leaving the House in Democratic control, would significantly change the political makeup of Congress.

Similarly, Republicans think they have a chance to make a significant dent in the Democrats' 56-44 advantage in the Senate.

The task of raising money at the national level for House candidates normally falls to the National Republican Congressional Committee, a group affiliated with the national party but run by GOP House members. But that committee's financial picture has been in a shambles in recent years. So the national Republican Party is in the unusual position this year of assuming the job of raising money for House races.

THE WASHINGTON POST

• SATURDAY, JULY 23, 1994 A5 •



HALEY BARBOUR
... Republican Party chairman

GOP Borrows \$5 Million, Kicks Off \$10 Million Drive

By David Von Drehle
Washington Post Staff Writer

LOS ANGELES, July 22—Republicans have a chance at their best midterm election results in decades, party committee Chairman Haley Barbour said today, and they will immediately borrow \$5 million for additional spending to support congressional and gubernatorial campaigns.

Barbour announced a full-tilt fundraising drive to net \$10 million above the \$50 million already budgeted by the Republican Party for this year's elections. Most of the new money will be solicited from deep-pocket

donors who have so far remained "on the sidelines," he said.

"When the dice are hot, it's time to bet the ranch," Barbour told a meeting of the Republican National Committee here.

Crowing over President Clinton's rising disapproval ratings—about half of all American voters don't like the job the president is doing, according to a recent Gallup Poll—Barbour predicted the highest number of Republicans in Congress since 1958. To that end, he expects "80 or 90 or 90 or 100 races" to be close enough in the fall to warrant national party support.

"Our opportunities exceed our resources," he said.

In the first six months of this year, the GOP raised about \$25 million, putting it about \$2 million behind schedule, according to a report to the national committee members. By comparison, the Democrats raised about \$21 million in the same period. Both parties are budgeting record amounts for a nonpresidential election year.

Barbour's bet-the-ranch gambit is expected to draw primarily on huge contributions from wealthy individuals and corporations. This "soft money" cannot be used for direct campaign expenses. Instead,

Barbour said, it will go into such related activities as identifying voters, building grass-roots networks and turning out the vote on Election Day.

Some of the strongest players in the party—including Barbour, Senate Minority Leader Robert J. Dole (R-Kan.) and House Minority Whip Newt Gingrich (R-Ga.)—will be dispatched to twist the arms of the party's richest donors.

Since taking over as chairman in 1993, Barbour has made a priority of raising more money from a broader base of contributors, and he had some successes to report, including about a quarter of a million new do-

nors this year, most of whom gave less than \$100. Now, he said, it is "a great time and opportunity" for the "big givers" to weigh in.

Jim Whitney, a spokesman for the Democratic National Committee, said that despite Barbour's plan to up the ante, the Democrats will be closer to matching the Republicans in campaign spending than ever before. With plans to spend three times as much on direct campaigning than the Democrats have spent in any previous nonpresidential year, "we have made real progress and are at virtual parity," Whitney said.

Rising Tide

REPUBLICAN NATIONAL COMMITTEE

SEPT • OCT 1994 \$2.95

DEMOCRATS FACE THE GOP SURGE



**Republican National Committee
310 First Street, S.E.
Washington, D.C. 20003
(202) 863-8500**