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Record Group/Collection: George H.W. Bush Presidential Records
Collection/Office of Origin: Speechwriting, White House Office of
Series: Speech File Backup Files
Subseries: Chron File, 1989-1993

OA/ID Number: 13655
Folder ID Number: 13655-009

Folder Title:
Meeting with National Association of Wholesaler-Distributors 2/1/89 [OA 6853]

Stack:	Row:	Section:	Shelf:	Position:
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**REMARKS FOR MEETING WITH NATIONAL ASSOCIATION
OF WHOLESALER-DISTRIBUTORS
WEDNESDAY, FEBRUARY 1, 1989**

IT'S GREAT TO BE HERE TODAY, SEEING SO MANY OF YOU AGAIN. ((BUT THERE IS ONE MAN I HAVEN'T RUN INTO YET -- HAS ANYBODY SEEN THE PORK RIND DISTRIBUTOR AROUND?

YOU SEE, I'D LIKE TO ASK HIM ABOUT GETTING INTO THE BUSINESS MYSELF -- I'VE GOT ENOUGH PORK RINDS NOW TO LAST ME TO THE YEAR 2000.))

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I REMEMBER, VERY WELL, THE DAY I FIRST ADDRESSED THE N.A.W. ANNUAL MEETING IN SAN JUAN TEN YEARS AGO. THAT WAS THE SAME DAY THE FIRST GEORGE BUSH FOR PRESIDENT EXPLORATORY COMMITTEE WAS FORMED. IN FACT, THE N.A.W. AND THE N.A.W. PAC WERE THE FIRST BUSINESS GROUPS TO ENDORSE MY CANDIDACY. MY RELATIONSHIP WITH YOU HAS INVOLVED MANY "FIRSTS" -- AND NOW TODAY YOU ARE THE FIRST BUSINESS GROUP I'VE MET WITH AS PRESIDENT.

BACK IN 1981, I WAS IN THE EAST ROOM AT A RECEPTION. DIRK [VAN DONGEN, N.A.W. PRESIDENT] CAME UP TO ME AND

SAID, "MR. VICE PRESIDENT, IT'S GREAT TO SEE YOU IN THE WHITE HOUSE." WELL, TODAY I CAN SAY, IT'S GREAT TO SEE ALL OF YOU IN THE WHITE HOUSE.

AS I LOOK AT SOME OF THE FACES IN THIS ROOM, I KNOW WE HAVE HERE THE TOP LEADERSHIP OF THE WHOLESALE DISTRIBUTION INDUSTRY. YOU KNOW I'VE BEEN TALKING LATELY ABOUT ETHICS -- AND THE NEED FOR HIGHEST STANDARDS BOTH IN AND OUT OF GOVERNMENT. I'M A BIG BELIEVER IN LEADERSHIP BY EXAMPLE. AND I BELIEVE THE EXAMPLE YOU SET WILL GO A

LONG WAY IN TERMS OF ENSURING AN HONEST AND ETHICAL BUSINESS COMMUNITY -- FROM TOP TO BOTTOM.

I APPRECIATE THE SUPPORT YOU'VE GIVEN ME OVER THE YEARS, AND NOW WE'RE FACING THE ISSUES THAT MATTER MOST TO US -- REDUCING THE DEFICIT, KEEPING TAXES DOWN, SUSTAINING ECONOMIC GROWTH AND EXPANDING ECONOMIC OPPORTUNITIES. THESE ARE THE ISSUES THAT WILL BE AT THE FOREFRONT EARLY ON, AND I LOOK FORWARD TO WORKING WITH YOU ON THEM.

I'D LIKE TO INTRODUCE TO YOU THE SMALL BUSINESS ADMINISTRATOR-DESIGNATE, SUSAN ENGELEITER, WHOM I'M SURE

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MANY OF YOU WILL BE WORKING WITH IN THE FUTURE. AND I UNDERSTAND YOU JUST HEARD FROM SECRETARY DOLE, AND FROM SECRETARY MOSBACHER. I KNOW THEY CAN COUNT ON YOU AS MY ADMINISTRATION MOVES AHEAD ON THE ISSUES IMPORTANT TO THE ECONOMY.

WE'VE GOT TO MAKE SURE NO ONE BREAKS THE BACK OF THIS ECONOMIC RECOVERY THAT WE'VE GOT GOING FOR OVER SIX YEARS NOW. I'M EXCITED THAT WE HAVE NICK CALIO, THE FORMER SENIOR VICE PRESIDENT OF THE N.A.W., ON BOARD HERE AT THE WHITE HOUSE IN LEGISLATIVE AFFAIRS TO HELP ON THAT FRONT.

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HE'LL BE WORKING WITH CONGRESS TO KEEP THE ECONOMIC EXPANSION ROLLING AND KEEP THE HAND OF GOVERNMENT OUT OF OUR BACK POCKETS.

ONE FINAL NOTE: I MET WITH THE COFIRE COALITION IN DECEMBER, AND I KNOW THE N.A.W. IS VERY ACTIVE IN SUPPORTING OUR EFFORTS TO BRING DOWN THE DEFICIT WITHOUT NEW TAXES. TO DIRK AND VICK [KANNERS, OUTGOING CHAIRMAN OF N.A.W.], I WANT TO SAY THANKS FOR YOUR GOOD WORK -- AND

**I HOPE THAT I CAN COUNT ON THE SUPPORT OF YOUR
CHAIRMAN-ELECT, ERNIE HODAS.**

**OUR WORK IS CUT OUT FOR US. I LOOK FORWARD TO IT,
AND I ENJOYED SEEING YOU TODAY. THANK YOU VERY MUCH.**

#

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((Grant))

January 30, 1989

8 p.m.

PRESIDENTIAL REMARKS: MEETING WITH NATIONAL ASSOCIATION
OF WHOLESALE-DISTRIBUTORS
WASHINGTON, D.C.
WEDNESDAY, FEBRUARY 1, 1989

It's great to be here today, seeing so many of you again.
((But there is one man I haven't run into yet -- has anybody seen
the pork rind distributor around?

You see, I'd like to ask him about getting into the business
myself -- I've got enough pork rinds now to last me to the year
2000.))

I remember, very well, the day I first addressed the NAW
Annual Meeting in San Juan ten years ago. That was the same day
the first George Bush for President Exploratory Committee was
formed. In fact, the NAW and the NAW PAC were the first business
groups to endorse my candidacy. My relationship with you has
involved many "firsts" -- and now today you are the first
business group I've met with as President.

Back in 1981, I was in the East Room at a reception. Dirk
[Van Dongen, NAW President] came up to me and said, "Mr. Vice

draft from
NAW

is this
how he likes
to be addressed

President, it's great to see you in the White House." Well, today I can say, it's great to see all of you in the White House.

Briefing Memo
more than wholesale?

Who's the medicine?

As I look at some of the faces in this room, I know we have here the top leadership of the wholesale distribution industry. You know I've been talking lately about ethics -- and the need for highest standards both in and out of government. I'm a big believer in leadership by example. And I believe the example you set will go a long way in terms of ensuring an honest and ethical business community -- from top to bottom.

I appreciate the support you've given me over the years, and now we're facing the issues that matter most to us -- reducing the deficit, keeping taxes down, sustaining economic growth and expanding economic opportunities. These are the issues that will be at the forefront early on, and I look forward to working with you on them.

I understand you just heard from Secretary Dole, and I know she can count on you as my Administration moves ahead on these issues.

Mr. Masbacher

Dole speak to them
What did she say?

Call Cicconi

We've got to make sure no one breaks the back of this economic recovery that we've got going for over six years now.

I'm excited that we have Nick Calio, the former Senior Vice President of the NAW, on board here at the White House in Legislative Affairs to help on that front. He'll be working with Congress to keep the economic expansion rolling and keep the hand of government out of our back pockets.

Bob

Carroll Relations

Who is Nick Calio? What's he working on?

Dep Asst to Pres for Legist. Affairs

1/17/12

Hodas 10/20/83
Dobos
Sara Stockman
Bibi Kilberg

One final note: I met with the COFIRE Coalition in December
(in Indiana Treaty Rd)
and I know the NAW is very active in supporting our efforts to
bring down the deficit without new taxes. To Dirk and Vick
[Kanners, outgoing Chairman of NAW], I want to say thanks for
your good work -- and I hope that I can count on the support of
your Chairman-elect, Ernie Hodas.

Our work is cut out for us. I look forward to it, and I
enjoyed seeing you today. Thank you very much.

[And God bless you]

What is find he met with COFIRE's position on taxes?
Dirk did you
Vick that what
be called?
What does Ernie
like to be called?

Windy

draft from NAW

Todd Foley

I remember, very well, my trip to San Juan, Puerto Rico to keynote your Annual Meeting in 1979 at the Cerromar Hotel. It was the same day the George Bush for President Exploratory Committee was formed. I spent a delightful hour and a half with NAW, and I remember leaving in a very upbeat mood.

Later, in 1981, after we won the vital vote on Gramm ^{Latta} ~~Rudman~~, with important help from NAW, I might point out, I was in the East Room congratulating our supporters. Dirk came up to me during the reception and said "Mr. Vice President, it's great to see you in the White House."

Well, Dirk, NAW and the NAW PAC were the first business groups to endorse my candidacy for President. And I can tell you now, it's great to see all of you in the White House.

THE WHITE HOUSE

WASHINGTON

BRIEFING FOR THE NATIONAL ASSOCIATION OF
WHOLESALE-DISTRIBUTORS

DATE: Wednesday, February 1, 1989
TIME: 3:50 p.m.
LOCATION: OEOB, Room 450
THROUGH: DAVID DEMAREST
FROM: BOBBIE KILBERG

I. PURPOSE

To acknowledge the support you have received from the National Association of Wholesaler-Distributors (NAW), and to encourage their support for your business and economic agenda.

II. BACKGROUND

NAW is a federation of 121 wholesale distribution trade associations and thousands of individual firms which, collectively, represent the interests of more than 45,000 companies. In July, 1988, NAW endorsed your candidacy and was the first business organization to do so.

With regard to public policy issues, NAW is a leading member of COFIRE, a coalition of business interests which support spending restraint and oppose tax increases to reduce the budget deficit. NAW also shares your opposition to government mandated benefits. NAW is one of the most supportive business groups and will be a key ally during your Administration.

III. PARTICIPANTS

Approximately 185 elected and senior staff officers of member trade associations. The elected officers are owners of firms located throughout the U.S.

Hon. Robert Mosbacher, Secretary of Commerce, Designate
Hon. Elizabeth Dole, Secretary of Labor
Hon. Susan Engeleiter, Administrator-Designate, Small Business Administration

IV. PRESS PLAN

Open press coverage.

V. SEQUENCE OF EVENTS

3:50 p.m. The President arrives Room 450 anteroom for photo-opportunity with:

Mr. Vic Kanners, Chairman, National Association of Wholesaler-Distributors
Mr. Ernie Hodas, Chairman-Elect, National Association of Wholesaler-Distributors
Mr. Dirk Van Dongen, President, National Association of Wholesaler-Distributors

The President is also met by Susan Engeleiter, Administrator-Designate of the Small Business Administration.

3:55 p.m. The President, accompanied by Susan Engeleiter, proceeds onstage for remarks.

At the conclusion of the President's remarks, Mr. Kanners, Chairman of the National Association of Wholesaler-Distributors, will make a presentation of horseshoe bookends.

The President departs.

Die 18-25
Stadtmund of P.F.F.
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