



TO: Senator Dole
FR: Kerry

RE: National Association of Manufacturers
9:00 A.M.
Grand Hyatt

*Audience of 300 D.C.-based manufacturing and trade association reps. You have spoken to group on several occasion in prior years.

*They have asked for 15 minutes on Congressional agenda, including "the battle for regulatory reofrm, as well as your thoughts on pending tax and fiscal legislation," followed by Q&A.

NAM National Association of Manufacturers

Thurs, June 8
8:30 Convenes
9:00 SPEAK
Q & A

Michael E. Baroody
Vice President
Public Affairs

May 23, 1995

The Honorable Robert Dole
Majority Leader
United States Senate
141 Senate Hart Office Building
Washington, DC 20510

Dear Bob:

Thank you for agreeing to speak with America's manufacturing community at our Issue Briefing Breakfast on Thursday, June 8, 1995, at the Grand Hyatt Hotel, 1000 H Street, NW, Washington, DC.

We will convene at the Grand Hyatt Hotel in the Constitution Ballrooms B, C & D at 8:30 a.m. and ask you to join leading NAM members at our headtable for breakfast. The NAM president, Jerry Jasinowski, will introduce you to the audience at about 9:00 a.m.. We suggest you plan to speak for about 20-25 minutes to be followed by an equal time for questions and answers. The session will end no later than 10:00 a.m.. An audience of about 350 Washington corporate representatives is expected with substantial media coverage. Should you desire an opportunity to speak to the members of the press following the forum, we would be happy to make the necessary arrangements.

We would value your reflections on the Republican-led 104th Congress, your thoughts about what we might expect in the coming months especially including the upcoming battle on regulatory reform and any tax and fiscal policy changes. As you know, the NAM and its membership are dedicated to achieving smart, sensible regulatory reform. We are certain that risk assessment and cost-benefit analysis legislation will lead to more productive and protective safeguards for public health and environment. Since the NAM chairs the Alliance for Reasonable Regulation (ARR), we especially would appreciate your remarks with regard to the upcoming debate on regulatory reform legislation.

We are glad you can join us for this important dialogue with the manufacturing community. Tiffany Adams of my staff will be in contact with Yvonne Costello of your scheduling staff to finalize the meeting logistics. If you or she have any questions, please don't hesitate to call me or Tiffany at (202) 637-3118. I will meet you in the lobby of the Grand Hyatt (circular driveway) and can make arrangements for your car to be held there during the briefing. Thank you and we look forward to meeting with you next month.

Sincerely,



Manufacturing Makes America Strong

SPEAK

Thurs, June 8
Grand Hyatt
9:00 a.m.

NAM National Association
of Manufacturers

Michael E. Baroody

Vice President

Public Affairs

May 9, 1995

6. National Association of Manufacturers. [Thursday, June 8,
9:00 am, Grand Hyatt]
- 5-19-95 . NAM's Issue Briefing Breakfast
. expect 300
. requested by Mike Baroody

Recommendation: Yes.

On behalf of the National Association of Manufacturers and its more than 13,200 members, I would like to invite you to speak at our monthly forum to be held on June 8, 1995, at the Grand Hyatt Hotel, in Washington, DC. The NAM's Issue Briefing Breakfast offers an excellent opportunity for you to share your insights on major challenges facing both the nation and the 104th Congress, especially with regard to your leadership on regulatory reform. The NAM, and I personally, would be delighted and honored if you could accept our invitation.

The morning begins with a buffet at 8:30 a.m. where we would ask you to join a headtable group of senior business representatives. We would introduce you to our assembled guests at about 9:00 a.m. Following about 20 minutes of remarks by you on the Republican-led 104th Congress, the upcoming battle on regulatory reform, as well as your thoughts on pending tax and fiscal legislation, we would open the floor to questions.

We expect an audience of about 300 manufacturing and trade association representatives and substantial media coverage. The session would conclude no later than 9:45 a.m. and you could be back on Capitol Hill by 10 a.m.. We have made arrangements for your car to be held at the front door of the Grand Hyatt Hotel. The Grand Hyatt is located at 1000 H Street, N.W., and we generally use the Constitution Ballrooms there.

If you would be so kind as to agree to join us for this important dialogue with the manufacturing community, please ask your scheduler Yvonne Costello, to contact Tiffany Adams of my public affairs staff at (202) 637-3118. It would be helpful if you could confirm as soon as possible, in order to give us a better chance to publicize your appearance. I look forward to your reply and hope that you will be able to come to our meeting to discuss the challenges we all face.

Best regards,



Manufacturing Makes America Strong

**THIS IS MY FIRST APPEARANCE AT
A N.A.M. EVENT SINCE THIS
CONGRESS CONVENED, AND THE
FIRST THING I WANT TO DO THIS
MORNING IS TO SAY "THANK YOU."**

**THANK YOU TO THE MANY IN THIS
ROOM WHO HUNG IN THERE WITH US
YEAR AFTER YEAR AFTER YEAR.
EVERY TWO YEARS WE CAME TO
YOU AND SAID "THIS IS THE YEAR."**

**"THIS IS THE YEAR WE CAN FINALLY
TAKE CONTROL OF CONGRESS."**

**WE SAID IT SO OFTEN, I DON'T
KNOW IF WE EVEN BELIEVED IT WHEN
WE SAID IT. AND AFTER LAST
NOVEMBER, IT TOOK ME A FEW DAYS
TO BELIEVE IT ACTUALLY HAPPENED.**

**IN FACT, COME JANUARY, I EVEN
RECESSED THE SENATE FOR AN
HOUR SO SOME OF US COULD GO
OVER TO THE HOUSE AND SEE FOR**

**OURSELVES A REPUBLICAN GET
SWORN IN AS SPEAKER.**

**IT WAS A GREAT MOMENT. AND
AS NEWT PREPARES TO GO TO NEW
HAMPSHIRE THIS WEEKEND, I'VE
REMINDED HIM HOW HARD HE
FOUGHT TO GET THAT JOB, HOW
GREAT OF A JOB HE'S DOING, AND
HOW THE PARTY AND THE COUNTRY
REALLY NEED HIM TO STAY ON AS**

SPEAKER FOR AT LEAST A FEW MORE YEARS.

NEWT SAYS A LOT OF THINGS I AGREE WITH. AND ONE THING HE SAID AT THIS FORUM LAST MONTH WAS THAT THE FIRST 100 DAYS OF THIS SESSION WOULDN'T HAVE BEEN AS SUCCESSFUL AS THEY'VE BEEN HAD IT NOT BEEN FOR THE SUPPORT OF NAM AND ITS MEMBERS. AND I

**WANT TO THANK YOU FOR THAT
SUPPORT, AS WELL.**

**FROM UNFUNDED MANDATES, TO
THE LINE ITEM VETO, TO PRODUCT
LIABILITY REFORM, TO THE HISTORIC
VOTES ON THE HOUSE AND SENATE
BUDGET RESOLUTIONS, ~~THE~~ NAM
HAS STOOD WITH US EVERY STEP OF
THE WAY IN OUR EFFORTS TO REIN
IN THE FEDERAL GOVERNMENT AND
TO RETURN POWER TO THE PEOPLE.**

**I'M SURE THAT ALL OF YOU
AGREE WITH ME IN SAYING THAT
IT'S A LOT MORE FUN TO PLAY
OFFENSE THAN IT IS TO PLAY
DEFENSE. AND AMERICA'S BUSINESS
COMMUNITY HAS BEEN FORCED TO
PLAY A DEFENSE FOR A LONG, LONG,
TIME.**

**WE'VE MADE A GREAT DEAL OF
PROGRESS, BUT WE STILL HAVE
MUCH MORE TO DO. AND THE**

BOTTOM LINE IS THAT WE HAVE A LOT OF HEAVY LIFTING TO DO THIS SUMMER, AND WE WILL NEED YOUR CONTINUED SUPPORT IF WE ARE TO SUCCEED.

THE SUMMER'S BIGGEST BATTLE WILL BE OUR ONGOING EFFORT TO ADOPT A BUDGET RESOLUTION THAT WILL SET US ON THE PATH TO A BALANCED BUDGET BY THE YEAR 2002.

NEWT AND I MET WITH JOHN
KASICH AND PETE DOMENICI EARLIER
THIS WEEK TO SET THE STAGE FOR
THE WORK OF THE CONFERENCE
COMMITTEE. AND WE RECOGNIZED
THAT WHILE THE HOUSE AND
SENATE RESOLUTIONS HAVE SOME
DIFFERENCES, THEY SHARE A GREAT
DEAL IN COMMON.

THEY BOTH ARE BASED ON THE
PRINCIPLE THAT WE CAN NOT

**CONTINUE TO MORTGAGE THE
FUTURE OF OUR CHILDREN AND
GRANDCHILDREN.**

**THEY BOTH DON'T TOUCH SOCIAL
SECURITY.**

**THEY BOTH PRESERVE, IMPROVE,
AND PROTECT MEDICARE--WHICH IS
MUCH MORE THAN THE CLINTON
ADMINISTRATION SEEMS WILLING TO
DO.**

THEY BOTH REIN IN THE
BUREAUCRACY BY ELIMINATING
GOVERNMENT AGENCIES AND AT
LEAST ONE CABINET DEPARTMENT.

AND THEY BOTH PROVIDE
RESOURCES FOR TAX RELIEF.

AND MAKE NO MISTAKE ABOUT
IT. THE RESOLUTION THAT EMERGES
FROM THE CONFERENCE COMMITTEE
WILL PROVIDE TAX RELIEF FOR
AMERICA'S FAMILIES. WE WILL ALSO

LOOK TO THE EXCESSIVE
COMPLEXITY AND DISINCENTIVE FOR
CAPITAL GROWTH CAUSED BY THE
ALTERNATIVE MINIMUM TAX, AND
INCENTIVES FOR INVESTING, SAVING,
AND JOB PRODUCTION. AND BY
THAT, I MEAN A REDUCTION IN THE
CAPITAL GAINS TAX RATE.

AND SPEAKING OF TAXES, LET ME
ALSO MENTION THAT YESTERDAY
THE SENATE FINANCE COMMITTEE

HELD A HEARING ON SMALL
BUSINESS TAX INCENTIVES. THERE
WAS MUCH DISCUSSION ABOUT AN
ISSUE I HAVE HEARD OVER AND
OVER AGAIN AS I'VE TRAVELLED
ACROSS AMERICA--AND THAT'S THE
UNFAIR BURDEN THAT THE ESTATE
TAX PLACES ON THE OWNERS OF
FAMILY BUSINESSES AND FAMILY
FARMS--WHICH, BY THE WAY,
ACCOUNTED FOR AN INCREASE OF

**MORE THAN 20 MILLION NEW JOBS
IN THE 1980'S.**

**I ANNOUNCED THAT I WILL SOON
BE INTRODUCING LEGISLATION TO
DRASTICALLY REDUCE THE ESTATE
TAX RATES FOR THE VALUE OF A
CLOSELY-HELD BUSINESS. FOR THE
SMALLEST OF BUSINESSES, THE
ESTATE TAX WILL BE VIRTUALLY
ELIMINATED. WITHOUT THIS
BURDEN, FAMILY BUSINESSES AND**

**FARMS CAN CONTINUE TO PROSPER--
AND THAT BENEFITS EVERYBODY--
EMPLOYEES KEEP THEIR JOBS, THE
GOVERNMENT RECEIVES INCOME
TAXES ON BUSINESS PROFITS, AND
THE FAMILIES RETAIN THEIR
LIVELIHOODS.**

**REDUCING THE ESTATE TAX IS
JUST ONE STEP WE SHOULD TAKE IN
A COMPLETE OVERHAULING OF OUR
TAX SYSTEM. I KNOW THAT MANY**

HERE ARE SUPPORTIVE OF LONG-
TERM TAX REFORM. AND I KNOW
THAT THE ECONOMIC GROWTH AND
TAX REFORM COMMISSION CHAIRED
BY JACK KEMP THAT NEWT AND I
APPOINTED WILL BE GIVING ALL THE
TAX REFORM OPTIONS A VERY
CAREFUL STUDY.

YOU'VE ALREADY SEEN HOW
PRESIDENT CLINTON HOPES TO
DEFEAT OUR EFFORTS TO REDUCE

**TAXES AND TO MOVE AMERICA TO A
BALANCED BUDGET. HE'S PINNING
HIS HOPES ON ONE WORD--FEAR.
HE'S TRYING TO SCARE AMERICANS
INTO BELIEVING THAT SENIOR
CITIZENS, CHILDREN, FARMERS,
VETERANS, YOU NAME IT, WILL BE
THROWN OUT ON THE STREETS
UNDER OUR BUDGET.**

**WHAT YOU CAN DO IS TO
CONTINUE TO HELP IN GETTING A**

**SIMPLE MESSAGE OUT. AND THAT
MESSAGE IS THE TRUTH. AND THE
UNDENIABLE TRUTH IS THAT OUR
BUDGET DOES NOT SLASH FEDERAL
SPENDING. IT SIMPLY SLOWS ITS
RATE OF GROWTH. THE AGENCIES
THAT ASSIST THE NEEDIEST OF
AMERICANS WILL CONTINUE TO SEE
BUDGET INCREASES.**

**RATHER THAN THROWING PEOPLE
OUT ON THE STREETS, WHAT WE**

ARE DOING IS ENSURING THAT OUR CHILDREN AND OUR GRANDCHILDREN WILL HAVE A BRIGHTER FUTURE.

BEFORE I CLOSE, I WANT TO ASK FOR YOUR CONTINUED HELP AS WE BEGIN AN IMPORTANT BATTLE OVER REGULATORY REFORM. WE PLAN TO TAKE UP THE REGULATORY REFORM BILL IN THE NEXT FEW WEEKS.

I AM PLEASED TO SAY THAT WE WILL BE ABLE TO GO TO THE FLOOR

WITH A PACKAGE THAT CLOSELY
FOLLOWS THE STRONG BILL
REPORTED OUT OF THE JUDICIARY
COMMITTEE. THIS PACKAGE HAS
THE STRONG SUPPORT OF THE VAST
MAJORITY OF REPUBLICANS,
INCLUDING ALL OF THE CHAIRMAN
OF THE RELEVANT COMMITTEES
WHO HAVE CONTRIBUTED TO THIS
EFFORT -- SENATORS ROTH, HATCH,
MURKOWSKI, AND BOND.

I AM SORRY TO SAY, HOWEVER,
T H A T T H E C L I N T O N
ADMINISTRATION'S RESPONSE IS
ONCE AGAIN TO RELY ON FEAR.

IF YOU BELIEVE THE RHETORIC
COMING OUT OF THE WHITE HOUSE,
YOU WOULD THINK THAT IF
REGULATORY REFORM IS ADOPTED,
OUR WORKPLACES WOULD BECOME
DEATH TRAPS, AND OUR
ENVIRONMENT WOULD BE POLLUTED.

**THE FACT IS THAT REGULATIONS
HAVE ALLOWED US TO MAKE
ENORMOUS PROGRESS IN MAKING
OUR WORKPLACES SAFER AND OUR
ENVIRONMENT CLEANER.**

**BUT WE'VE NOW REACHED THE
POINT WHERE COUNTLESS
REGULATIONS JUST DON'T MAKE
SENSE. THEIR BENEFITS ARE OFTEN
MINIMAL AT BEST, AND THEIR COSTS
ARE GREAT. IN FACT, NAM.**

ESTIMATES THAT GOVERNMENT
REGULATIONS NOW COST A TYPICAL
FAMILY NEARLY \$6,000 A YEAR.
AND THEY COST THE U.S. ECONOMY
\$581 BILLION A YEAR.

AND WHO ARE THE LOSERS IN THE
GOVERNMENT'S RUSH TO
REGULATE? WE ALL ARE. THE
ENVIRONMENT LOSES THE GREATER
PROTECTION THAT RISK
ASSESSMENT AND COST-BENEFIT

ANALYSIS WOULD PROVIDE. THE
ECONOMY LOSES BECAUSE THE HIGH
COST OF REGULATIONS WEAKEN
OUR INTERNATIONAL
COMPETITIVENESS, TRANSLATING
INTO LOST JOBS AND LOST
PRODUCTIVITY. BUSINESS LOSES
THE TALENT, TIME, AND RESOURCES
OF WORKERS FORCED TO DEAL WITH
MOUNTAINS OF PAPERWORK. AND
CONSUMERS LOSE BECAUSE

**BUSINESSES ARE FORCED TO PASS
ALONG THE COSTS OF DEALING WITH
REGULATIONS.**

**THE HOUSE PASSED A STRONG
REGULATORY REFORM MEASURE BY
A NEAR VETO-PROOF MAJORITY
BACK IN FEBRUARY. THE SENATE
BILL MIRRORS THE HOUSE BILL IN
MANY WAYS, AND ADDS A
PROVISION THAT WOULD ALLOW
EXISTING REGULATIONS TO BE**

**REVIEWED UNDER COST-BENEFIT
ANALYSES. BOTH BILLS WOULD
PROMOTE THE MOST FAR-REACHING
AND SENSIBLE REFORMS OF THE
REGULATORY STATE EVER
ATTEMPTED. BOTH BILLS ARE
WORTH FIGHTING FOR, AND I HOPE
YOU WILL DO EVERYTHING YOU CAN
TO ENSURE THAT MEMBERS FROM
YOUR STATES UNDERSTAND HOW**

**IMPORTANT REGULATORY REFORM IS
TO YOU AND TO AMERICA.**

**BEFORE I CONCLUDE, LET ME SAY
A WORD OR TWO ABOUT A SPEECH I
GAVE IN HOLLYWOOD LAST WEEK.
THERE HAS BEEN A GREAT DEAL
WRITTEN AND SAID ABOUT MY
REMARKS--A LOT OF IT MISSING THE
POINT.**

**I DID NOT CALL FOR CENSORSHIP,
AND WOULD NEVER SUPPORT**

ANYTHING THAT SMACKS OF "BIG BROTHERISM." NOR DID I SAY THAT OUR GROWING SOCIAL PROBLEMS ARE ENTIRELY HOLLYWOOD'S FAULT. CLEARLY, THEY ARE NOT.

WHAT I WAS SAYING IS THAT IN EXPOSING OUR CHILDREN TO CERTAIN IMAGES AND CERTAIN LYRICS, SOME CORPORATIONS HAVE CROSSED THE LINE IN PUTTING

**PROFITS AHEAD OF HUMAN DIGNITY
AND DECENCY.**

**AND I SIMPLY SUGGESTED THAT
THESE CORPORATIONS CONSIDER
THE IMPACT THEIR PRODUCTS HAVE
ON OUR SOCIETY, AND TO CONSIDER
PUTTING THE INNOCENCE OF OUR
CHILDREN ABOVE THEIR FINANCIAL
BOTTOM LINE.**

**LET ME STOP HERE, AND OPEN IT
UP FOR ANY QUESTIONS,**

COMMENTS, OR SUGGESTIONS YOU MIGHT HAVE.