

Wed, May 17  
9:30am  
Informal REMARKS

TO: Senator Dole  
FR: Kerry

RE: Wine Institute  
Wednesday, May 17  
9:30/H-144

\*Meeting with 40-50 California vintners.

\*Bobby Koch requested a few minutes of informal remarks,  
followed by Q&A.

\*Attached is a memo from Rolf detailing a few of their top  
concerns.

May 16, 1995

TO: SENATOR DOLE  
FROM: ROLF LUNDBERG  
SUBJECT: WINE INSTITUTE MEETING

Following are the U.S. wine industry's major trade concerns:

1. NAFTA Tariff Acceleration Mexico's tariffs on Chilean wine are lower, and phase out more quickly, than Mexican tariffs on U.S. wine under NAFTA. This is inequitable, particularly in light of the reduction to zero of the U.S. tariff on Mexican brandy, while the Mexican tariff on U.S. brandy will be phased out over ten years.
2. Free Trade Agreement with Chile Until the inequitable tariff treatment of U.S. wine under NAFTA is resolved, it would be a mistake to proceed with negotiations with Chile.
3. European Union Wine producers are heavily subsidized, enabling European producers to undercut U.S. wines in the EU and third countries. 1994 subsidies totalled around \$1.5 billion.

EU tariffs are relatively high.

The EU also has not granted permanent approval of U.S. winemaking practices and production methods. U.S. producers are apprehensive about possible withdrawal of approval and loss of market share.

4. Export Promotion In the face of heavily subsidized competition, U.S. export promotion funds, such as the Market Promotion Program, are important for U.S. wine sales abroad.
5. Canada The two largest provinces still tenaciously protect domestic producers, most notably through a "cost-of-service" mark-up, which applies only to imports and acts as an import tax.
5. China Tariffs are extremely high, from 100% - 200%. Negotiations for China's accession to the WTO should be used to obtain tariff concessions and more open distribution regulations.
6. Taiwan Tariffs are high, in the 20% - 25% range. Domestic production and distribution is still highly regulated by a monopoly board. Lack of administrative transparency makes it easy to discriminate against imported wines. WTO accession negotiations should be an opportunity to secure tariff and transparency commitments.



## WINE INSTITUTE

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May 12, 1995

To: Majority Leader Bob Dole  
From: Bobby Koch

Wine Institute, the trade association of California vintners with over 400 members, is delighted that you are taking the time to visit with us on Wednesday, May 17, at 9:30 a.m. in H-144 of the Capitol during our annual week in Washington.

Our sessions are informal. Typically, brief opening remarks are given followed by questions and answers; from start to finish, no more than 30 minutes. If your schedule is tight that day, just let me know.

Enclosed is a listing of some of the issues that we are focusing on. Feel free to touch on any of these topics or others that you care to discuss.

Lastly, enclosed is a listing of the California winemakers who are participating this year. California produces over 90% of our nation's wine. Again, we are so pleased that you will be joining us. If you have any questions, please call.

Enclosures

*Mr. Leader*

*George Rad*

*These are great  
people who are  
excited about your  
visit.*

*Bobby*

**1995 California Vintner Delegation**

Charles Cooke & Sarah Peterson  
Cooke Vineyards

Bill & Vicky Crawford  
President/Winemaker, McDowell Valley Vineyards

Louie De Vincenzi, Assistant VP for Winery  
Relations, Korbel Champagne Cellars

Jim & Astrid Flood  
President, Rancho Sisquoc Winery

Lou Foppiano  
Vice President, Foppiano Vineyards

Joe Gallo  
Executive Vice President, E. & J. Gallo Winery

John & Pamela Giumarra  
VP/Secretary/Director of Winery Operations,  
Giumarra Vineyards

Walt Hampe  
Director of Public Affairs, Sutter Home Winery

Gary Heck  
President/Chairman of the Board, Korbel  
Champagne Cellars

David & Cheryl Heitz  
Vice President/Winemaker, Heitz Cellars

Allan Hemphill  
President, Associated Vintage Group

Jay Indelicato  
Public Relations Director, Delicato Vineyards

Walt & Sylvia Klenz, President  
Beringer Vineyards

Jerry & Carol Lohr  
President, J. Lohr Winery

Louise & Elizabeth Martini  
Chairman of the Board, Louis M. Martini Winery

Jeff O'Neill  
President, Golden State Vintners

Jack Owens  
General Counsel, E. & J. Gallo Winery

Harry Parsley  
Chief Operating Officer, Buena Vista Winery

Bruce Rector  
Dante Bagnani Chair

Peter Seremet  
Vice President, Heublein, Inc.

John & Elizabeth Sheela  
President, Kenwood Vineyards

Kerry Walsh Skelly  
Brown Forman Corp./Fetzer

Bob & Verna Steinhauer  
Beringer Vineyards

Laurence Sterling  
Owner, Iron Horse Vineyard

Doug Walker  
President, Chateau St. Jean

Tim Wallace  
Partner/National Sales Director, Benziger  
Family Winery

Richard & Barbara Walton  
President, Beaulieu Vineyard  
Chairman of the Board, Wine Institute

Philip Wente  
Executive Vice President, Wente Bros.

#### **Wine Institute**

John & Josephine De Luca  
President, San Francisco

Robert P. Koch  
Vice President, Washington, DC

#### **Associated Organizations**

Joe & Janell Ciatti  
Owner, Joseph W. Ciatti Co.

Bob Hartzell  
California Association of Winegrape Growers

Robert Lehrman  
Buchman & O'Brien

**Excise Taxes:**

Our number one priority has been and always will be to defeat any proposal to increase the federal excise tax on wine. At the 1991 Budget Summit, the federal tax on wine was increased 529%, from \$0.17 a gallon to \$1.07. U.S. sales in 1991 declined to 467 million gallons, down from 509 million gallons in 1990 - a 42 million gallon decrease. Sales in 1992 were 475 millions gallons. Sales in 1993 were 444 million gallons. The industry is just beginning to recover from this devastating tax increase.

**Federal Research Supporting the Role of Wine as Part of a Healthy Diet:**

Report language in the 1995 Ag Appropriations Bill and the Labor-HHS Appropriations Bill on wine and health was signed into law by the President. The language in part reads:

"...there is also evidence from epidemiologic studies suggesting that moderate alcohol consumption may be positively associated with cardiovascular health. In addition to alcohol, wine contains antioxidants that may offer a protective element for cardiovascular disease. The Committee directs the Department of Agriculture [Department of Health and Human Services] to support and assist research efforts in these areas, especially the impact of alcohol on cardiovascular health and longevity and on the dietary role of antioxidants and moderate alcohol consumption, and to develop a working strategy to assure future research on this important issue."

Recently, the National Institute on Alcohol Abuse and Alcoholism (NIAAA) announced a Request For Applications (RFA) to the scientific research community on its plans to conduct research on the health effects of moderate alcohol consumption, for which we are quite pleased.

**Export Promotion:**

The American wine industry was the largest recipient of funds from the media-maligned Market Promotion Program (MPP) in Fiscal Year 1993. FY 1994's allocation was reduced due to carryover, a slower growth in export sales and a smaller appropriation for the entire MPP program. In 1985, export sales by the U.S. were \$27 million. With MPP and aggressive marketing, export sales grew to \$190 million in 1994. We have a proven track record of success with 107 wineries participating in the MPP. These wineries include several large wineries, many mid-size wineries and over 50 small producers.

The unfair challenges we face are enormous. Often we find ourselves competing not with foreign winemakers but with foreign governments. The European Union (EU), for example, subsidizes their wine industry \$1.5 billion annually. This includes "export refunds" and price-support programs to lower costs and absorb high

tariffs. It is difficult to compete against artificially low prices when we have no price or production subsidies of our own to establish a foothold in new markets.

**NAFTA Tariff Acceleration:**

U.S. wine producers are scheduled to wait ten years to attain duty free status in Mexico while Chilean producers achieve this in five years. On January 1, 1996, Chilean wine will enter Mexico duty free, and U.S. producers are scheduled to be burdened with a 14% tariff.

U.S. wine sales in Mexico declined 31% in 1993 while Chile's sales increased 138%. Chile now exports more table wine to Mexico than does the U.S.

Mexican brandy now enters the U.S. duty free while U.S. producers are scheduled to wait ten years for equal treatment in Mexico, yet Mexico ships 13 times the brandy that the U.S. ships Mexico.

We continue to work to have the inequitable tariff treatment of U.S. wine and brandy in Mexico remedied.

**Chile:**

The Wine Institute strongly opposes any further reduction of the U.S. tariff on wine, which is already the lowest of any major wine-producing country. Including wine in a free trade agreement with Chile would be highly asymmetrical in Chile's favor. Given the dynamics, the United States wine industry would bear the extreme adverse consequences, while Chilean wine producers would enjoy the benefits.

The wine industry has suffered greatly as a result of recent trade agreements, including:

1. The Uruguay Round agreement lowering the U.S. tariff on wines, which already are the lowest of any major wine-producing country, by 36%, when other countries, including members of the EU, are lowering their higher tariffs by only 10% - 20%;
2. NAFTA's immediate opening of the U.S. brandy market to duty-free competition from the much larger Mexican brandy industry on an unreciprocated basis; and
3. The wine provisions in the NAFTA and the Canada/US Free Trade Agreement have enabled Chile to benefit from discrimination against U.S. wines by Mexico and two key Canadian provinces. Both Ontario and British Columbia impose higher cost-of-service markups on U.S. wine than on Chilean and all other imported wine. In Ontario, it is a 15% cost-of-service charge for U.S. wines,



compared to a 6% cost-of-service charge for Chile and all other wine-producing countries.

Our small tariff is not keeping Chilean wine from entering the U.S. For the above reasons, the tariff should be preserved.

**Wine Accords:**

In 1983, a five year agreement was reached between the U.S. and EU. The EU agreed to recognize U.S. winemaking practices and production methods and to make EU certification simpler. The U.S. already allowed easy entry of imports and acceptance of all foreign enological methods and materials, and therefore agreed to undertake a rulemaking to increase the number of protected geographic names. This rulemaking occurred, and additional ones were protected. Since 1988, the EU has granted a temporary acceptance of our winemaking practices and production methods, which places U.S. vintners and growers in the unenviable position of never knowing when this may end.

The EU wants the U.S. to discontinue the use of all semi-generic names such as Burgundy, Chablis and Champagne and seeks to enter into negotiations with the U.S. on this issue. Vintners and growers are adamantly opposed to any such negotiations.

**Taiwan/China GATT Accession:**

Both Taiwan and China want to enter GATT. This very fact gives U.S. trade negotiators leverage to reduce the high tariffs and taxes placed on U.S. wines and many other products. Presently, Taiwan is making some progress in dismantling its monopoly board. The offers made on wine fall way short of what the U.S. has requested. China recently dropped its tariff on alcohol, however, not nearly to a level which will allow U.S. wine producers to compete in what promises to be a large market.

**User Fees for Label/Formula Approvals:**

On four occasions over the past two years, "user fees" for ATF label and formula approvals, which are required by law, have been proposed and defeated. The burden of such fees would fall most heavily on the wine industry, which submits the most labels for approval. This would be particularly onerous on small producers.

**Advertising Legislation:**

The advertising restrictions bill calling for rotating health warnings on tv and print alcohol advertising, including point of sale materials, will in all likelihood be introduced once again this Congress. Last Congress, there were hearings by the Senate Commerce Committee, but no effort was made to move the bill out of committee. No action by the House occurred.

# WINE INSTITUTE NEWSFLASH

HEALTH &  
SOCIAL ISSUES  
*March, 1995 Vol. 1, No. 5*

## US GOVERNMENT PLANS TO STUDY THE HEALTH EFFECTS OF MODERATE ALCOHOL CONSUMPTION

**“We share your desire for greater research-based understanding of the consequences of moderate drinking and the mechanisms by which those effects operate.” - Enoch Gordis MD, Director of NIAAA**

For the first time in its 25-year history, the National Institute on Alcohol Abuse and Alcoholism (NIAAA) has launched a new initiative to explore the health effects of moderate alcohol consumption. NIAAA, the federal government's leading agency on alcohol research, plans to issue a Request for Applications (RFA) by late spring for studies that would advance/improve understanding of the mechanisms and effects of low levels of alcohol consumption on cardiovascular health. These plans were revealed by an exchange of letters between Wine Institute and key government officials within NIH, including the director of NIAAA, following approval by Congress of new appropriations language calling for research on the effects of moderate drinking. Congress specified several areas for future research, including the role of wine antioxidants, such as phenolic compounds, in bionutrition. The announcement of a Request for Applications is a significant development as it signals research priorities of U.S. government agencies to the national, as well as the international, biomedical and behavioral scientific communities.

Responding to a request for research recommendations, Wine Institute President John De Luca sent Assistant Secretary of Health and Human Services Philip M. Lee, MD, an outline of possible research projects on wine's role as part of a healthy diet. NIAAA Director Enoch Gordis, M.D. responded with a letter stating, “We share your desire for greater research-based understanding of the consequences of moderate drinking and the mechanisms by which those effects operate.” Another letter sent to De Luca by William R. Harlan, MD, associate director for Disease Prevention of the National Institutes of Health, expressed NIH's interest in such studies. On behalf of NIH Chief Harold Varmus MD, Dr. Harlan suggests the potential involvement of the National Heart, Lung and Blood Institute (NHBLI) in this research area. He states further that any study “must extend beyond the effects of ethanol alone” to include accompanying beverage constituents. In recent years preliminary research has associated phenolic compounds in wine with favorable health effects in addition to those provided by wine's alcohol content.

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## WHITE WINE REPORTED TO ALSO PROVIDE ANTIOXIDANT PROTECTION

“Red wines had a significantly higher antioxidant than white wines and thus are a better source of antioxidants. All wines were better antioxidants than ascorbic acid or tocopherol under these experimental conditions.” - Joe Vinson, Barbara Hontz, University of Scranton.

A new study published by the American Chemical Society reports that white wine, like red wine, contains phenolic compounds capable of antioxidant activity. Chemists Joe Vinson and Barbara Hontz at the University of Scranton, Pennsylvania, compared the antioxidant potential of red and white wine. They found that the phenols in white wine actually provided more effective antioxidant activity than those in red wine. But because red wine contains such a greater volume of phenols overall, it remains a better source of antioxidant protection ounce per ounce than white wine, they concluded. The researchers also found that the phenols present in both red and white wine demonstrated stronger antioxidant activity in laboratory tests than vitamins C and E. Phenolic compounds in wine have been shown to prevent the harmful oxidation of LDL. In this study, wine phenols were found to inhibit the oxidation of LDL drawn from animal blood samples.

References: Vinson, J. and Hontz, B. Phenol Antioxidant Index: Comparative Antioxidant Effectiveness of Red and White Wines, *Journal of Agriculture and Food Chemistry*, 1995;43:401-403.

## DAILY MODERATE WINE CONSUMPTION WITH MEALS APPEARS TO INCREASE ANTIOXIDANT ACTIVITY, NEW STUDY REPORTS

“However, two weeks of red wine consumption resulted in substantial reduction in the propensity of LDL to oxidize...” - Bianca Fuhrman, Rambaum Medical Center, Haifa, Israel

A new study published in the *American Journal of Clinical Nutrition* reports that regular moderate consumption of red wine with meals, the pattern made famous by the French Paradox research, contributes significantly to wine's ability to provide heart disease protection. Analyzing blood samples drawn from young male volunteers, the investigators, led by Bianca Fuhrman of the Rambaum Medical Center in Haifa, Israel, found that red wine consumption significantly reduced LDL oxidation after a minimum of two weeks. The volunteers drank one glass of wine with lunch and one with dinner. After one week of red wine consumption, no significant changes were found in the propensity of LDL to undergo lipid peroxidation. “However, two weeks of red wine consumption resulted in substantial reduction in the propensity of LDL to oxidize...” The researchers suggest that phenolic compounds in red wine are absorbed into the bloodstream. They further suggest that this mechanism may provide an explanation for the lower incidence of cardiovascular disease observed in the French.

References: Fuhrman, B. et. al., Consumption of Red Wine with Meals Reduces the Susceptibility of Human Plasma and Low-Density Lipoprotein to Lipid Peroxidation, *American Journal of Clinical Nutrition*, 1995; 61:549-554.

For more information, please contact Elisabeth Holmgren, Director, Research & Education Department at (415) 512-0151.

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# WINE INSTITUTE

## LATEST RESEARCH FINDINGS SUPPORTING WINE'S ROLE AS PART OF A HEALTHY DIET & LIFESTYLE

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**The overwhelming majority of Americans consume wine moderately and responsibly. Research findings concerning the potential benefits of moderate wine consumption should be part of today's public health policy deliberations because of the strong evidence that such consumption is associated with reduced risk of coronary heart disease. According to the American Heart Association, this disease is the leading cause of death in the United States and, along with related illnesses, will account for an estimated \$128 billion of U.S. health-care expenditures in 1994. The following summarizes the latest scientific data which suggests that moderate wine consumption can contribute to a healthy diet and lifestyle.**

**U.S. wine consumers enjoy wine with meals in a home setting and adhere to an all-around healthy lifestyle.**

- Research data published in the *Journal of Studies on Alcohol*, reports that 75 percent of wine drinking in the U.S. takes place in the home, predominantly with meals. This and other studies find wine consumers drink on average no more than 1.5 glasses of wine at any given occasion and approximately 4.5 glasses of wine during any given week.

**The moderate consumption of wine and alcohol beverages in increasing longevity and reducing the risk of heart disease has been documented.**

- Many studies indicate that moderate consumption of alcohol, and especially wine, plays a role in longevity. For example, a 1990 American Cancer Society study found that people who consume alcohol moderately have a lower rate of mortality from all causes than people at either extreme, i.e., those who abstain and those who drink to excess. This finding has been confirmed in many studies and is described as the so-called "U-shaped curve."
- A 1993 government-funded analysis of the National Health and Nutrition Examination Survey stated that "moderate drinking increases time until death from any cause by about 3 percent."
- A study by researchers at Harvard University, School of Medicine, published in *The New England Journal of Medicine* in 1993, reports that those who have one to three drinks daily may cut their heart attack risk in half. Other researchers at Harvard published in the same journal in 1992, after analyzing 200 studies, concluded that moderate alcohol consumption is one of the top nine ways to cut heart attack risk and is associated with a 25 - 45 percent reduced risk of coronary heart disease.
- A study published in the American Heart Association journal, *Stroke*, reports that life-long abstainers more than doubled their risk of stroke as compared to moderate drinkers.

**Wine is an integral part of the Mediterranean diet which contributes to a healthier lifestyle and a decrease in coronary heart disease risk.**

- Cross-cultural studies have reported significantly lower risk of heart disease in France and other Mediterranean wine-drinking regions. The fact that men in France are much less likely to die of heart disease than American men despite a higher intake of fat and less exercise is called the "French Paradox." One of several factors suggested by scientists as a possible explanation for this phenomenon is the regular consumption of wine with meals. The "French Paradox" study and other related research suggest that wine can be part of an optimal diet.
- Recently, World Health Organization/FAO, collaborating with the Center on Nutrition at Harvard University School of Public Health, Oldways Preservation and Exchange Trust and the World Health Organization European Regional Office, has developed new Mediterranean dietary guidelines. These guidelines, presented through a food pyramid model, include daily moderate wine consumption as part of a recommended healthy diet, which is associated with a reduced risk of coronary heart disease. The guidelines also include ample amounts of whole grains, fresh fruits and vegetables, olive oil and a limited intake of meat and dairy products.

**New research reports that special components of wine, other than alcohol, may contribute to disease prevention.**

- Wine is rich in phenolic compounds. These may act as antioxidants in the body, minimizing the cell damage which comes from oxidation, thereby potentially decreasing the risk of heart disease and cancer. Researchers from the University of California, Davis, reported last year in the leading British medical journal, *The Lancet*, that wine's phenolic compounds including quercetin, resveratrol and epicatechin were much more effective than Vitamin E in preventing the oxidation of LDL cholesterol and thereby reducing the risk of coronary heart disease.
- The researcher who discovered aspirin's health benefits recently reported at the American College of Cardiology Conference in Atlanta that phenolic compounds in red wine such as quercetin help to prevent heart attacks by inhibiting blood clotting. Blood clots that obstruct arteries leading to the heart are a major factor in heart attacks.
- Studies to date are promising and suggest that the combination of phenolic compounds and ethyl alcohol in wine may be the reason for wine's association with the reduced risk of coronary heart disease and increased longevity. Additional scientific research by the federal government, medical universities and others is continuing in this important area.

**Wine Institute recommends the moderate and responsible consumption of wine with food for healthy adult Americans.**

- Wine is not a health tonic, and Wine Institute does not advocate drinking wine for health reasons. We believe a glass of wine is one of life's simple pleasures, capable of enhancing even the most modest meal.
- Winegrowers share the nation's concern regarding the problems associated with the misuse of alcohol and support strict enforcement of drunk driving laws as well as education and treatment for the population at risk. Moreover, our *Code of Advertising Standards* supports the responsible promotion and the moderate consumption of wine.

In sum, the research demonstrating wine's role in a healthy diet should be part of policy discussions to bring balance to the debate and to allow Americans to make informed choices.

**References:** 1) Klein, H. and Pittman, D., Social Occasions and the Perceived Appropriateness of Consuming Different Alcoholic Beverages, *Journal of Studies on Alcohol*, 51(1):59-67, 1990. 2) Klein, H. and Pittman, D., Drinker Prototypes in American Society, *Journal of Substance Abuse*, 2:299-316, 1990. 3) Klein, H. and Pittman, D., Perceived Consequences Associated with the Use of Beer, Wine, Distilled Spirits, and Wine Coolers, *The International Journal of Addiction*, 25(5):471-492, 1990. 4) *Heart and Stroke Facts: 1994 Statistical Supplement*, American Heart Association, Dallas, TX, 1993. 5) Boffetta, P., and Garfinkle, L., Alcohol Drinking and Mortality Among Men Enrolled in an American Cancer Society Prospective Study, *Epidemiology*, 1(5):342-348, 1990. 6) Klatsky, A., et al., Alcohol and Mortality, *Annals of Internal Medicine*, 117(8):646-654, 1992. 7) Stampfer, M., Colditz, G., Willet, W., et al., Prospective Study of Moderate Alcohol Consumption and the Risk of Coronary Disease and Stroke in Women, *New England Journal of Medicine*, 319(5):267-273, 1988. 8) Coate, D., Moderate Drinking and Coronary Heart Disease Mortality: Evidence from NHANES I and the NHANES I Follow-up, *American Journal of Public Health*, 83(6):888-890, 1993. 9) Gaziano, J., et al., Moderate Alcohol Intake, Increased Levels of High-Density Lipoprotein and its Subfractions, and Decreased Risk of Myocardial Infarction, *The New England Journal of Medicine*, 329(25):1829-1834, 1993. 10) Manson, J., et al., The Primary Prevention of Myocardial Infarction, *The New England Journal of Medicine*, 326(21):1406-1416, 1992. 11) Rodgers, H., et al., Alcohol and Stroke: A Case-Control Study of Drinking Habits Past and Present, *Stroke*, 24(10):1473-1477, 1993. 12) Frankel, E., et al., Inhibition of Oxidation of Human Low-Density Lipoprotein by Phenolic Substances in Red Wine, *The Lancet*, 341:454-457, 1993. 13) Waterhouse, A., et al., Inhibition of Human LDL Oxidation by Resveratrol, *The Lancet*, 341:1103-1104, 1993. 14) Frankel, E., Kinsella, J., Waterhouse, A., *The Lancet*, (letter) 341:1103-1104, 1993. 15) Folts, J., "Spirits, Spices, Sticky Platelets and Heart Attack," Presented at American Heart Association Writers Forum, Atlanta, GA, January 1994. 16) Ellison, C., "Cross-Cultural Study on Diet, Alcohol and Heart Disease," Research in Progress, Boston University School of Medicine, Boston, MA, 1994. 17) Harvard School of Public Health, Oldways Preservation and Exchange Trust, and World Health Organization (WHO) Regional Office for Europe, "The Traditional Healthy Mediterranean Diet Pyramid," Oldways Preservation and Exchange Trust and Harvard School of Public Health, 1994. 18) National Institute on Alcohol Abuse and Alcoholism (NIAAA), Moderate Drinking, *Alcohol Alert*, 16(315), April 1992. 19) Christian, J., et al., "Long-Term Alcohol Intake and Cognition in Aging Twins," Presented at Research Society of Alcoholism, San Antonio, TX, June 1993. 20) Holbrook, T. and Barrett-Conner, E., A Prospective Study of Alcohol Consumption and Bone Mineral Density, *British Medical Journal*, 306:1506-1509, 1993. 21) Lipton, R., "The Stress Buffering Role of Moderate Alcohol Use on the Relationship Between Stress and Depression," Presented at Society for Behavioral Medicine, San Francisco, CA, March 1993. 22) Cohen, S., et al., Smoking, Alcohol Consumption and Susceptibility to the Common Cold, *American Journal of Public Health*, 83(9):1277-1283, 1993. 23) Wine Institute Code of Advertising Standards, Wine Institute, San Francisco, CA, 1978 (Revised 1987 and 1993).

Wine Institute Research & Education Department, 1994. Please call for copies of these or other scientific studies.

*This document was prepared with members of Wine Institute's Scientific Advisory Board.*

Wed., May 17  
10:00 am  
BRIEF REMARKS

TO: Senator Dole  
FR: Kerry

RE: Orlando Chamber of Commerce

\*Meeting with approximately 50 community leaders from Orlando.

\*Looking for a few brief remarks on current events, followed  
by Q&A.

\*Orlando is represented in Congress by Bill McCollum.

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Wed, May 17  
1/5

9:30-11:30

SC-10

GREATER  
**ORLANDO**  
CHAMBER  
OF COMMERCE

\_\_\_\_\_ will speak

May 12, 1995

\_\_\_\_\_ regret

The Honorable Robert Dole  
141 Hart Senate Office Building  
Washington, DC 20510

VIA FACSIMILE  
202/228-4569

Attention: Yvonne Costello

Dear Senator Dole:

The Greater Orlando Chamber of Commerce is a pro-business organization representing over 5,000 businesses in Central Florida. On May 16 and 17, 1995, the Chamber is flying a group of 50 community leaders to Washington, D.C., for a face-to-face legislative update.

In a recent conversation with Senator Connie Mack's office, it has come to my attention that you may be available to address our group on Wednesday, May 17, during a 9:30 to 11:30 a.m. time slot we have reserved in Room SC-10 at The Capitol.

Needless to say, the Chamber would consider it quite an honor for any time you might be able to share with us.

Topics? Yours to choose . . . the Senate's view of the "Contract with America," tax reform, the recently publicized Republican budget guidelines, or *your own campaign*.

A participant list is attached. Please note that it includes several prominent local elected officials as well as key business and community leaders.

Please do not hesitate to contact me at 407/425-1234, Extension 234, for any further information.

Sincerely,

Walter R. Nason  
Vice President Administration

Attachment

75 South Ivanhoe Boulevard

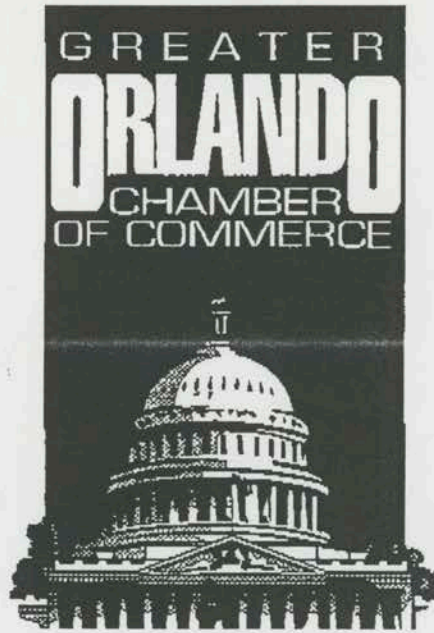
PO. Box 1234

Orlando, Florida

32802-1234 USA

407-123-1234

Fax: 407-839-5020



**1995  
Baker & Hostetler  
Washington Fly-In**

**May 16 - 17, 1995**

**PARTICIPANTS**

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