

TO: Senator Dole
FR: Kerry

RE: Heating and Air Conditioning Contractors
April 27, 1995

*You will be speaking to approximately 750-900 heating and air conditioning contractors from across America.

*The conference is sponsored by Lennox, Inc., and many of the attendees will be Lennox distributors.

*Lennox is based in Iowa, and is currently celebrating its centennial. Approximately 100-150 of the attendees will be from Iowa.

*Attendees are owners of small businesses, and they asked that you discuss what you're doing to help small business. They are very supportive of your efforts in tort reform, regulatory reform, and the BBA.

SPEAK

Thurs. Fri, April 28 27
Ramada Renaissance
12:00 Noon
7:30 pm

LENNOX International Inc.

HEATING AND AIR CONDITIONING
ESTABLISHED 1895

1100 JONQUIL CIRCLE
GREAT FALLS, VIRGINIA 22066-1824
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R. Edwin Redfern
Washington Representative

March 26, 1995

The Honorable Robert Dole
Majority Leader
United States Senate
Washington, D.C. 20515

Fri, April 28
10-2 Library of Congress - Senate
Republican Conference Mtg.

Dear Senator Dole:

As you know I represent John Ruan here in Washington, another of my clients is Lennox International, which started 100 years ago in Marshalltown Iowa. This year during their 100th Anniversary they will be holding their industry's largest business education conference here in Washington.

On April 28 a conference for more than 900 Heating and air-conditioning Contractors (HVAC), representing thousands of HAVAC workers from around the United States, will be held at the Renaissance Hotel in Washington, D.C.

There will be 10 members from Kansas as well as 100 to 150 people from Iowa will be in attendance at this meeting. The rest of the people will be from other parts of the United States.

We believe that your work and leadership for these small businesses this coming year will have a significant impact on their future. We would appreciate it if you would consider being the Speaker for the Luncheon at 12:00 on Friday, April 28.

As you know, small businesses have been burdened by over regulation and over taxation for many years. This group would appreciate hearing your remarks on future legislation affecting their businesses.

Lennox has 9,000 employees with several plant around the United States. They recently expanded their plant in Marshalltown, Iowa, increasing its employment to more than 1200 workers. This plant is now the largest employer in Marshalltown, and one that I have talked to some of your staff about visiting during your trips to Iowa.

★ I have asked Senator Grassley to deliver this letter to you, as Marshalltown is one of his strongholds and Lennox has been represented by Senator Grassley when he was in the House and our relationship goes back many years.

We would appreciate your consideration of this request and look forward to hearing back from you. If you or your staff has any questions please feel free to give me a call.

Sincerely,



R. Edwin Redfern
Washington Representative

**SENATOR BOB DOLE
HEATING AND AIR CONDITIONING
CONTRACTORS**

**THANK YOU, AND WELCOME TO
WASHINGTON. THE SENATE IS
BACK IN SESSION THIS WEEK, AND
THE HOUSE COMES IN NEXT AFTER
WE BOTH TOOK A BREAK FROM THE
FIRST 100 DAYS.**

**AND WHILE THOSE FIRST
HUNDRED DAYS WERE VERY
IMPORTANT, I THINK THE NEXT 100
MAY BE EVEN MORE CRITICAL FOR**

**THE FUTURE OF AMERICA AND THE
FUTURE OF SMALL BUSINESSES.**

**AND SPEAKING OF 100, I KNOW
THAT MANY OF YOU ARE LENNOX
DEALERS, AND I WANT TO
CONGRATULATE YOU ON YOUR
CENTENNIAL ANNIVERSARY.**

**MUCH HAS CHANGED IN
AMERICA SINCE DAVE LENNOX
INVENTED THE RIVETED STEEL**

**FURNACE IN 1895, BUT TWO
THINGS HAVEN'T.**

**THE FIRST IS THAT STROM
THURMOND WAS IN THE SENATE IN
1895, AND HE'S STILL THERE
TODAY.**

**AND THE SECOND IS THAT THEN,
AS NOW, SMALL BUSINESSES ARE
THE FURNACE THAT HEAT
AMERICA'S ECONOMY.**

**I REPRESENT A STATE THAT IS
ALMOST ENTIRELY RELIANT ON
SMALL BUSINESS. AND I'M ALSO
PROUD TO BE THE SON OF TWO
SMALL BUSINESS PEOPLE. MY DAD
RAN A CREAM AND EGG STATION.
AND MY MOTHER SOLD SEWING
MACHINES DOOR-TO-DOOR. AND
THE FIRST REAL JOB I HAD WAS IN
A PLACE CALLED DAWSON'S DRUG
STORE IN RUSSELL, KANSAS.**

**SO I HAVE THE GREATEST
RESPECT FOR WHAT EACH OF YOU
DO EVERY DAY. BUILDING A
BUSINESS AND MEETING A PAYROLL
TAKES A LOT OF HARD WORK.**

**AND THE SAD FACT IS THAT FOR
TOO LONG, CONGRESS JUST DIDN'T
UNDERSTAND THAT. THEIR
ATTITUDE WAS THAT EVERY SMALL
BUSINESS HAD TO ANSWER TO THE
GOVERNMENT. AND THEY WERE**

**ALWAYS READY, IT SEEMED, TO
SADDLE SMALL BUSINESS WITH
NEW REQUIREMENT, NEW
PAPERWORK, NEW REGULATIONS,
AND NEW TAXES.**

**AMERICANS CHANGED A LOT OF
THINGS IN LAST NOVEMBER'S
ELECTIONS, BUT ONE OF THE MOST
IMPORTANT THINGS THAT
CHANGED WAS THE ATTITUDE**

**THAT CONGRESS HAS TOWARDS
BUSINESS.**

**BECAUSE THE NEW REPUBLICAN
MAJORITY UNDERSTANDS THAT
SMALL BUSINESS ISN'T A TARGET
TO BE SHOT. IT'S NOT A COW TO
BE MILKED. RATHER, IN THE
WORDS OF WINSTON CHURCHILL,
IT'S THE STURDY HORSE THAT
PULLS THE CART OF DEMOCRACY.**

**AND HERE'S HOW WE'RE TRYING
TO HELP:**

**TORT REFORM: LET ME BEGIN
WITH THE ISSUE THAT WE HAVE
DEBATED ALL WEEK ON THE
SENATE FLOOR--REFORM OF OUR
CIVIL JUSTICE SYSTEM.**

**THE AMERICAN TRIAL LAWYERS
ASSOCIATION IS SPENDING \$20
MILLION IN A CAMPAIGN TO
CONVINCE AMERICANS THAT**

**THOSE WHO WANT TO REFORM
OUR CIVIL JUSTICE SYSTEM ARE
NOTHING BUT PAWNS OF BIG
BUSINESS.**

**IT'S A SEXY ACCUSATION
THAT'S SURE TO GET LOTS OF
NEWS. BUT IT'S COMPLETE AND
TOTALLY FALSE--AND THEY KNOW
IT.**

**THE FACT IS THAT IT'S SMALL
BUSINESSMEN AND WOMEN...AND**

**ITS THE AVERAGE AMERICAN
FAMILY WHO ARE HURT MOST BY
LAW SUIT ABUSE.**

**ACCORDING TO RECENT
SURVEYS BY THE NATIONAL
FEDERATION OF INDEPENDENT
BUSINESSES IN TEXAS AND
TENNESSEE, ONE-THIRD TO ONE-
HALF OF SMALL BUSINESSES HAVE
BEEN SUED OR BEEN THREATENED**

**WITH SUIT FOR PUNITIVE
DAMAGES.**

**BECAUSE OF THIS KIND OF
LAWSUIT ABUSE, THE
WASHINGTON-AREA GIRL SCOUT
COUNCIL MUST SELL 87,000 BOXES
OF COOKIES EACH YEAR JUST TO
PAY FOR LIABILITY INSURANCE.**

**BECAUSE OF THIS ABUSE, THE
AVERAGE LOCAL LITTLE LEAGUE'S
LIABILITY INSURANCE JUMPED**

**1,000 PERCENT IN A RECENT 5-
YEAR PERIOD.**

**BECAUSE OF THIS ABUSE,
BUSINESSES--SMALL AND LARGE--
ARE FORCED TO RAISE PRICES ON
CONSUMERS.**

**BECAUSE OF THIS ABUSE,
BUSINESSES--SMALL AND LARGE--
ARE FORCED TO LAY OFF
EMPLOYEES.**

**AND BECAUSE OF THIS ABUSE,
NEW PRODUCTS AND DISCOVERIES
ARE KEPT OFF THE MARKET.**

**YES, WE NEED A SYSTEM THAT
ENSURES THAT THOSE HARMED BY
SOMEONE ELSE'S WRONGFUL
CONDUCT ARE COMPENSATED
FULLY.**

**BUT WE ALSO NEED TO ENSURE
THAT THE SYSTEM IS NOT TWISTED
IN WAYS THAT DETER FOLKS FROM**

**ENGAGING IN ACTIVITIES THAT WE
OUGHT TO ENCOURAGE.**

**LET ME BE FRANK IN SAYING
THAT THOSE OF US WHO FAVOR
TORT REFORM ARE IN AN UPHILL
BATTLE. THE TRIAL LAWYERS
HAVE DONE THEIR WORK VERY
WELL. BUT WE OWE IT TO THE
AMERICAN PEOPLE TO FIGHT AS
HARD AS WE CAN.**

**REGULATION: YOUR LEADERSHIP
TOLD ME THAT YOUR NUMBER ONE
PRIORITY FOR CONGRESS WAS
THAT WE REDUCE THE NUMBER OF
GOVERNMENT RULES,
REGULATIONS, AND RED TAPE.**

**AND THAT'S MY NUMBER ONE
PRIORITY AS WELL. AND MY GUIDE
IS THE 10TH AMENDMENT. I CARRY
IT AROUND WITH ME WHEREVER I
GO. AND WHAT IT BASICALLY**

**SAYS IS THAT IF THE
CONSTITUTION DOESN'T GIVE A
POWER TO THE FEDERAL
GOVERNMENT, THEN IT BELONGS
WITH THE STATES AND WITH THE
PEOPLE.**

**AND THAT'S JUST WHAT WE'RE
TRYING TO DO. WE'RE TRYING TO
GET GOVERNMENT'S NOSE OUT OF
PLACES WHERE IT DOESN'T
BELONG, AND LET YOU MAKE MORE**

**OF THE DECISIONS THAT AFFECT
YOUR LIFE, THE LIFE OF YOUR
FAMILY, AND THE LIFE OF YOUR
BUSINESS.**

**AND WE'VE DECIDED THAT ONE
WAY TO DO THAT IS TO REDUCE
THE NUMBER OF RULES,
REGULATIONS, AND RED TAPE.**

**THE HOUSE OF
REPRESENTATIVES HAVE ALREADY
PASSED A REGULATORY REFORM**

**BILL, AND NOW IT'S THE SENATE'S
TURN.**

**LEGISLATION I HAVE
INTRODUCED IN THE SENATE
WOULD ENACT WHAT I CALL THE
"COMMON SENSE TEST" OF
REGULATIONS.**

**FIRST, MAJOR REGULATIONS--
THOSE WITH A \$50 MILLION
IMPACT ON THE ECONOMY--WOULD**

**UNDERGO A COST-BENEFIT
ANALYSIS.**

**SECOND, WE WOULD STOP
USING VERY IMPROBABLE AND
EXTREMELY COSTLY SCENARIOS
WHEN EVALUATING RISKS TO
HUMAN HEALTH AND SAFETY.**

**I WANT TO ASK FOR YOUR HELP
HERE. I'M SURE ALL OF YOU KNOW
OF A FEDERAL REGULATION THAT
IS PARTICULARLY HARSH ON YOUR**

**BUSINESS, THAT IS COUNTER
PRODUCTIVE, OR THAT DOESN'T
MAKE SENSE.**

**WHAT I WANT YOU TO DO IS TO
WRITE THEM DOWN, AND SEND
THEM TO BOB DOLE, CARE OF THE
UNITED STATES CAPITOL.**

**TAXES/BUDGET: IF THERE'S ONE
THING THAT SMALL BUSINESSES
DON'T NEED, IT'S ANOTHER TAX
INCREASE. IN 1993, PRESIDENT**

**CLINTON PROPOSED AND THE
DEMOCRAT CONGRESS PASSED--
WITHOUT A SINGLE REPUBLICAN
VOTE--THE LARGEST TAX INCREASE
IN AMERICAN HISTORY. AND THAT
INCLUDED A BIG, BIG, TAX
INCREASE ON A LOT OF SMALL
BUSINESSES AND SUBCHAPTER S
OPERATIONS.**

**INSTEAD OF AN INCREASE, THE
NEW REPUBLICAN CONGRESS**

**WOULD LIKE TO GIVE A LITTLE TAX
RELIEF TO AMERICA'S FAMILIES.
AND WE'D ALSO LIKE TO GIVE A
LITTLE SHOT TO OUR ECONOMY,
AND INCREASE EMPLOYMENT AS
WELL, BY CUTTING THE CAPITAL
GAINS TAX RATE.**

**THERE'S ANOTHER WAY WE CAN
HELP THE ECONOMY. AND THAT'S
TO GET THE GOVERNMENT TO
BALANCE ITS BUDGET. IF YOU**

**DIDN'T BALANCE YOUR BUDGET
EVERY YEAR, YOU'D BE OUT OF
BUSINESS BEFORE TOO LONG. YOU
DON'T HAVE THE LUXURY THAT
THE FEDERAL GOVERNMENT DOES.
THEY CAN KEEP SPENDING AND
SPENDING AND SPENDING, AND
SIMPLY GIVE THE BILL TO OUR
CHILDREN AND GRANDCHILDREN.**

**AND THAT'S GOT TO STOP. WE
COULD HAVE MADE AN IMPORTANT**

**STEP WITH THE BALANCED BUDGET
AMENDMENT. BUT WE FELL ONE
VOTE SHORT IN THE SENATE. 98%
OF REPUBLICANS VOTED TO SEND
THE BALANCED BUDGET
AMENDMENT TO THE STATES. BUT
PRESIDENT CLINTON PUT THE
PRESSURE ON DEMOCRATS TO
OPPOSE IT, AND LESS THAN 30%
ENDED UP SUPPORTING THE
AMENDMENT.**

**I HAVEN'T GIVEN UP ON THE
AMENDMENT YET. I HAVE THE
RIGHT TO BRING IT UP ANYTIME,
AND I STILL BELIEVE THAT AS NEXT
YEAR'S ELECTION DRAWS CLOSER,
THE HEARING OF ONE OR TWO
SENATORS MIGHT IMPROVE, AND
THEY MIGHT JUST HEAR WHAT THE
VAST MAJORITY OF THE AMERICAN
PUBLIC IS SAYING.**

**WE HAVE SOME TOUGH BATTLES
AHEAD OF US, AND WE WILL NEED
YOUR HELP. YOU'VE HEARD SOME
OF THE RHETORIC COMING FROM
THE OTHER SIDE. BY WANTING TO
REDUCE REGULATIONS, WE ARE
ENDANGERING OUR ENVIRONMENT
AND YOUR SAFETY. BY DRAWING
THE LINE ON SPENDING INCREASES,
WE ARE THREATENING OUR SENIOR**

**CITIZENS AND STARVING OUR
CHILDREN.**

**IF YOU WERE SERIOUS ABOUT
WANTING CHANGE LAST
NOVEMBER--AND I THINK YOU
WERE--THEN YOU HAVE TO LOOK
PAST THE HEATED RHETORIC, AND
AN URGE CONGRESS TO COMPLETE
THE MISSION YOU SENT US HERE
TO DO--TO GET AMERICA MOVING
IN THE RIGHT DIRECTION BY**

**REINING IN GOVERNMENT, BY
REDUCING RULES AND
REGULATIONS, AND BY PUTTING
OUR FINANCIAL HOUSE IN ORDER.
THANK YOU.**