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Folder ID Number: 13824-008

Folder Title:
Jacksonville, Florida Rally 8/3/92 [OA 7577]

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Draft three
July 30, 1992

92 JUL 30 P6:30

PRESIDENTIAL REMARKS FOR JACKSONVILLE RALLY
Monday August 3, 1992
Jacksonville, Florida, 12:30pm

Senator Mack, thank you. What a fantastic job you are doing for this great state.

Congressmen Cliff Stearns and Craig James, Minority Leader Crenshaw, State Treasurer Gallagher, Councilwoman Fowler -- thank you all.

And Mayor Austin, thank you for your hospitality here today. Thanks even more for your support -- and for your open-mindedness toward the "other side." Though I have to warn you, Mayor, there may be a few moments during the next few minutes that you may want to cover your ears for what I'm about to say.

And thank you to the Fletcher High Marching Band. Great job. And Amerikids, thank you all.

It's great to be back in the Sunshine State. When I think of Jacksonville, I think of all the greatness this city has produced -- Pat Boone, Rita Coolidge, James Weldon Johnson. Great Americans all.

And then there's the great southern rock band Lynyrd Skynyrd -- another super product of your home town. Maybe they're a little out of my generation, but I always wondered why they sang "Sweet Home Alabama" -- not "Sweet Home Jacksonville?"

Yesterday, I was in Elk Grove, Illinois -- today, in Dalton, Georgia -- talking about what's at stake in this election -- talking to them about trust.

But while I've been talking about trust, my opponent has been bashing away -- telling us what's wrong with America. You know, there's a little joke going around that the Democrats have a new diet. It's a sure fire way to stay thin: You only get to eat dessert when the Democrats say something positive about America.

I've never believed in that approach to politics. Ever since I've been active in public life, I've been guided by this ideal: trust the people. And, as I've followed this ideal, I've never been disappointed. The beauty of America...the greatness of our land...always has been the ingenuity of Americans -- and your achievements right here in Jacksonville are a testament to that ingenuity.

Let me cut to the heart of the matter about the important choice we face this November 3rd. You know, we've really got two options. I believe that a government worthy of the people's trust must trust the people.

This is why I'm leading the charge to allow parents to send their children to the school of their choice -- public, private, or religious.

This is why I'm fighting to give parents greater leeway on where they send their kids for childcare.

Jim Fitzhenry
Leg Affairs
2230

And this is why I'm fighting for tax relief for first-time home buyers, why I believe we've got to get government off the back of the people and out of their wallets.

You know about the other option. It's what my opponent and their friends in Congress have to offer. Deep down, they believe that the American people really can't be trusted, that -- if we want to solve problems -- we've got to put our trust not in people and families, but in government and big bureaucracy. Forgive me if I say that I have more faith in you to do the right thing.

I'm sure I don't have to tell you: The other side is working overtime to repackage their old liberal ideas. A new wrapping. A nice bow. Lots of smiles and cameras and slick campaign themes. But what these guys really have to offer you is castor oil -- and it really doesn't matter how pretty the glass is. That's their vision for America. No faith in people. More government. More taxes. They believe in managing failure; we believe in creating success.

Ok
91
days

And, Jacksonville, let me fill you in on a little secret: Over the next 90 days, I'm going to take my message to the American people. I'm going to fight hard for what's right, the values that you and I share -- support for God and family, a pro-growth economic agenda -- getting the government off our backs, making our streets safe at home, and keeping America strong abroad.

These are the things that made America great, and these are the things that we will not surrender. And here is where I need your help: We cannot let them tear down our accomplishments and preach their negative politics. We can't let them run down our great country and tie us down with their regulations.

Often times, at big political rallies like this, candidates come before the people and they ask for favors. And I guess I'm no exception. Let me be clear: I need your vote this November.

But I also want to take a moment to offer you some thanks -- thanks for your support as we have rebuilt America and reshaped our world.

Together, you have stood with me through some of this nation's most challenging moments -- I think back to our bid to ensure that the vital Panama Canal was not controlled by a drug-running dictator. With your support, we chased Mr. Noriega and we ran him to ground. Today, Panama is free and Mr. Noriega -- he's anything but.

Then, you stood with me against Soviet tyranny. Together, Ronald Reagan and I promised you in 1981 that we would revive this nation's defenses and support those brave men and women fighting for freedom around the world. You supported me, and today imperial communism is dead.

And when Saddam Hussein sought to expand his power in the Persian Gulf, and threatened American interests, you stood with me. He invaded Kuwait, and he was prepared to continue his march. It was a grave hour for America. But, with your support, we faced

down Saddam. Maybe you remember my words: this will not stand. And then, with the help of our brave fighting forces -- including a lot from right here in Jacksonville -- we drove Saddam right out of Kuwait. You supported me, you supported our troops, and America prevailed.

Let me say this: We still have a little bit of unfinished business south of this great state. Let me make this prediction: The days of a certain gray-bearded tyrant -- you know who I'm talking about -- are numbered. In my next term, I look forward to being the first American President to set foot on the beaches of a free and democratic Cuba.

When it comes to America's security in the world, let's not close our eyes to history. If history tells us anything, it tells us this: The next four years will likely bring us new threats; some may be severe. Thanks to American persistence, the Soviet bear is extinct. But many wolves remain. I will do all in my power to keep America safe and the wolves at bay.

As you look at the changes we have achieved together, you need to be a little skeptical about a candidate who now -- looking around for a rallying call -- says 'Hey, how about some change?' Well, let me remind them: we are the change, and -- over the past four years -- we have proven our ability to achieve what many thought was the impossible. Today, as we join together here in Jacksonville, our nation is more secure, our children are safer -- and the world knows one thing for sure: Let the critics say what they will, America is the world's leader.

Now, we're going to do it again -- on the domestic front. Today, I want to ask you for your support for our domestic crusade. But this election is not just about change, because change has a flip side. And that flip side is called trust. And so I stake my claim in a simple philosophy: To lead a great nation you must first trust the people you lead.

I trust parents -- not the government -- to make the decisions that matter in life.

I trust parents -- not the government -- to choose their children's schools: public, private, or religious.

I trust parents -- not the government -- to choose their children's child care. When the other side says, "government knows best" -- I say: Parents know better. Parents know better than some bureaucrat in Washington, D.C.

We also need to push for other key reforms -- changes that will restore trust to government:

We need discipline in our federal spending. I ask you, join me in my call for a line-item veto and a balanced budget agreement.

We need the faith of our founders back in our schools: I ask you, join me in my call for voluntary prayer in our nation's classrooms.

We need safer streets: I ask you, join me in my call for stronger prison sentences for the crack dealers and the death penalty for drug kingpins that prey on our kids.

WC?

And above all, we need to reform the Congress: I ask you: join me in my call for term limitations for members of Congress.

Ladies and gentlemen, there has been much we have done together. We have made a good beginning. Without your support, I'm sure we could not have done what we have done. Thank you so very much.

We have still more to do. And we will meet these challenges, you and I. Let the other guys run this country down -- tell us what's wrong with America. We'll focus on what's right about America -- and we will continue working to build a government that doesn't dictate to its people, but trusts them.

Thank you. God bless you all. And God bless America.

The Boston Globe, August 1, 1992

And though Matt Biondi raced only in the preliminaries, the relay was a bonanza for him, too. He received a gold medal, the 11th medal of his Olympic career, tying swimmer Mark Spitz and shooter Carl Osburn for the all-time record. Biondi winds up with eight golds, two silvers and a bronze.

The Yanks also picked up a silver medal with Greg Burgess' 2:00.97 - off the pace by 21/100ths of a second - in the 200-meter medley and a bronze by Angel Martino in the 50-meter women's freestyle. Jenny Thompson,from Dover, N.H., finished fifth in the same race.

"It's hard for me to speak for her," said the 25-year-old Martino. "She seemed relaxed before the race. The 50 . . . if one little thing goes wrong, it's hard to make up for it because it's such a short race. Maybe she's tired because it's been such a long meet for her, but she's still a great swimmer."

The Americans finished the meet with 11 gold medals, nine silver and seven bronze, better than double their take of 13 in the Seoul Games of '88.

No matter what their success in the final six events, the Yanks saw most of the media's attention turned to 26-year-old Ron Karnaugh, whose father, Peter, died here of a heart attack last Saturday night only moments after watching his son march in the opening ceremonies. The 6-foot-5-inch Karnaugh finished sixth

The Associated Press, July 31, 1992

Perhaps showing a bit of nerves, Karnaugh false-started, just as he had in the heats earlier in the day.

Then he went out fast, taking a lead after the butterfly leg before falling to third during the backstroke.

He remained third at the start of the final freestyle leg, but seemed to tire at the end, finishing in 2:02.18, almost two seconds slower than winner Tamas Darnyi of Hungary, the world record-holder, whose time was 2:00.76.

Jacksonville

U.S. teammate Greg Burgess took the silver medal in 2:00.97.

Karnaugh's time was slower than his qualifying time of 2:01.64.

After spending the week in seclusion and practice, Karnaugh received a note from American speedskater Dan Jansen, whose sister died hours before he was to compete in the 1988 Winter Games in Calgary.

Jansen slipped and fell in the 500 meters, and fell again four days later in the 1,000.

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Add: Also from Jacksonville,

Org Burgess won
Silver in
Sammy
Fitz

Jude

Sally Harrell
Omni Hotel
904-355-6664
Trille

Ack → FL

Sen. Mack

Cong. Cliff Stearns

Cong. Craig James

Van Poole

Alec Courtelis

Tom Slade, Vic. 92 ch.

Jeb B.

a host of Rep candidates & legislators

Tom Gallagher, State Treas.

Sen. [redacted] Crenshaw, Sen. Min. Leader
Ander

only 2 away fr. Maj. in state senate

Rep. James Lombard, House Min. Leader

Band:
Fletcher HS Marching
Senators
fr. Jville

Amerikids – affil. w/ 1st
Baptist Church in Jville
not performing while POTUS
there, but subject to Δ.

- Race riots → recently in Jville

we do not tolerate bigotry

- Strong realtors & homebuilding construction pulling us out of recession

- Jville big military community

aircraft carrier just sent from there to Gulf not long ago → we think

(904) 355-6664

Tim

Thomson

re: Jacksonville

2:55pm

Marty Fiorentino

in Florida.

When calling him back,

tell the secretary to

put you through.

July 29, 1992

MEMORANDUM FOR MICHAEL JOHNS

FROM: MICHELE NIX

SUBJECT: JACKSONVILLE EVENT

The event will take place at what's called The Landing (much like the Inner Harbor in Baltimore) -- shops, eateries, etc.

There will be a high school band (Fletcher HS) playing at the event. They will probably stand behind POTUS as the backdrop.

There will be approximately 5,000 to 7,000 people at the event. They have sent out tickets to registered Republicans in the Duval County area and distributed some to the local offices in the area.

There will be signs a-waving and people a-shouting -- this, they say, will help in case any protesters try to make themselves heard.

Sen. Connie Mack will intro POTUS.

Mayor Ed Austin (D) is supporting us. He will be presenting POTUS with something after POTUS speaks. Might be a key to the city but we don't know yet. Regradless, we will want to give him a warm hello in the acknowledgements.

I talked to Steve and he said he'd call you and talk to you about ideas/themes to hit.

I have a call in to a BQ guy in Jacksonville for local color. I also have Lars (our intern) getting info from the Chamber of Commerce.

Marty Fiorentino (904) 359-1446
Local Color

THE WHITE HOUSE

WASHINGTON

July 30, 1992

MEMORANDUM FOR CHRISTINA MARTIN

FROM: LARS PIERSON

THROUGH: MICHELE NIX

SUBJECT: JACKSONVILLE INFORMATION

Yesterday I spoke with a representative of the Jacksonville Chamber of Commerce about the upcoming rally. In conversation I was told, off the record, that The Landing is not looked upon favorably by much of the population of Jacksonville. Evidently, it was funded with taxpayer money in spite of much protest.

Also, I was told that there is great racial strife in the area and that the potential exists for some sort of protest march on Saturday.

Upon discussing this information with Michele Nix, both she and Dan McGroarty suggested that I inform you of this in the event that it may become important.

Draft 2
August 1, 1992
12:15 p.m.
[JACK.Rev]

PRESIDENTIAL REMARKS: JACKSONVILLE RALLY
JACKSONVILLE, FLORIDA
AUGUST 3, 1992
12:30 P.M.

Senator Mack, thank you. What a fantastic job you are doing for this great state.

Congressmen Cliff Stearns and Craig James, Minority Leader Crenshaw, State Treasurer Gallagher, Councilwoman Fowler -- thank you all.

Thank you to the Fletcher High School Cheerleaders behind me -- to the Fletcher Marching Band -- and I understand everyone here was entertained by a wonderful singing group: the Amerikids.

Finally, Mayor Austin: thank you for your hospitality here today. Thanks even more for your support -- and for your open-mindedness toward the "other side." Though I have to warn you, Mayor, there may be a few moments during the next few minutes that you may want to cover your ears for what I'm about to say.

If you're like me, you're grabbing every spare moment you can to keep up with the Games in Barcelona. My favorite is Pablo Morales, the swimmer who missed out in '84, didn't make the team in '88, then came back this year to take the Gold -- // <u>at the ripe old age of 27</u>. I don't know why, but I kind of like a guy who proves youth and inexperience are <u>no match</u> for maturity and determination. //

You've heard plenty of talk already this year about change.

But this election is not just about change -- because change has a flip-side. That flip-side is called trust. When you get right down to it, this election will be like every other: When you pull that curtain closed and cast your vote November 3rd -- trust matters. //

Many times, in the White House late at night, the phone rings. Most times it's an aide double-checking the next day's schedule. But sometimes it's another voice -- more serious, more solemn -- bringing news of a coup in a powerful country, or word of a bully threatening the peace halfway round the world. / The American people need to know that the man who answers that phone has the experience, the seasoning -- the guts -- to do the right thing. // You want a leader you can trust. I have proved I am that man. //

Now, that's trust in the traditional sense -- trust that keeps America safe and strong. But that's just part of the picture. Trust matters -- when you're looking to someone to build a strong economy ... a better future. I stake my claim on a simple philosophy: To lead a great nation ... you must first trust the people you lead.

Look at every big issue we face. You'll see a choice -- a choice between those who put their faith in everyday Americans, and those who put their faith in government.

The other side seems to be saying "of the government, by the government, for the government." I stand with the great son of Illinois who spoke of government "of the people, by the people,

for the people." //

I trust parents -- not the government -- to make the decisions that matter in life. //

I trust parents -- not the government -- to choose their children's schools: public, private or religious. //

I trust parents -- not the government -- to choose their children's child care. // When the other side says, "government knows best" -- I say: Parents know better. Parents know better than some bureaucrat in Washington, D.C. //

I trust the people -- not the government -- to choose their own health care. [[Mayor Fletcher -- be warned: Here it comes.]] If the other side gets in power -- with the Democrats in Congress -- within a year -- the government will run health care ... and you'll be paying another payroll tax. With the government in charge, our health care system will combine the efficiency of the Department of Motor Vehicles -- with the compassion of the KGB. //

As long as I'm President, I say: We don't want the government playing doctor. Let's keep health care in the hands of the people. //

But the number one issue today is the economy -- it's jobs. The question is how we keep the American economy Number One in the world.

Trust matters here, too. I trust you to spend and save your money more wisely than some budget planner in Washington.

Six months ago in my State of the Union, I proposed a

common-sense, comprehensive plan to get this economy moving faster -- right now. Tax incentives -- to encourage businesses to hire new workers. A $5000 tax credit -- $5000 dollars right off the income tax you owe -- as a break for young families struggling to work and save and buy that first home.

I'm still waiting -- America's still waiting -- almost 200 days later. My economic recovery plan is being held hostage and the ransom note reads, "wait 'till after the election."

Let me ask you to send a message to Congress: The American people are tired of waiting. They want jobs. No alibis. No excuses. It's time for action -- now. //

This is what this campaign is all about -- who do you trust to change America? The other side says -- they want to "put the people first." But look at every change they propose: It isn't putting people first -- it's putting government first.

It sounds good ... sounds easy ... but why has almost every nation in the world moved away from it?

I stand for a different way.

On education: Let others listen to the polls -- let others listen to the pols: I'm going to do what's right for America.

On health care: Let others listen to the polls -- let others listen to the pols: I'm going to do what's right for America. //

On national defense: Let others listen to the polls -- let others listen to the pols: I'm going to do what's right for America. //

Let me close today with a few words from the heart. // Barbara and I are blessed -- blessed to serve at a moment in history when so many of the old fears have been driven away ... when so many new hopes stand within our reach.

The changes we've worked for have come to pass: The end of the Cold War ... the collapse of imperial communism ... a new birth of freedom, from Managua to Moscow. A new world of hope for ourselves -- for our kids.

But for all of freedom's great gains, we still have a little bit of unfinished business south of this great state. Let me make this prediction: The days of a certain gray-bearded tyrant -- you know who I'm talking about -- are numbered. In my next term, I look forward to being the first American President to set foot on the soil of a free and democratic Cuba.

The world we live in is a safer world -- safer than it was a decade ago / a year ago -- safer than it was two months ago, when the kids right here walked out of school ... and into summer. I'm proud of the progress we've made in reducing some of the world's most dangerous nuclear weapons. //

The important thing isn't what that means for Presidents or Prime Ministers ... not for historians or heads of state ... but what it means for parents, and for our kids: it means a future free from fear. //

We have done so much the past four years together.

Now that we have changed the world -- it's time to change America. //

Thank you all for this warm Florida welcome -- and may God bless this great nation, the United States of America.

# # #

((I wish these Senators could teach the Senators back in Washington to march to a different beat.))

JACK.REV

Draft 2
August 1, 1992
11:30 a.m.
[Rally] jac

PRESIDENTIAL REMARKS: JACKSONVILLE RALLY
JACKSONVILLE, FLORIDA
AUGUST 3, 1992
12:30 P.M.

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Fletcher Senators

Finally, Mayor Austin: thank you for your hospitality here today. Thanks even more for your support -- and for your open-mindedness toward the "other side." Though I have to warn you, Mayor, there may be a few moments during the next few minutes that you may want to cover your ears for what I'm about to say. // I get a lot of my inspiration those days from the stories coming out of Barcelona -- one in particular: ~~....I'll tell you who inspired me:~~ Pablo Morales, the swimmer who missed out in '84, didn't make the team in '88, then came back this year to take the Gold -- // at the ripe old age of 27. That's proof positive: youth and inexperience are no match for maturity and determination. //

I'll tell you: I can't wait to break camp and get down to business. I can't wait for campaign season to begin. //

You've heard plenty of talk already this year about change.

(OR) But the Mayor & I do share something in common: A our pride in America's wonderful Olympic athletes. I'll tell you who inspired me . . .

But this election is not just about change -- because change has a flip-side. That flip-side is called trust. When you get right down to it, this election will be like every other: When you pull that curtain closed and cast your vote November 3rd -- trust matters. //

Many times, in the White House late at night, the phone rings. Most times it's an aide double-checking the next day's schedule. But sometimes it's another voice -- more serious, more solemn -- bringing news of a coup in a powerful country, or word of a bully threatening the peace halfway round the world. / The American people need to know that the man who answers that phone has the experience, the seasoning -- the guts -- to do the right thing. // Trust matters.

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I trust the people -- not the government -- to choose their own health care. My opponent is pushing for government-run health care. Imagine: The efficiency of the Post Office -- combined with the compassion of the IRS. // I call on the Governor of Arkansas to abandon that plan. The American people don't want the government playing doctor. //

But the number one issue today is the economy -- it's jobs. That's what's keeping people up late at night -- worrying about how they're going to pay the bills ... put food on the table ... care for their kids ... and still manage to put away something for their own retirement.

These concerns aren't mere matters of economics. Trust matters here, too. I trust you to spend and save your money more wisely than some budget planner in Washington.

Six months ago in my State of the Union, I proposed a common-sense, comprehensive plan to get this economy moving faster -- right now. Tax incentives -- to encourage businesses to hire new workers. A $5000 tax credit -- $5000 dollars right off the income tax you owe -- as a break for young families struggling to scrimp and save and buy that first home.

If Congress had acted -- my economic plan would have created half a million jobs.

Instead, Congress sat on my plan -- and sent me one full of new government spending, and new taxes.

You know the story. I sent it back. //

I'm still waiting -- America's still waiting -- almost 200 days later. My economic recovery plan is being held hostage and the ransom note reads, "wait 'till after the election."

There are some signs Congress may be getting the message. Last Wednesday, the Senate Finance Committee approved a package -- including a tax credit for first time homebuyers of $2500 dollars. It's half a year late ... half way through the Congress.

People ask me what I think? That's not half bad. //

Let me say today to Congress: The American people are waiting. They want action. Pass a bill that helps us get this economy growing again. //

On education: Don't listen to the polls -- don't listen to the pols: We're going to do what's right for America. //

On health care: Don't listen to the polls -- don't listen to the pols: We're going to do what's right for America. //

On national defense: Don't listen to the polls -- don't listen to the pols: We're going to do what's right for America.

On foreign policy: Don't listen to the polls -- don't listen to the pols: We're going to do what's right for America.

Let me close today with a few words from the heart. //

Barbara and I are blessed -- blessed to serve at a moment in history when so many of the old fears have been driven away ... when so many new hopes stand within our reach.

The changes we've worked for have come to pass: The end of the Cold War ... the collapse of imperial communism ... a new birth of freedom, from Managua to Moscow. A new world of hope for ourselves -- for our kids.

But for all of freedom's great gains, we still have a little bit of unfinished business south of this great state. Let me make this prediction: The days of a certain gray-bearded tyrant -- you know who I'm talking about -- are numbered. In my next term, I look forward to being the first American President to set foot on the soil of a free and democratic Cuba.

Let me tell you something I've thought about many times since I met at the White House with Boris Yeltsin. The world we live in is a safer world -- safer than it was a decade ago / a year ago -- safer than it was two months ago, when the kids right here walked out of school ... and into summer.

I'm proud of the progress we've made in reducing some of the world's most dangerous nuclear weapons. //

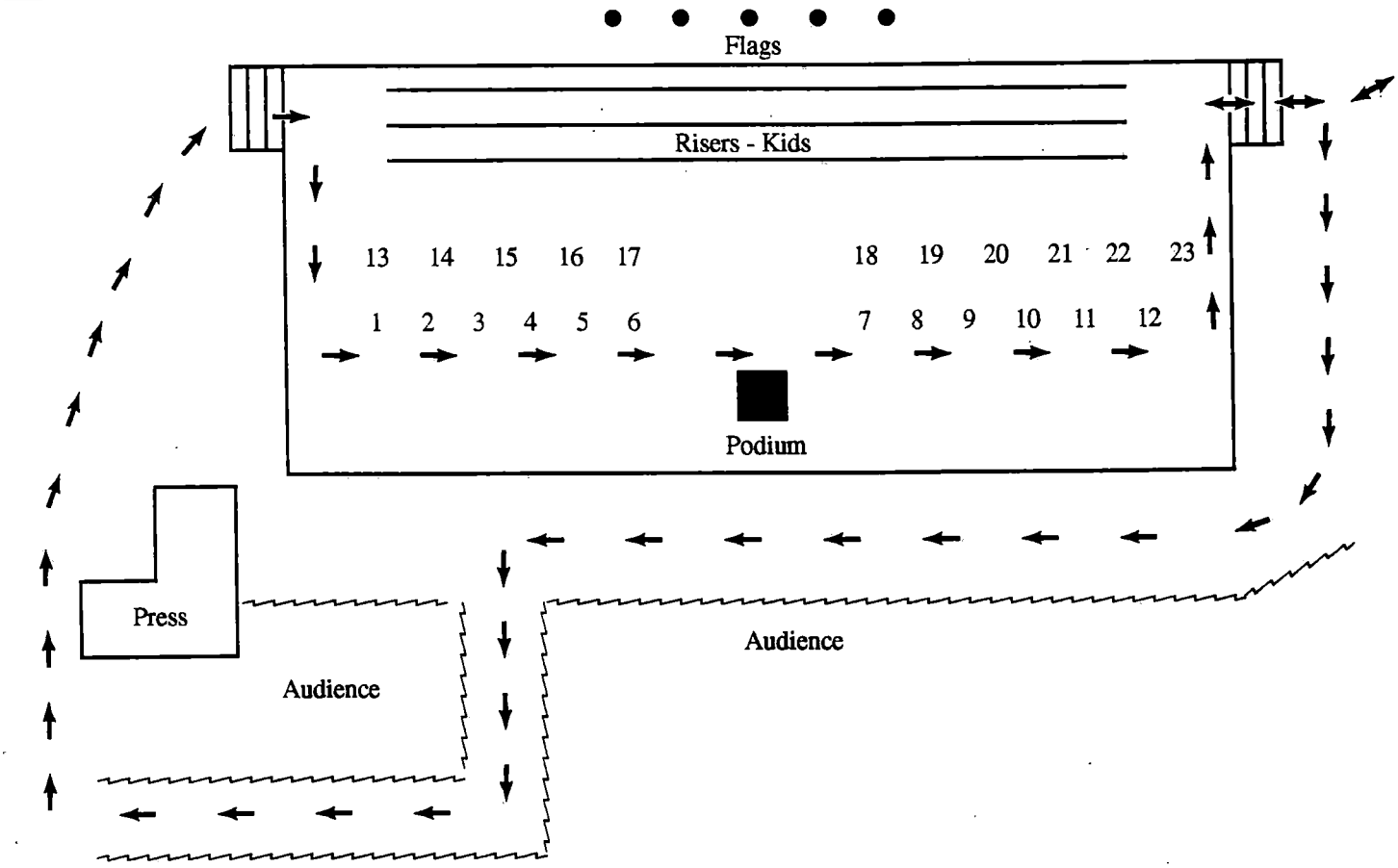
The important thing isn't what that means for Presidents or Prime Ministers ... not for historians or heads of state ... but what it means for parents, and for our kids: it means a future free from fear. //

Yes, America has changed the world -- and now we're going to change America. //

Thank you all for this warm welcome -- and may God bless this great nation, the United States of America.

# # #

TAB C
JACKSONVILLE, FLORIDA
A Jacksonville Welcome
Dais Diagram
Monday, August 3, 1992



1. Tom Gallagher - State Treasurer
2. Tom Slade - Victory '92 Chairman
3. Jeb Bush - Bush-Quayle State Chairman
4. Representative Chanee Irvine - Clay County Bush-Quayle Chairman
5. THE PRESIDENT
6. Councilwoman Tillie Fowler - GOP Candidate for Congress
7. Senator Connie Mack
8. Mark Little - Master of Ceremonies
9. Major Ed Austin
10. Senator Ander Crenshaw - Senate Minority Leader
11. Congressman Cliff Stearns
12. Congressman Craig James
13. Representative Joe Arnall
14. Representative Steve Wise
15. Senator Bill Bankhead - Republican Party of Florida
16. USSS
17. Miss Florida
18. Van Poole - Chairman, Republican Party of Florida
19. Alec Courtelis - National Finance Co-Chairman, Bush-Quayle '92
20. Representative James Lombard - House Minority Leader
21. Tom Petlway - Chairman, Jacksonville Chamber of Commerce
22. John DeLaney - Duval County Victory '92 Chairman
23. Marty Fiorentino - Duval County Bush-Quayle Coordinator

KEY:
→ THE PRESIDENT

FAX TRANSMISSION
CSXFEI

CSX TRANSPORTATION

TO LARS PIERSON
COMPANY THE WHITE HOUSE VERIFY (Y/N)
PHONE # (202) 456-7750 FAX # 202-456-6218
FROM Marty Rosenbaum # PAGES 2
PHONE # 904-359-1446 FAX # 904-359-1899

THE FLORIDA SENATE
Tallahassee, Florida

SENATOR W. G. "BILL" BANKHEAD
9th District

July 31, 1992

Appropriations, Sub. C
Health and Rehabilitative Services
Subcommittee on Health Care
International Trade, Economic Development and Tourism
Reapportionment
Legislative Subcommittee

JOINT COMMITTEES:
Legislative Auditing
Legislative Information Technology Resources

MEMORANDUM

TO: ~~Marty~~ Lars, Thought this might be of interest to you. Marty

FROM: Jane McElroy

RE: Examples of Successes in Welfare Reform

Please find attached a list of 4 people that have previously been on welfare and through the help of Project Independence (a program offered through the Department of Health and Rehabilitative Services) they were able to obtain employment and break the welfare cycle.

Project Independence was started under Governor Martinez's leadership. One of the ideas for the program grew out of the pilot project that your own Senator Bankhead introduced to the Legislature. Project Independence was able to provide training that included tips on how to look for a job, how to complete job applications and how to have a successful interview. In some instances they provided training through Florida Community College.

Florida has been a leader in welfare reform and has set the example for other states by implementing innovative programs and setting up partnerships with other agencies and private business.

Printed on recycled paper

REPLY TO:
☐ Post Office Box 41624, Jacksonville, Florida 32203-1624 (904) 359-1014
☐ 330 Senate Office Building, Tallahassee, Florida 32399-1100 (904) 487-5030

GWEN MARGOLIS, President
WINSTON W. GARDNER, JR., President Pro Tempore
JOE BROWN, Secretary
WAYNE W. TODD, JR., Sergeant at Arms

EXAMPLES OF SUCCESSES IN WELFARE REFORM

All of these people received Aid to Families with Dependent Children and participated in Florida's Project Independence program. Through the PI program they were able to receive training and help in locating a job.

These people have given their permission for the President to use their names and they have agreed to be present when the President gives his speech. Please let us know what the plans are so we can contact the people that are needed.

CASSANDRA JOHNSON - 387-0632
She runs a family day care home. Through a cooperative agreement with Project Independence, Florida Community College, the Private Industry Council (with the City of Jacksonville) and Barnett Banks of Jacksonville, Ms. Johnson was able to receive training on how to run a family day care home and received funding for start up costs. She was also a participant in HabiJax last year.
SHe has been off welfare since 9/90.

PAMELA WATTS - 766-8177
She is a Surgical Technician at Baptist Hospital.

MARGARET WHEATON - 359-6845
She is a Secretary Specialist with the Department of Health and Rehabilitative Services.
She has been off welfare since 5/88

AMANDA HARMS - 798-4869
She is an Interviewing Clerk with the Department of Health and Rehabilitative Services.
She has been off welfare since 5/89

To MICHELE

Date 28 July Time 8:15 A

WHILE YOU WERE OUT

M. SALLY HARRELL

of B/Q FLORIDA

Phone 904-425-2874

Area Code Number Extension

TELEPHONED	✓	PLEASE CALL	✓
CALLED TO SEE YOU		WILL CALL AGAIN	
WANTS TO SEE YOU		URGENT	
RETURNED YOUR CALL			

Message

JB

Operator

AMPAD EFFICIENCY® 23-023 CARBONLESS

E X E C U T I V E O F F I C E O F T H E P R E S I D E N T

30-Jul-1992 04:36pm

TO: Susan M. Nix
TO: Michael D. Johns

FROM: Carol B. Aarhus
Office of Communications

SUBJECT: Acknowledgements

Sally Harrell, Director of the GOP in Florida, gave me the following acknowledgements/notes for the Jacksonville speech:

✓Sen. Connie Mack
✓Congressman Cliff Stearns
✓Congressman Craig James
Jeb Bush
Van Poole
Alec Courtelis
Tom Slade, Victory '92 Ch.
A host of Republican candidates and legislators
✓Tom Gallagher, State Treasurer
✓State Senator Ander Crenshaw, Senate Minority Leader
Note: Florida is two seats away from a Republican majority in the state senate. Maybe when you acknowledge Ander, you could say, "Ander Crenshaw, Florida's Senate Minority Leader, and after November, I'll be proud to call him the Senate MAJORITY Leader." It's a cheap applause line -- it may work, though
State Rep. James Lombard, House Minority Leader
The Fletcher High School Marching Senators (from Jacksonville) will be playing the honors, etc. Maybe joke potential here -- I wish these Senators could teach the senators back in Washington to march to a different beat. ?????
Amerikids -- a group affiliated with the First Baptist Church in Jacksonville. They may not be performing while POTUS is there, but it would be nice to acknowledge them. Sally is trying to get Tim Simonson to have them sing the National Anthem or some other patriotic song for POTUS. Call Tim for an update.

NOTES IN GENERAL: There have been a lot of race riots in Jacksonville. Sally suggests we include language about POTUS not tolerating bigotry and that this is a time for all Americans to

pull together and work for the good of the country.

There is a strong homebuilding/realty presence in Jacksonville. Include language about homebuilding initiates in growth package and hpw construction has always pulled us out of bad times, and if Congress would pass these housing-related initiatives, we wouldn't have these problems, damnit.

Jacksonville is a big military community, so the Desert Storm stuff will go over well -- especially the part about the community rallying around the troops and supporting them throughout the war. Maybe we could include a line in the thank-you section about how the support of the people was the extra boost that made this effort so successful. When everyone rallies around a cause, something gets done. Nothing gets accomplished when people (Dems.) just sit back and bitch about it. Republicans get missions accomplished through action, not voiced aggravation.

Enough said. Sally can be reached at the Omni in Jacksonville this weekend at 904-355-6664. She is a great contact -- she used to be one of the regional political directors here at the WH. She's got a good head on her shoulders and some great political intuition.

Jacksonville
CHAMBER OF COMMERCE

Fax Transmittal Form

Date: 7/29

Time: 10:30 A.M.

Fax number: 202-456-6218

To: LARS PIERSON

Company: (W)HITEHOUSE

Telephone number: 202-456-7750

From: SUSAN MILNOAN

Charge Code:

Total number of pages transmitted (include cover page): 34

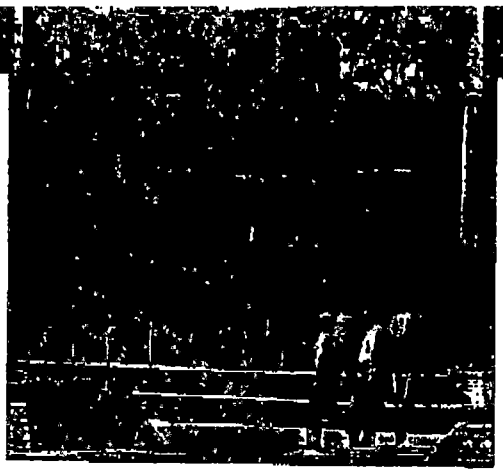
MESSAGE:

More to come!

DOWNTOWN OFFICE
3 Independent Drive
Jacksonville, Florida 32202
(904) 366-6600
FAX (904) 632-0617

BEACHES DEPARTMENT
413 Pablo Avenue
Jacksonville Beach, Florida 32250
(904) 249-3868
FAX (904) 241-7556

CONVENTION & VISITORS BUREAU
6 East Bay Street, Suite 200
Jacksonville, Florida 32202
(904) 798-9148
FAX (904) 798-9103



BUSINESS CLIMATE

JACKSONVILLE INCENTIVES

To attract and promote business development in the First Coast area, various incentives and programs are available to help enterprises with financing, incentives, training, and foreign trade.

FINANCING

Several financing options exist for the construction of manufacturing facilities at Jacksonville International Airport. This world class facility, which is operated by the Jacksonville Port Authority (JAXPORT), has allocated over 4,000 acres for commercial development. JAXPORT stands ready to provide long-term land leases at very reasonable rates for companies wishing to build their own facilities at the airport. In addition, JAXPORT will consider constructing a facility to a company's specifications under a long-term lease arrangement.

Financial assistance programs have also been created to help firms that move to Jacksonville. These include:

- Community Development Block Grant Float, providing short term construction loans at below-market rates. Maximum loan amount varies according to size of project.
- State of Florida Transportation Fund. Up to $2 million dollars may be available to help build or improve existing roads to a site or a runway extension.
- The State of Florida Labor Training Program
- The Private Industry Council (PIC) of Jacksonville

INCENTIVES

The Mayor's Office, the City Council, the Jacksonville Chamber of Commerce and the Jacksonville Port Authority all support businesses aggressively and with a can-do attitude. The result is a healthy, fertile environment for business growth. In addition to the financial assistance programs listed previously, Jacksonville offers a series of incentives and benefits for businesses and individuals, including:

- Partial tax exemption for research and development
- Tax Free Industrial Revenue Bonds
- Community contribution tax incentives
- Tax Increment Financing to fund infrastructure improvements on new facilities
- Tax credits for creating new jobs
- Tax credits for businesses located in the city's Enterprise Zone
- No sales tax on purchase of machinery and equipment for manufacturing

TRAINING

Many options are available to provide assistance in connection with personnel recruitment, screening and training. Several available programs involve public/private partnerships to provide high-quality training at little or no cost to the employer. The Florida Community College at Jacksonville, a leader in the design and implementation of customized business training programs, administers some of these programs. Training options and resources include:

- Industry Services Grants
- Sunshine State Skills Program
- Private Industry Council (PIC) of Jacksonville
- Florida Job Service
- Job Training and Partnership Act
- The State of Florida Labor Training Program
- Partnership for Workforce Preparation

FOREIGN TRADE ZONE

Businesses may take advantage of the Foreign Trade Zone Number 64, operated by the Jacksonville Port Authority. The zone is located at JAXPORT's Talleyrand and Blount Island Terminals, Jacksonville International Airport, as well as on the city's Westside. A foreign trade zone is an area designated by the U.S. Customs Service in which foreign and domestic goods are considered to be outside U.S. Customs territory. Goods may be brought into the area without formal customs entry, the payment of duty or import quotas.

OTHER BUSINESS FACTORS

TAXATION

Florida offers the benefit of being the only state in the Southeast with no personal income tax. When top US cities are ranked in terms of tax burden on individuals, Jacksonville ranks among the lowest (49th of 51 cities). In Florida, taxes are low, expenditures limited, and state and local debt generally small. This reflects a long tradition of fiscal conservation and a limited view of government's role in business affairs.

TAX HIGHLIGHTS

- Personal income tax rate: none
- Inventory tax: none
- Corporate tax rate: 5.5%
- Sales tax rate: 6.0% (6.5% in Jacksonville)
- Unemployment tax rate: 2.7% up to $7,000 in wages
- Duval County *ad valorem* tax rate: $21.0992 per $1,000 valuation (avg.)
- Utility tax rate: 10.0%

OTHER TAXES INCLUDE

- Intangible Tax
- Filing Tax
- Tangible Personal Property Tax
- Occupational License

UTILITIES

Electric services, as well as customer service functions for water and sewage, are provided by the Jacksonville Electric Authority, an agency of the city government. At $69.15 per 1,000 Kilowatt Hours (KWH) Jacksonville's residential rates are the lowest in Florida and are among the lowest in the nation. The city's commercial rates, approximately $6.05 per KWH, are also among the nation's lowest; this figure includes a Fuel Adjustment charge.

COMMUNICATIONS

Jacksonville enjoys access to some of the most sophisticated telephone switching equipment in the country. Southern Bell provides area customers with a state-of-the-art communications infrastructure supported by the latest in fiber optic technology. Southern Bell established a sophisticated high-capacity switching center in South Jacksonville in 1989 to service the growing need for information handling and transmission. This center provides high-speed digital service for voice, data, graphics and video applications at economical rates.

All major businesses in the Jacksonville area are either presently served by fiber or have it available to them in the immediate vicinity. The result is a powerful, flexible and reliable communications system that brings voice, data and image communications to all businesses served in this region.

AIR SERVICE

A $101.6 million expansion and renovation will take Jacksonville International Airport (JIA) well into the next century. Six major airlines and three regional commuter carriers serve JIA, which is located two miles from Interstate 95, a 20-minute drive from downtown Jacksonville. With nearly 100 flights daily and all-new luggage handling equipment, the newly renovated terminal comfortably accommodates nearly 3,000,000 passengers per year.

Currently, JIA's 28-acre general aviation complex is controlled by a fixed base operator. While the airport's master plan provides for a noise buffer zone, the affected area is located over mainly undeveloped land designated for commercial use.

JIA is especially attractive for aircraft repair, maintenance and virtually all other tailfeather activities. With excess capacity built right in, JIA's new facility ensures fast, direct access to runways and airspace. The airport draws on a large and steady supply of skilled labor drawn from Jacksonville's three U.S. Navy airfields and a major Naval Air Rework Facility. An elaborate network of fully accredited educational and training institutions also contributes training and adds more new people every year to this impressive supply of skilled workers.

JIA FIELD FACTS

Primary Runway: 7/25

- Length: 8,000 feet (to be lengthened to 10,000 feet by 1993)
- Width: 150 feet
- CAT III

Secondary Runway: 13/31

- Length: 7,701 feet
- Width: 150 feet

Apron: 200,000 square yards

Lighting Aids

- Approach: FIRL-ALSF2 on 7/25; MIRL7-MALSR on 13/31
- Threshold: VASAI on 31 and 25

Electronic Navigational Aids

- ILA
  - Runway 31 LOC Backcourse Approach
  - Runway 07: CAT III
  - Runway 25: LOC OM only
  - Runway 13: CAT I
  - Runway 07: OM Compass Locator

- Radars: ASR-9 Radar

- RVR: Runway 07 - Touchdown, Midpoint, Rollout

Fuel: 100LL, Jet

Oil: All grades

Fuel Installation: BP

Airfield Restrictions: None

General Aviation Facilities: Open 24 hours per day

Passenger Terminal Activity: Nearly 3 million passengers per year

Cargo Terminal Covered Area: 66,000 square feet
(plus 66,000 additional planned)

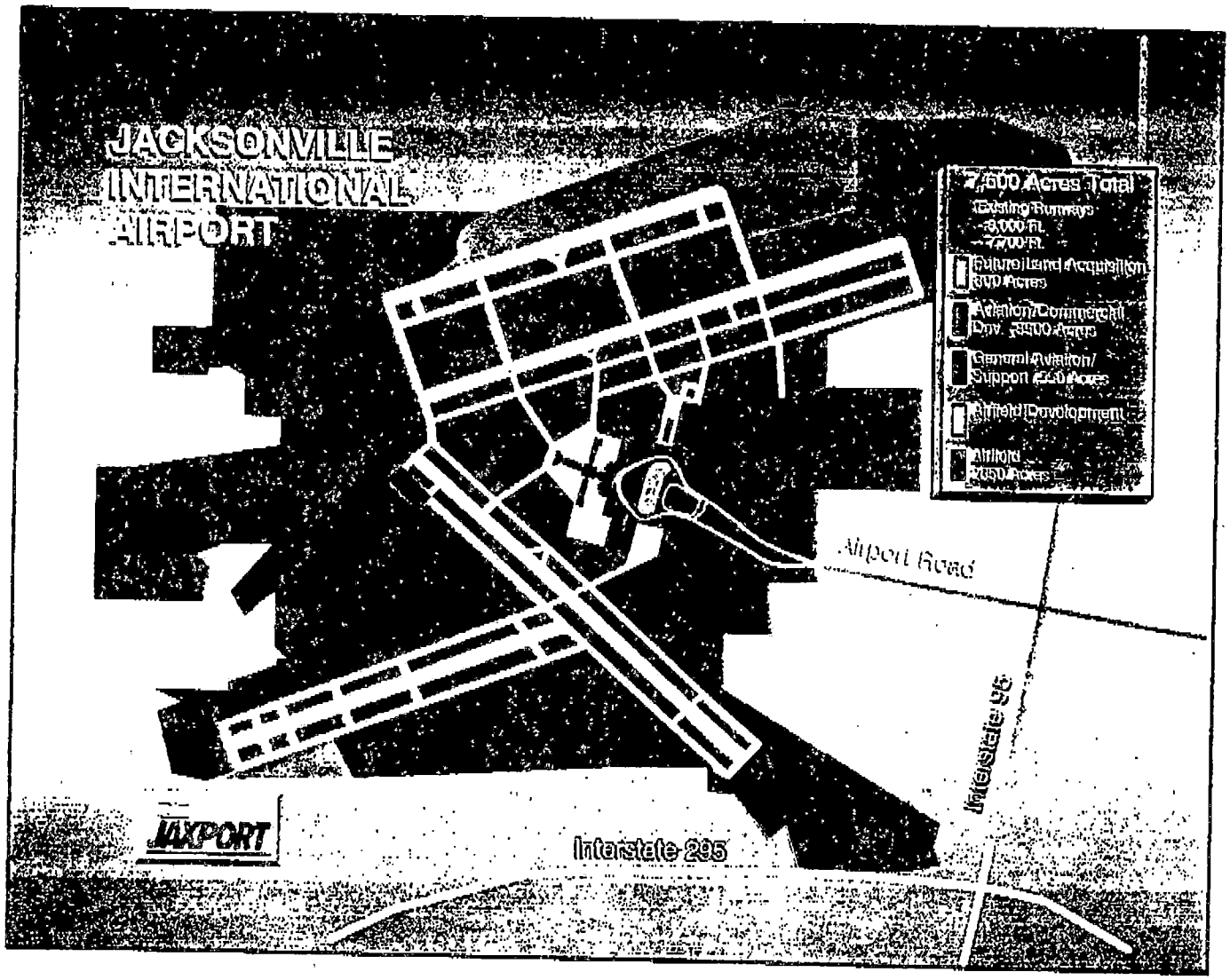
DESIGN FEATURES FOR THE FUTURE

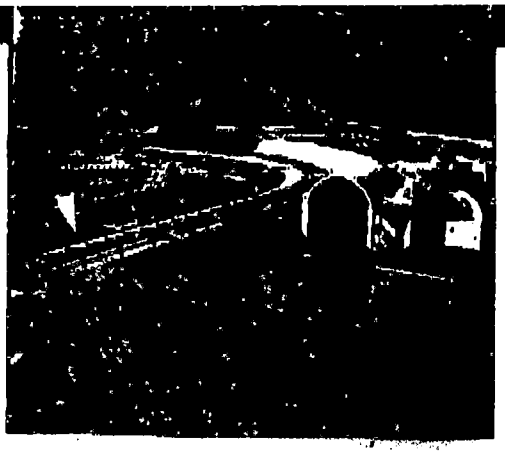
- Four 10,000 foot runways
- Property expansion to 10,000 acres
- Satellite terminals
- Fully automated people mover system
- 80 passenger loading gates
- Full service hotel/conference center
- Direct links to Interstates 95 and 295, the outer beltway and the Florida High Speed Rail System

- Capacity:
  - Passengers: 7,000,000
  - Cargo: 100 million pounds

JACKSONVILLE INTERNATIONAL AIRPORT

AIRPORT LAYOUT PLAN





JACKSONVILLE INTERNATIONAL AIRPORT

Fast on the heels of a $101.6 million expansion and renovation, Jacksonville International Airport (JIA) is poised for unprecedented growth. Currently, JIA accommodates nearly 3 million passengers per year; expansion plans call for 7 million in the not-too-distant future. Jacksonville's premier airport can handle every commercial aircraft now flying and is the perfect location for aeronautical manufacturing, maintenance and related businesses and industries.

JIA is operated by the Jacksonville Port Authority (JAXPORT), an independent agency chartered by the State of Florida to own, operate and develop seaport and airport facilities located in Jacksonville. Assignment of these multiple responsibilities under one administrative roof allows JAXPORT to satisfy a wide range of customer needs at JIA.

Located on Jacksonville's Northside, just 20 minutes from downtown, JIA boasts two parallel runways, 66,000 square feet of covered cargo space and a sparkling new passenger terminal, all on 7,500 acres of property. Development of 4,000 of those acres is a high priority at JIA; in fact, direct runway access for 600 acres is already in place. Every day, nearly 100 daily departures are offered by six of the nation's major airlines and three regional commuter carriers. JIA is a designated customs facility and offers the benefits of a Foreign Trade Zone.

Ambitious expansion plans also call for two additional 33,000 square foot air cargo buildings, bringing the total to 132,000 square feet; a new 30,000 square foot U.S. Postal Service airmail facility; and the development of multi-modal transportation access for cargo and passengers. Henson Aviation has signed a 40-year lease for its new $2 million USAir Express repair and maintenance facility.

Looking down the road, JAXPORT is ready with plans to extend the terminal and parking complexes. New free-standing satellite terminals will be connected to the existing terminal structure by an automated rail system. A direct link to Florida's High Speed Rail System is also planned.



CRAIG AIRPORT

Craig Airport, one of Florida's busiest and fastest growing general aviation centers, serves many of Jacksonville's corporate and private-use aircraft. The airfield is conveniently located 10 minutes from downtown, suburban business centers and the Beaches. The field comprises a total of 1,342 acres with two 4,000-foot runways capable of handling gross landing weights of 43,000 pounds, the maximum of most corporate aircraft.

Craig Airport has a general utility (GU) role and functions to minimize congestion by diverting general aviation traffic away from Jacksonville International Airport.

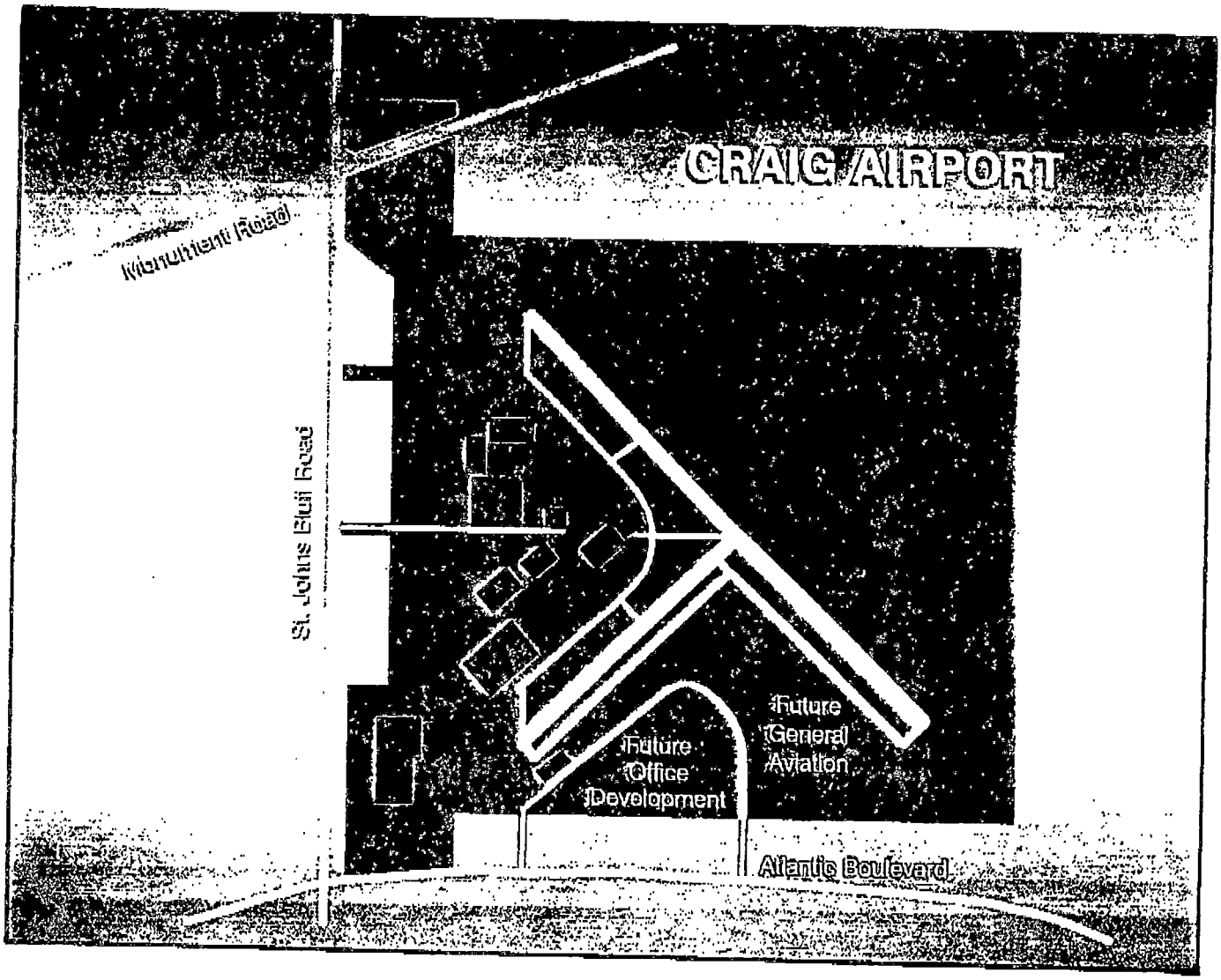
Craig Airport is served by two fixed base operators, Sky Harbor and Craig Air Center, both of which provide hangar, fueling, maintenance and tie-down services to more than 270 aircraft. Other support services include aircraft service and maintenance facilities, aircraft sales, aircraft flight school, aviation insurance, avionic repair facilities and a complete airframe power plant maintenance facility. The field also hosts instrument and electronic supply firms, aircraft and ambulance charter operators and rental services for both automobile and aircraft.

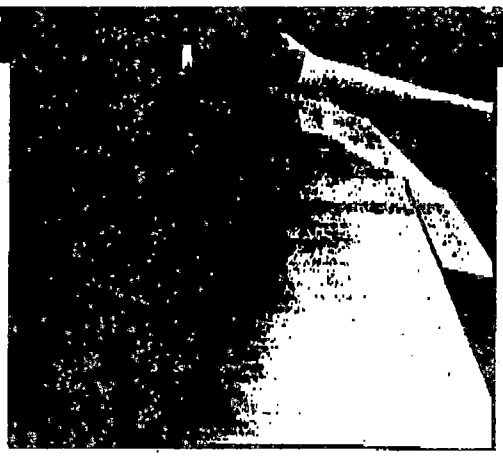
The Federal Aviation Administration (FAA) has established a control tower and an Instrument Landing System at Craig Airport to assist pilots with both instrument and visual flight rules. A Flight Service Station is maintained by the FAA to issue weather briefs to pilots.

Craig Airport's location, excellent facilities and personalized service are key to its tremendous growth and will keep it among the most convenient general aviation airports in the United States.

CRAIG AIRPORT

AIRPORT LAYOUT PLAN





HERLONG AIRPORT

Located on Jacksonville's Westside, just nine miles from downtown, Herlong Airport serves the needs of western Duval County and northeastern Clay County. Like Craig Airport, Herlong Airport has a general utility (GU) role, serving to reduce airport congestion by diverting general aviation activity from JIA. It is the city's primary recreational and sport flying airport, hosting owners of single and light twin engine aircraft, sailplanes, ultra-lights and hot-air balloons. JAXPORT is the fixed base operator for Herlong airport.

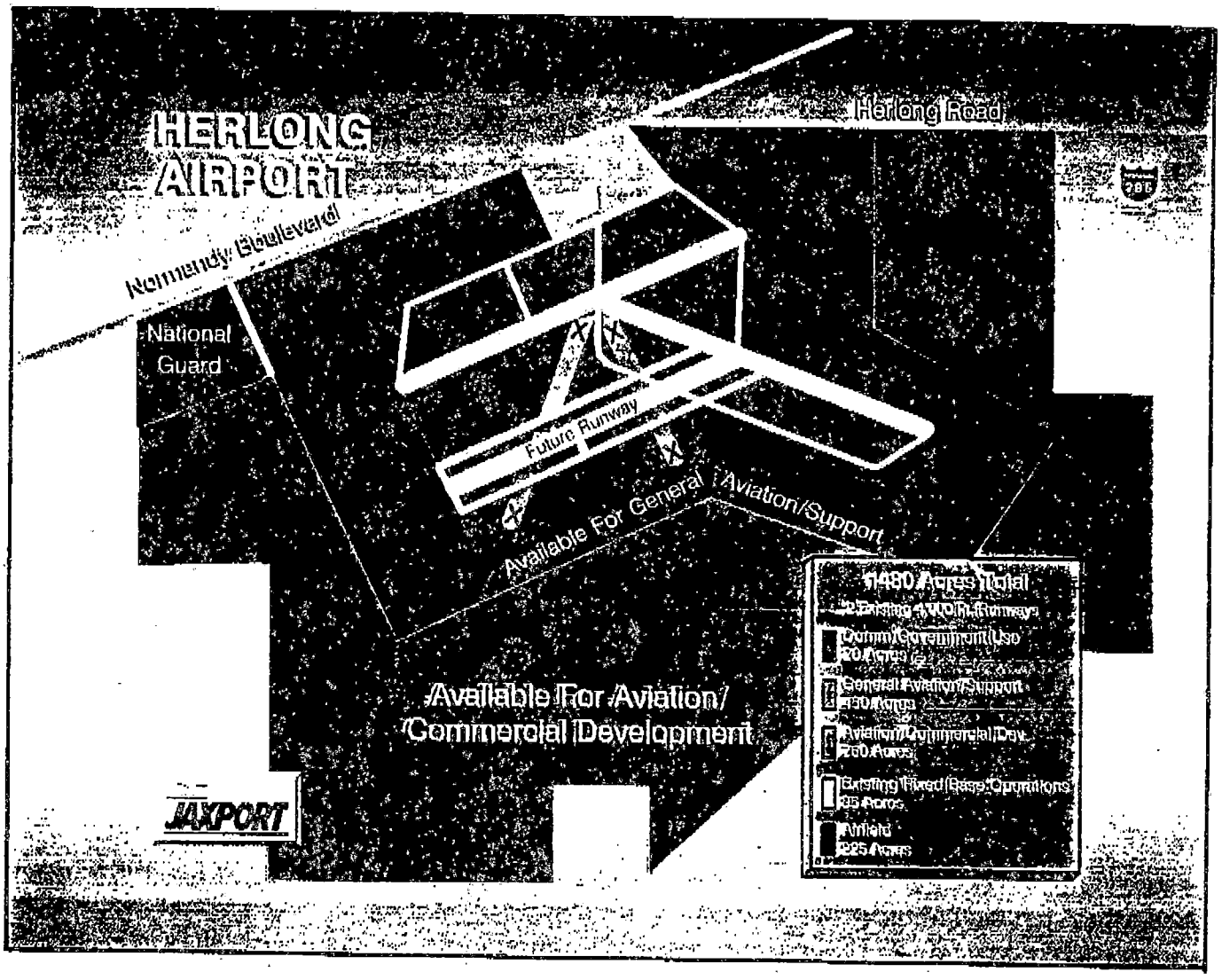
Herlong Airport consists of a 1,434-acre site, with two 4,000-foot runways and room for a third. Runways are 100 feet wide and can accommodate gross landing weights of 21,600 pounds. The airport offers a full complement of tie-down areas, hangars, maintenance facilities and fueling operations.

A full 1,200 acres of Herlong Airport property are designated for development. Tenants now include an aircraft restoration company and a distribution firm.

Unlike JIA and Craig Airport, Herlong Airport is not a tower-controlled airport. Past levels of airfield activity have not warranted such a facility; aircraft maneuvers on the ground and in the air are, therefore, left to the discretion of the pilots.

HERLONG AIRPORT

AIRPORT LAYOUT PLAN



HIGHLIGHTS

This report presents the Jacksonville International Airport (JIA), Craig Airport and Herlong Field as ideal locations for aeronautical manufacturing, maintenance and distribution facilities. The information offers an overview of the advantages and benefits of Jacksonville. A few of the incentives and advantages for locating facilities in Jacksonville are:

- Excellent marketing opportunities for your business. Jacksonville is Florida's business center, featuring a diverse economic base of insurance, banking, manufacturing, foreign trade, transportation, distribution, defense, medical research, technology and tourism.

- Jacksonville's strategic location in the Southeastern United States makes it an ideal distribution hub. The city is serviced by three major railroads, 11 airfreight companies, three major interstate highways and a deepwater port with modern, efficient facilities that are second to none.

- Jacksonville offers a large supply of skilled labor to choose from at favorable wage rates. The area's median age, 32.3, is among the lowest in Florida; the workforce is young, energetic and well-educated.

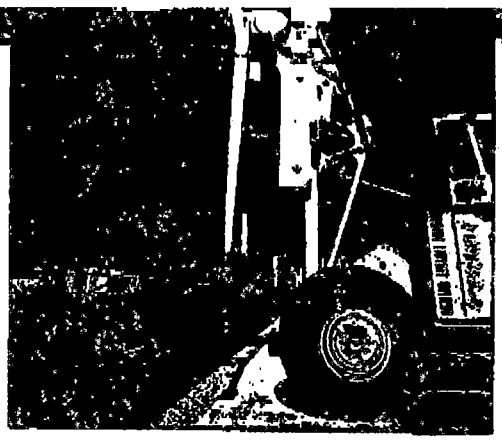
- Numerous available incentive programs are available to help with finance, training, taxes and foreign trade and to minimize initial start-up costs.

- Jacksonville enjoys some of the lowest electric rates in Florida and the nation.

- Low tax rates prevail and Florida has no personal income tax. Tax increment financing is available to fund infrastructure improvements and new facilities. Tax credits are available for creating new jobs and for businesses located in designated enterprise zones.

- Jacksonville offers a superior quality of life. The cost of living is low (average home price: $115,633); the climate is inviting and temperate, with an average daily temperature of 71 degrees and annual rainfall of 51 inches. Recreational opportunities, especially golfing, tennis and water sports, are available in abundance.

All these factors contribute to Jacksonville's favorable business climate, which offers low operating costs, efficient operations and long-term profitability.



DISTRIBUTION

Jacksonville is a distribution hub with major advantages in virtually every form of transportation. The city is located just nine miles from the Atlantic ocean and offers modern deepwater port facilities that are second to none. It is situated at the crossroads of three of the nation's largest railroads. Three major interstate highways run through or near the city, providing access to 33 million consumers within an eight-hour drive. And Jacksonville International Airport, recently renovated at a cost of $101.6 million, is emerging as a state-of-the-art transportation facility capable of efficiently handling passengers and cargo well into the next century.

These combined facilities form one of the most efficient multi-modal transportation centers in North America, connecting Europe, the Far East, the Caribbean and South America. The port's proximity to the region's population centers, along with the city's access to virtually every transportation system, make Jacksonville an ideal location for facility expansion.

RAIL

Rail customers enjoy the benefits of three major railroads in one place: CSX, Norfolk Southern and Florida East Coast. Together, they offer more dedicated trains in more directions than at any South Atlantic port. CSX Intermodal and Norfolk Southern both consider Jacksonville among their top three hubs.

Rail customers benefit from Jacksonville's landbridge connection, making it easy and cost-effective to ship goods to virtually any destination on the continent. Connections between the Far East and Europe or South America are also fast when routed through Jacksonville's deepwater port via the city's dockside intermodal facilities. Total transport time can be days shorter than via conventional routes through the Panama Canal.

Because Florida is primarily a consuming state, rail cars that enter the state fully loaded often return Northbound with excess capacity. Shippers use this excess capacity to negotiate very attractive rates.

TRUCKING

Jacksonville is situated at the crossroads of two major Interstate highways running north, south and west. I-95 runs from Miami to Maine, providing direct access to the entire Eastern seaboard, the most concentrated stretch of consumers in the nation. I-10 extends West to Los Angeles and the Pacific Ocean. In addition, I-75, an hour away, connects Jacksonville with Atlanta and the great population centers of the Midwest. More than 100 trucking lines serve Jacksonville, offering shippers flexibility and extremely competitive rates.

AIR

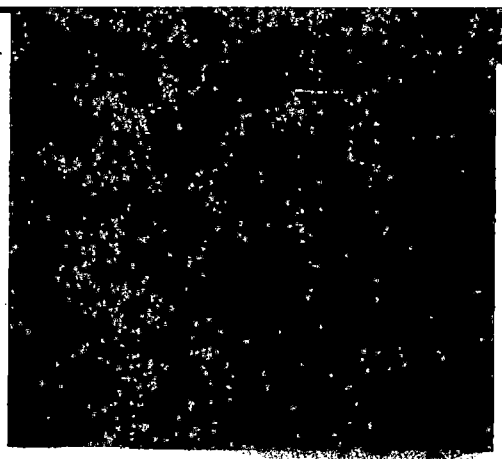
The city's primary airport, Jacksonville International, is operated by the Jacksonville Port Authority (JAXPORT) and is served by 11 airfreight companies, six major airlines and three commuter carriers. All are eager to help with the shipping needs of their customers. New ramps have been constructed for two additional cargo buildings to complement the existing two at JIA. When completed, these new buildings will bring the airport's total covered cargo space to 132,000 square feet. Cargo amounted to 16,345,237 pounds in 1990 – a 26% increase over the previous year and up 41.6% from 1988.

JIA is located on a 7,500 acre property, 20 minutes from downtown Jacksonville and two miles from Interstate 95. Four thousand acres have been designated for development; 600 of these offer direct runway access via existing taxiways. The property is surrounded by primarily undeveloped land which is zoned for commercial development.

WATER

JIA is located only minutes from a state-of-the-art 38-foot deepwater port whose terminals are also operated by JAXPORT. Today nearly 30 international shipping lines make JAXPORT a regular call with cargo originating in or destined for about 75 different countries.

Millions of tons of raw materials and manufactured goods move through the port annually. Exports include linerboard, paper products, automobiles and parts, clay, metals, phosphate, foods and citrus and consumer goods. Major imports include containers, automobiles, lumber, steel, coffee and bulk commodities. With its modern, efficient intermodal facilities, the port offers an attractive landbridge, linking Jacksonville to markets in the Caribbean and Latin America, as well as Europe and the Far East.



GOOD COMPANY

The strength of Jacksonville's economy lies in its broad diversification. The area's economic structure is composed of a healthy balance between distribution, financial services, biomedical, consumer goods, information services, manufacturing and other industries. When you join Jacksonville's corporate community, you'll be taking your place among some of the country's most respected businesses.

If you would like to discuss your possible relocation with a peer executive, contact the Chamber at (904) 366-6667 for the name and number of an appropriate and confidential contact.

- American Express: The financial services giant is achieving success in operations primarily involved with its Optima card and travel-related services.

- American Tourister: This internationally known luggage manufacturer chose Jacksonville as the site for its new regional distribution center.

- Anchor Mortgage: New Jersey-based Anchor Savings and Loan recently chose Jacksonville for its new operation dealing in home mortgages on the secondary market.

- Association of Tennis Professionals: This international sports organization picked Jacksonville as the ideal location to showcase professional tennis around the world.

- AT&T American Transtech: Unit operation costs were 300% higher in New Jersey. The direct marketing company is now one of Jacksonville's most prominent corporate citizens and one of the city's brightest success stories.

- AT&T Universal Card Services: One of the fastest growing consumer credit operations in the country, AT&T chose Jacksonville as the home for its Universal Card. The company is already adding to its existing office facility to handle the dramatic growth.

- B.F. Goodrich: The marine products and services unit, which provides all bow and keel mounted sonar domes for the U.S. Navy, relocated from Akron, Ohio. Of the many cities they considered, they found Jacksonville to have the lowest operating cost.

- Chesebrough Ponds: This consumer products company, one of the most respected in the health and beauty aids field, established a regional distribution center here.

- CSX Transportation: One of the nation's largest transportation companies, CSX recently announced it will move 350 more employees, many at the executive level, from Baltimore to Jacksonville. Jacksonville already serves as a regional operations hub.

- Grumman: The Jacksonville area operation is the lowest cost division for Grumman and has been cited by the Defense Department as the standard for quality work in the industry.

- Kaman Aerospace: Kaman's manufacturing site for airplane flaps and straps could have located anywhere in the US. The company chose Jacksonville because of its trained labor force and highly competitive wage rates.

- Maxwell House: When this coffee roasting giant was forced to choose between its Jacksonville plant and a facility in New Jersey, it expanded the Jacksonville operation. Today, Maxwell House is a major contributor to the Jacksonville economy, with manufacturing operations and import/export activities.

- Mayo Clinic: Growth of the first satellite clinic for the Minnesota-based medical center has far outpaced expectations. Officials expect the Jacksonville clinic to rival the Rochester clinic in the near future.

- Merrill Lynch: The financial services firm is bullish on Florida's First Coast; they chose Jacksonville as the site of a regional processing center -- one of a growing list of successful backoffice operations.

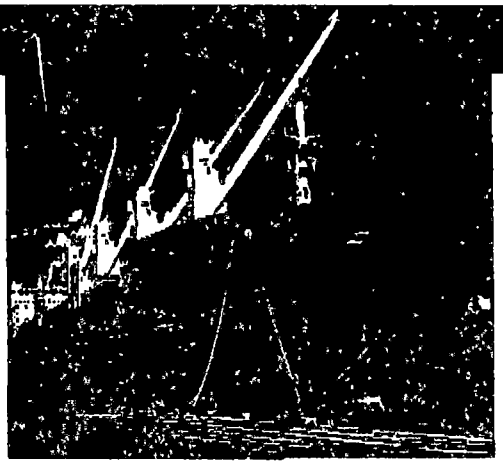
- Paris Business Forms: The New Jersey-based computer paper and business forms manufacturer recently selected Jacksonville for its second manufacturing facility.

- PGA Tour: Business volume has increased nearly 10-fold since moving to Jacksonville nine years ago. A multi-million dollar PGA Hall of Fame is currently in development.

- Phar-Mor: The retail chain cited Jacksonville's ideal location as a reason for building a 500,000 sq. ft. regional distribution center.

- Vistakon: A division of Johnson & Johnson, Vistakon was started and continues to thrive here. The company makes and distributes disposable contact lenses and has quickly grown to become one of Jacksonville's largest manufacturing employers and international exporters.

- Xomed-Treace: This manufacturer of small precision medical appliances stands as an example of the region's emerging biotechnology industry.



INTERNATIONAL BUSINESS

Global businesses are quickly discovering Jacksonville's enormous appeal as a world-class distribution center. The deepwater port is just nine miles from the Atlantic Ocean; three major interstate highways, heading north, south and west, place Jacksonville within an eight-hour drive of 33 million consumers; three large railroads operate major hubs here. Together, these facilities form one of the most efficient multi-modal landbridges in North America, connecting Europe, the Far East, the Caribbean and South America.

Jacksonville International Airport (JIA) is rapidly taking its place as a major player in the city's international success. The airport's master plan calls for the construction of state-of-the-art intermodal facilities to handle cargo moving through the airport. JIA contains a designated U. S. Customs Service facility as well as an active Foreign Trade Zone, which is considered to be outside U.S. territory for purposes of calculating taxes, duties and quotas on foreign and domestic goods.

With 4,000 acres of land slated for development, JIA has dynamic expansion in mind. As many as four 10,000-foot runways are planned, along with increased covered cargo space. In the not-too-distant future, JIA will be able to handle up to 7 million passengers and 100 million tons of air cargo annually.

International cargo inbound and outbound links JAXPORT with at least 75 foreign countries; more than a dozen have invested in Jacksonville-based facilities. The Jacksonville Chamber of Commerce, which maintains an aggressive economic development operation, smooths the way for international businesses by providing help with site selection, marketing profiles, certificates of origin and other services. In addition, they help international corporations locate sources for financing as well as incentives.

The World Trade Center Association of Jacksonville, a division of the Jacksonville Chamber of Commerce, promotes and facilitates international trade for the economic benefit of Florida's First Coast. It is affiliated with the New York-based World Trade Center Association (WCTA) and offers trade referrals, information, networking opportunities and administrative services.



WORKFORCE

AVAILABILITY AND WAGES

Unlike other cities that experienced rapid expansion during the past 20 years, Jacksonville has no shortage of labor. Instead, there is a steadily growing supply of productive workers here to fill the jobs that keep the economy growing. With a median age of 32.3, the Jacksonville area has one of the youngest workforce bases in Florida. A healthy rate of in-migration, coupled with an innovative and respected educational system, help to ensure an uninterrupted flow of workers.

The area's most prominent industries include biotechnology, financial services, technical services and manufacturing. According to a Florida Department of Labor survey in September, 1991, employment composition of the Jacksonville area workforce was broken down as follows:

Trade	117,600	25%
Services	115,200	24%
Government	65,200	13%
Navy	45,473	10%
Finance, Insurance, Real Estate	42,000	9%
Manufacturing	35,500	8%
Transportation	28,900	6%
Construction	22,500	5%

In addition to the 45,000 active Navy personnel, approximately 20,000 who have separated from the military live in the immediate area, with 10,000 more within a 100-mile radius. Each year, another 2,000 separatees enter the local civilian workforce. The vast majority of these retirees are well within working age. They possess managerial, administrative and technical talent, as well as skills in aviation repair and maintenance. Many are experienced pilots. Along with their dependents, they serve as a strong source of reliable manpower for the marketplace.

A particularly strong work ethic prevails in Jacksonville, with many companies basing employee work weeks on 40 hours, which compares favorably with the national average of 34.6. The city is noted for its low turnover and absentee rates, which lend stability to the workforce.

Wage rates in Jacksonville are low compared to those in other cities throughout the United States. For example, the Florida Department of Labor reports that the average hourly wage for Airframe and Power Plant-certified (A&P) mechanics is $12.40. By contrast, two of the Jacksonville area's most prominent aeronautical companies -- Grumman and Kaman Aerospace -- pay $8.75 and $6.50 per hour respectively. Approximately 350 new A&P certificates are issued annually in the Jacksonville area.

Several leading defense contractors have relocated to Jacksonville and have found an abundance of qualified and skilled workers locally. Among them:

- Unison Industries: Engine Products Division, producing aircraft ignition systems, 400 employees
- B.F. Goodrich Company: Marine Products and Services Business unit, which manufactures surface ship sonar dome units, 150 employees
- Kaman Aerospace: Jacksonville Division, which assembles airplane parts for the A-6, 65 employees
- Grumman St. Augustine: Navy Aircraft Rework facility, 1,200 employees
- Halifax Engineering, Inc.: Maritime pre-positioning force, 400 employees

UNIONS

Jacksonville enjoys a high degree of stability in its workforce. By statute, Florida is a right-to-work state, and unionization remains relatively low. In Florida, 9.6% of the workforce is unionized compared to 35.8% in New York and 19.9% in New Jersey. At the same time, union and non-union labor work harmoniously together.

TRAINING

Jacksonville's private and public educational institutions provide a variety of training opportunities that anticipate and meet the needs of the area's residents and businesses. Degree programs ranging from associate to doctorate, as well as non-degree programs, are offered at the seven colleges and universities in the Jacksonville area. Together, these institutions generate more than 7,500 graduates per year.

The University of North Florida's blossoming electrical engineering program has produced over 50 graduates since its inception in 1988 and is building enrollment rapidly. Many schools, such as Florida Community College at Jacksonville, will custom-tailor special classes to meet the needs of any employer. The AMTEC Research Center, the Florida Institute of Technology and Embry-Riddle Aeronautical University also contribute to Jacksonville's abundance of highly trained specialists in aviation, avionics, aeronautical engineering, repair and maintenance. In conjunction with state and federal training programs, many local colleges provide qualified applicants for companies who then earn job credits.

Additional public and private labor training programs can help companies ensure a smooth start-up. These include the following:

- Job Training and Partnership Act, a federally funded program offering a series of employment and training benefits:
  - Assistance in hiring pre-screened, pre-trained employment candidates.
  - Customized training programs specific to company practices and procedures.
  - On-the-job training with reimbursement for up to 50 percent of wages incurred during the training period.

- The Private Industry Council (PIC) of Jacksonville, a federally funded employment and training program, offers help with training, interviewing and hiring of job candidates.

- Florida Job Service can assist with advertising, interviewing and hiring.

- The State of Florida Labor Training Program pays corporate instructors and reimburses participating companies for the use of their facilities to train employees. All screening, recruiting and training is performed to the company's specifications.

- Partnership for Workforce Preparation. Administered through the Jacksonville Chamber of Commerce, this innovative program is funded through the United Way of Jacksonville and corporate sponsors. The partnership acts as a clearinghouse to connect the area's vast training resources with local individuals.

General Information

- Population (1991 estimates)
  - Duval County: 698,600
  - Jacksonville MSA (Clay, Duval, Nassau & St. Johns counties): 938,000
  - Florida's First Coast (MSA plus Baker County): 957,800
- 33 million consumers within a 350 mile radius
- Median age: Jacksonville 32; Florida 34
- Population by sex: male 48.34%; female 51.66%
- Racial composition: white 72.7%; black 25.7%; other 1.6%
- Land area: Duval County 840 sq. mi.; MSA 3,425 sq. mi.
- Average annual temp: 71 degrees
- Median household income (MSA): $27,605

Employment Profile

- Civilian labor force 466,674
- Employment 429,611
- Unemployment 33,163
- Unemployment rate 7.1%
- Florida is a right-to-work state by constitution
- Over 90% of the workforce is non-union

- Military employment 43,458
  - NAS Jacksonville 15,301
  - NAS Cecil Field 9,787
  - Mayport & NAS Mayport 18,370

Non-Agricultural employment	Number	Percent
Manufacturing	34,900	8.3
Construction	23,000	5.4
Mining	600	0.1
Transportation, communications, utilities	30,800	7.3
Trade	109,800	26.0
Finance, insurance, real estate	44,800	10.6
Services & miscellaneous	114,200	27.0
Government	64,600	15.3
Total	422,700	100.0

Largest Employers

- Top 5 private non-manufacturing employers (MSA)
  - Blue Cross/Blue Shield of Florida (insurance) 5,415
  - CSX Transportation (transportation) 5,300
  - AT&T American Transtech (shareowner services) 5,210
  - Barnett Bank of Jacksonville (banking) 4,850
  - Winn Dixie (food stores) 4,200
- Top 5 private manufacturing employers (MSA)
  - Vistakon (opthalmic goods) 1,500
  - Grumman Aerospace Corp. (aircraft modification/overhaul) 1,173
  - Florida Publishing Company (newspaper) 877
  - Anheuser-Busch, Inc. (brewery) 850
  - Excel Industries (textiles/motor vehicle parts) 563

Taxes

- Personal income tax: none
- Inventory tax: none
- Corporate tax rate: 5.5%
- State sales tax rate: 6.0% (6.5% in Jacksonville)
- Unemployment tax rate: 2.7% up to $7,000 in wages
- Duval co. ad valorem tax rate: $21.0992 per $1,000 valuation
- Utility tax rate: 10%
- Other taxes include intangible tax, filing tax, tangible personal property tax, occupational license

Office & Industrial Sites

- Availability: over 5,000 acres in Duval county
- Industrial land cost: $20,000 - $140,000 per acre
- Industrial lease cost: $2 to $6 per square foot
- Industrial construction cost: $15 - $20 per square foot (building only)
- Office lease cost: $10 - $23 per square foot
- 37 industrial & office parks in Jacksonville

Utilities

- Generating capacity: 2,590 megawatts
- Commercial electric rate: approximately $6 per KWH
- Residential electric rate: $69.15 per 1,000 KWH

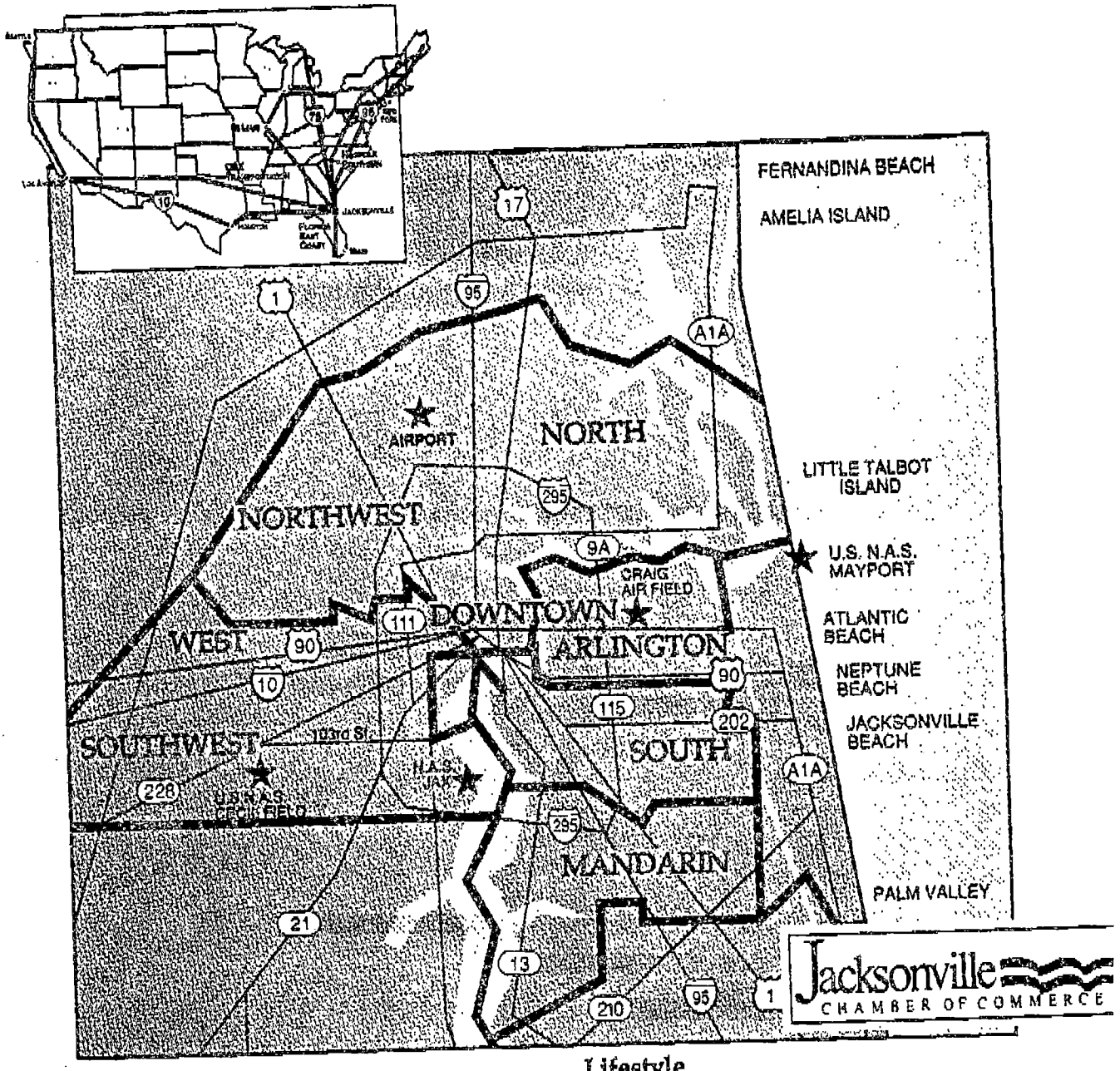
Incentives

- Business & financial
  - Community Development Block Grant float
  - State of Florida transportation fund
  - Partial tax exemption for research & development
  - Tax free industrial revenue bonds
  - Community contribution tax incentives
  - Tax increment financing
  - Tax credits for creating new jobs
  - Enterprise Zone
  - Foreign trade zone
- Training incentives & resources
  - The State of Florida labor training program
  - The Private Industry Council (PIC) of Jacksonville
  - Industry services grants
  - Sunshine state skills program
  - Florida Job Service

Schools

- Duval county public schools 149
- Parochial/private schools 90
- Colleges & universities (MSA) 14
- SAT scores 1990-1991

	Verbal	Math
Duval	428	465
Florida	418	466
National	424	474



Transportation

- Seaport
  30 international shipping lines linked to 75 countries
  996 acres at two terminals
  700,200 square feet of warehouse space
  Facilities within 18 miles of Atlantic Ocean
  Largest deepwater port in South Atlantic

- Airport
  Nearly 100 daily departures
  Located on 7,500 acres; 4,000 to be developed
  6 airlines, 3 commuter carriers, 11 airfreight companies
  $101.6 million expansion/renovation just completed

- Rail
  3 major lines: CSX, Norfolk Southern, Florida East Coast, plus Amtrak
  Access to 50,000 miles of track
  Extensive intermodal facilities

- Trucking
  3 major interstate highways: I-10, I-95, I-75
  Over 100 lines
  Competitive rates

Lifestyle

- Miles of free beach and the St. Johns River offer boating, sailing, surfing, fishing and swimming
- Healthcare facilities (Jacksonville MSA)

Beds	4,605	Dentists	470
Doctors	2,300	Hospitals	30

- Public facilities

Parks & playgrounds:	411 (4,670 acres)
Museums:	6
Libraries:	17
Theatres:	7

- Sports & Recreation
  Home of the PGA Tour
  Golf: 882 holes at 36 public & private courses
  Home of Association of Tennis Professionals
  Gator Bowl
  Jacksonville Suns baseball team
- Annual events: 15k River Run, Jacksonville Marathon, Mug Race regatta, Kingfish Tournament, Jacksonville Jazz Festival, Agricultural Fair
- Housing

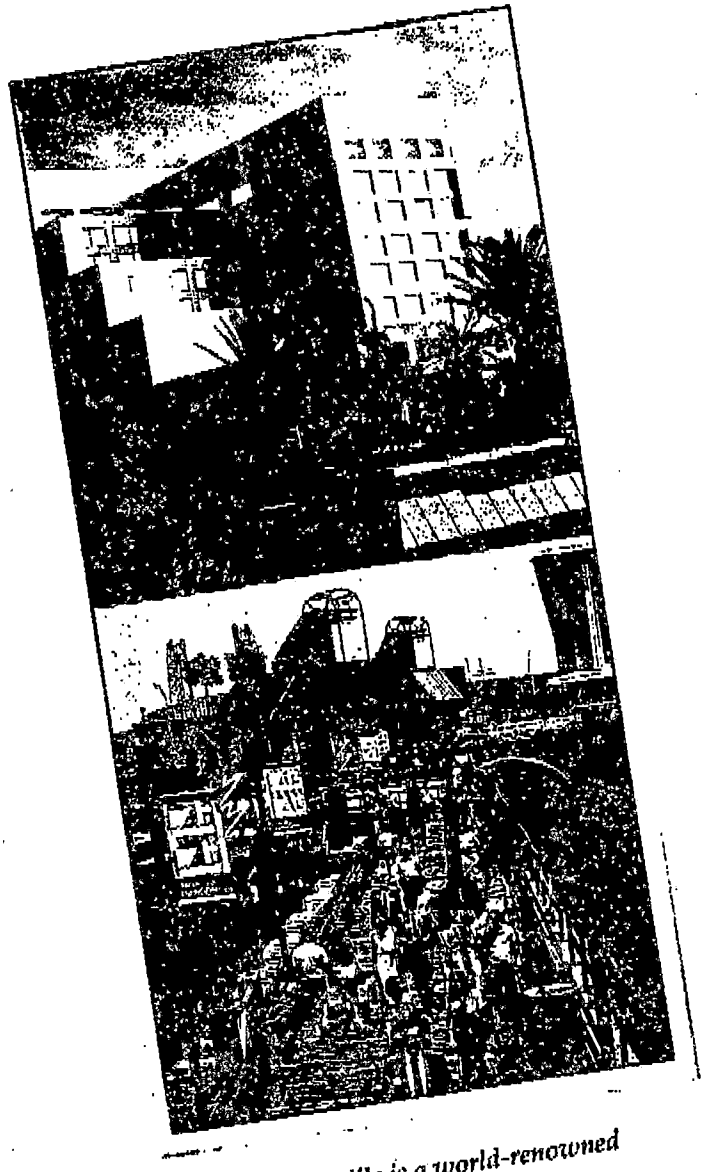
Average gross rents	
1 bedroom/1 bath:	$38
2 bedroom/2 bath:	$47
3 bedroom/2 bath:	$57
Average new home price: (2,200 sq. ft.)	$112,12

FINANCIAL

Commercial Banks: 14
Bank Branches: 99
Life Insurance: 12
Insurance Companies/Agents: 1642
Real Estate Agents/Managers: 466
Bank Holding Companies: 4
Holding Companies: 4

Retail Sales 1990: $5.6 Billion Duval County
Total Bank Deposits 1990: $7,054,318,000 Duval County/MSA

Combined effective buying income of the Duval County - MSA 1990 - $7.4 Billion



Top: Jacksonville is a world-renowned medical community Photo by Diane Uhley
Bottom: Workers enjoy the downtown Riverwalk

OVERVIEW OF JACKSONVILLE ECONOMY

Defense
- Third largest military presence in the U.S. (Mayport; Naval Air Station Jacksonville; Naval Air Station Cecil Field; and Naval Submarine Base, Kings Bay, Georgia) with 50,000 personnel
- Major high-tech defense contractors present to service Navy

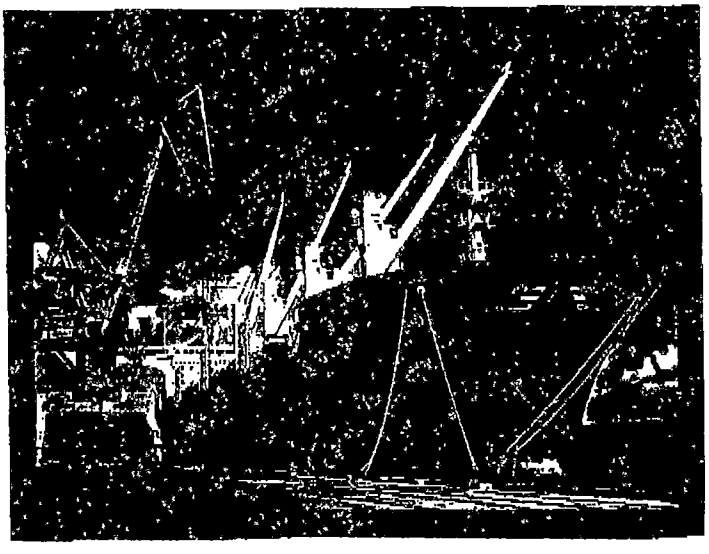
Port/Transportation
- Largest deepwater port in South Atlantic
- Major International Airport
- Home of CSX Transportation
- Three railway truck lines plus Amtrak, three interstate highways

Finance and Information
- Headquarters for 2 of Florida's largest banks
- Southeastern center for insurance industry
- New headquarters for American Express Optima Card Division
- Headquarters for AT&T American Transtech and AT&T Universal Card Services

Bio-Medical
- First Satellite Mayo Clinic
- Center for regional hospitals
- Nemour's Children's Hospital located here (children's equivalent to Mayo Clinic)

Sports Marketing
- Headquarters for PGA Tour
- Headquarters for Association of Tennis Professionals Tour
- Strong candidate for NFL expansion team

Internationalization
- Leading U.S. port of entry for foreign automobiles
- Growing list of foreign companies



The Jacksonville Port Authority is a leading U.S. port of entry.

Florida's Business City

DIRECTORY OF INTERNATIONAL FIRMS

International Firms In Jacksonville

Total Companies: 64

Number of countries represented: 18

Number of Companies per Country:

Australia	2	Germany	7	Mexico	1
Canada	6	Ireland	3	The Netherlands	5
China	1	Israel	1	Sweden	2
Denmark	2	Italy	2	Switzerland	2
Finland	1	Japan	13	United Kingdom	10
France	4	Korea	1	Yugoslavia	1

International companies established in Jacksonville: 42
Companies acquired by international firms: 19
Joint Ventures: 3

International Firms In Jacksonville

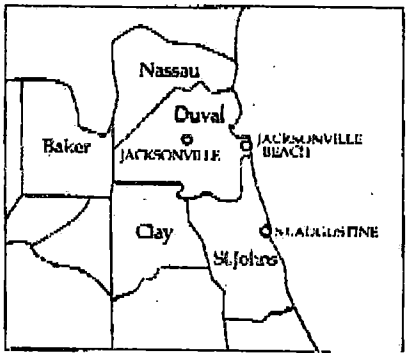
Company	Foreign Investor
AUSTRALIA	
Associated Minerals P.O. Box 1036 Green Cove Springs, FL 32043 Contact: J.L. Scott Tel: 904/284-9832 Fax: 904/284-0433 # of Employees: 131 Prod./Services: Mineral Sands. Company acquired.	Associated Minerals Australia 45 Stirling Highway Perth, W. Australia Contact: Dr. Peter Cassidy Tel: 011-619-389-1222 Fax: 011-619-389-8084
Boral Brick 57 S. Edgewood Avenue Jacksonville, FL 32205 Contact: Dan Jones Title: Manager Tel: 388-5512 # of Employees: 6 Prod./Services: Brick Distribution. Company acquired.	Boral Brick Ltd. 60 Templestone Rd. Balleen Victoria 3105
CANADA	
Canada Packers USA, Inc. 2315 Beach Blvd. Jax. Beach, FL 32250 Contact: Ted Bodnar Tel: 904/246-8434 Fax: 904/246-8887 # of Employees: 12 Company established.	Canada Packers, Inc. 3080 Young Street Toronto, Canada
Clay Today P.O. Box 1209 Orange Park, FL 32073 Contact: Ned Sweeny Tel: 904/264-3200 # of Employees: 35 Products/Services: Newspaper Publishing Company acquired.	Thomson Newspaper Ltd. Toronto, Canada

LIFESTYLE DEMOGRAPHICS

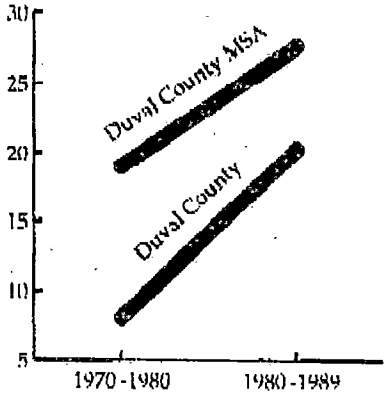
GENERAL INFORMATION

Population (Est. 1991): Department of Commerce, Bureau of Economic Analysis
698,600 - Duval County
938,000 - Jacksonville MSA (Clay, Duval, Nassau, St. Johns)
957,800 - FFCA (Florida's First Coast Area: Duval, Baker, Clay, Nassau and St. Johns counties)

20 million people in 350 mile radius; 1 million in county market area.



Growth Rate:



Population Age 65 & over: 10.8%

Male Population: 48.34%
Female Population: 51.66%

Racial Composition:
White 72.7%
Black 25.7%
Other 1.6%

Median Age: Jacksonville (32); Florida (34)

Area: Duval County - 840 square miles
MSA - 3,425.18 square miles

Elevation: Sea level to 50 feet

Climate: Annual Average Temperature: 71 degrees
Annual Average Rainfall: 51 inches



The Jacksonville Landing

HOUSING

Apartments: Occupancy Rate as of 12/90: 89.2%

AVERAGE GROSS RENTS

1 BR/1 BA	$364
2 BR/2 BA	$445
3 BR/2 BA	$546

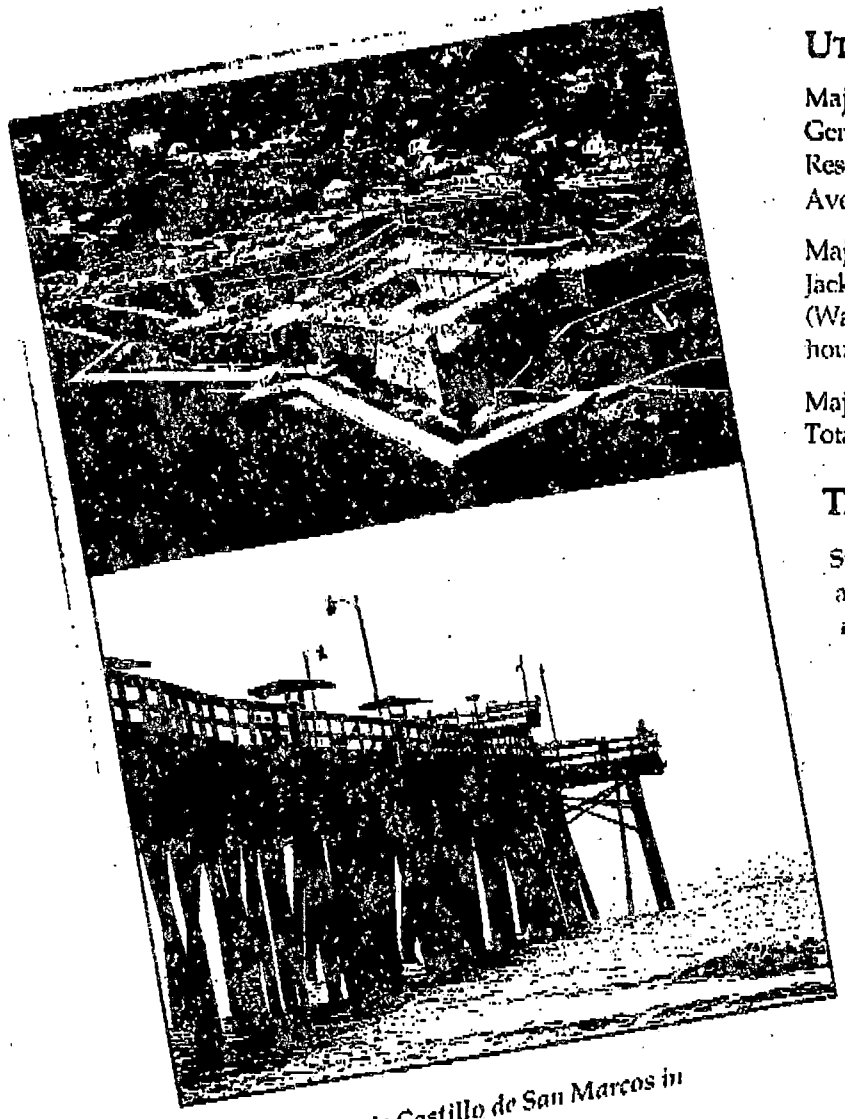
Average Price of a 2,200 square foot new home: 4 bedrooms, 2 1/2 bath, 2 car garage with family room ($115,633)

1990 Total Duval County Construction: $637,657,129
Residential: $308,103,826
Non-Residential: $329,553,303



A Jacksonville residence

Photo by Diane Uhley



Top: The historic Castillo de San Marcos in St. Augustine
Bottom: Sunset at the Jacksonville Beach Pier

UTILITIES

Major Electric Utility: Jacksonville Electric Authority
Generating Capacity: 2,590 megawatts
Residential Rates: $70.20 - (a month/average)
Average Residential KWH: 1,000

Major Water Source: Deep wells
Jacksonville Electric Authority
(Water rates vary according to the size of meters/number in household, etc.)

Major Telephone Source: Southern Bell
Total Main Lines: 428,463

TAXES

State: Corporate Income Tax - 5.5% on Florida's portion of adjusted Federal income. A $5,000 exemption is allowed, and a weighted formula applied.

Sales & Use Tax: 6.5% (certain items are exempt)

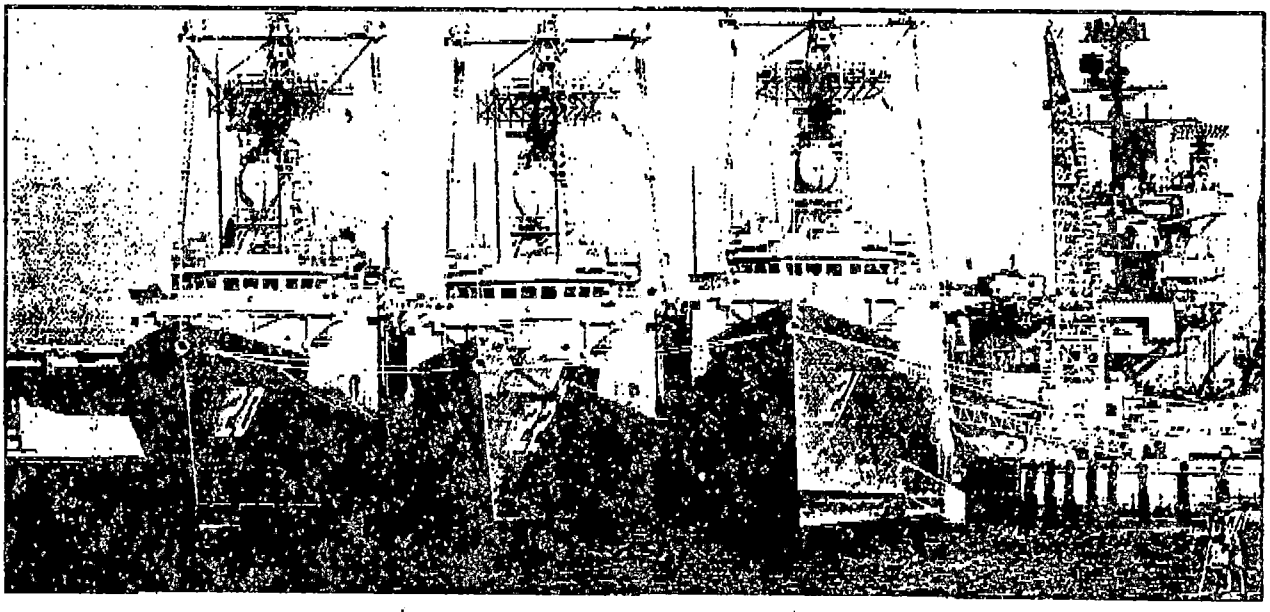
Fuel Tax: tax on motor fuel and special fuels

Other taxes include:
Unemployment Compensation
Workmen's Compensation
Intangible
Filing Tax

Local: Real Property Tax - 1990 ad valorem millage rate $21.0992 (general services district) $1,000 of assessed value

Utility Tax: 10% on electric, water, gas and local telephone service

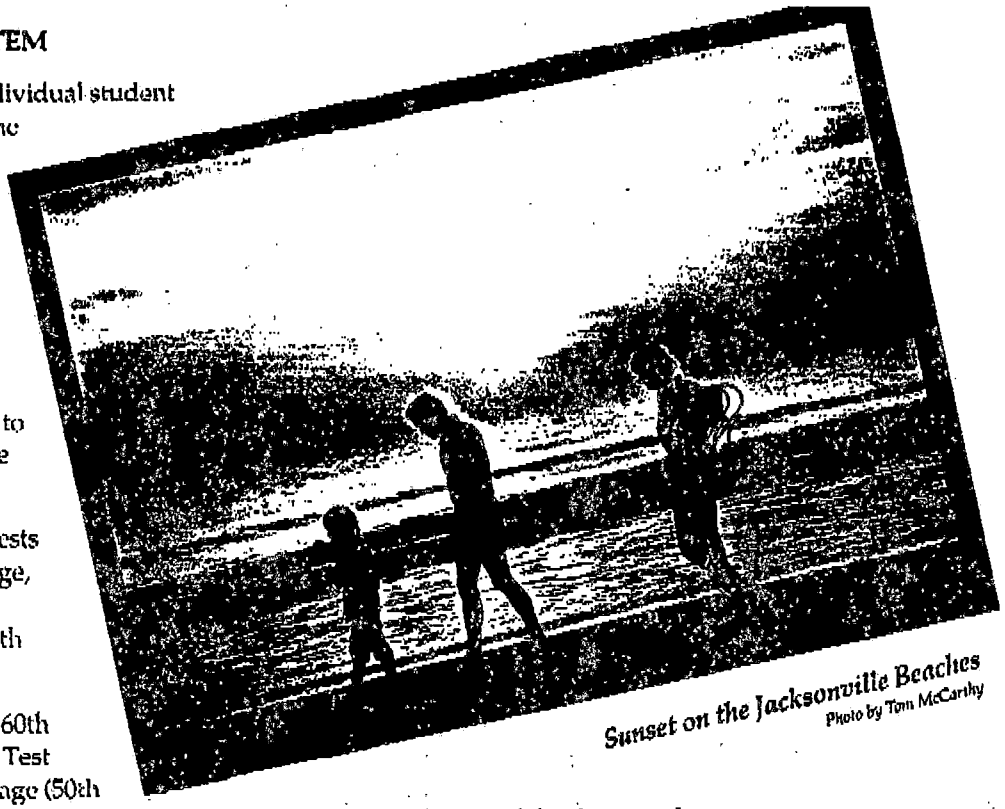
Other taxes include Tangible Personal Property & Occupational License.



Mayport Naval Air Station

Duval County School System

The goal of the system is to help each individual student develop his/her maximum potential. The system strives to offer the best possible curriculum, one that is flexibly adjusted to the abilities, interests, and needs of students in our changing culture. The educational philosophy of the Duval County Public School System requires that each individual learner in the district be provided with an equitable opportunity to become a purposeful, capable, and active member of our democratic society.



Sunset on the Jacksonville Beaches
Photo by Tom McCarthy

- Student scores on nationally normed tests continued well above the national average, and topped that average for the second consecutive year at all grade levels in both reading and math.

- Overall the district average was at the 60th percentile on the Stanford Achievement Test (SAT), 10 points above the national average (50th percentile) with averages at the 62nd percentile in reading and the 57th percentile in mathematics.

The district had 22 National Merit Scholar semifinalists, seven National Achievement Scholar semifinalists, and five National Hispanic Scholar semifinalists.



The world-renowned Jacksonville Jazz Festival

The Duval County School system has:

Elementary Schools	100
Middle Schools	3
Secondary Schools	35
Exceptional Schools	4
Skills Centers	3
Special Schools	4
TOTAL	149

Public Schools

Teachers	7,052
Employees	11,534
Enrollment	111,085

Private Schools

There are 90 private schools in the Jacksonville area, with enrollment totalling approximately 14,530. They offer instruction for students in kindergarten through high school. Tuition varies depending on school, grade and living arrangements.

Colleges/Universities:

Jacksonville University - private university
University of North Florida - public university
Jones College - business college
Edward Waters College - private Methodist college
Florida Community College - state junior/community college
University of Florida - regional state university (80 miles)
Flagler College - St. Augustine, private
Florida Technical College - technical college

HEALTHCARE

The healthcare industry generates an estimated $2.5 billion impact on the local economy per year. One of the most prestigious medical centers in the Southeastern United States, the First Coast healthcare industry has 30 hospitals, including the world famous Mayo Clinic. The system employs approximately 2,300 physicians and 17,000 medical employees.

PUBLIC FACILITIES

Gator Bowl Stadium - 82,000 capacity

Veterans Memorial Coliseum - 10,168 capacity

Wolfson Park - 8,000 baseball seating capacity

Civic Auditorium - 3,200 seating capacity

Libraries - 17 (1,976,589 volumes)

Museums - 6

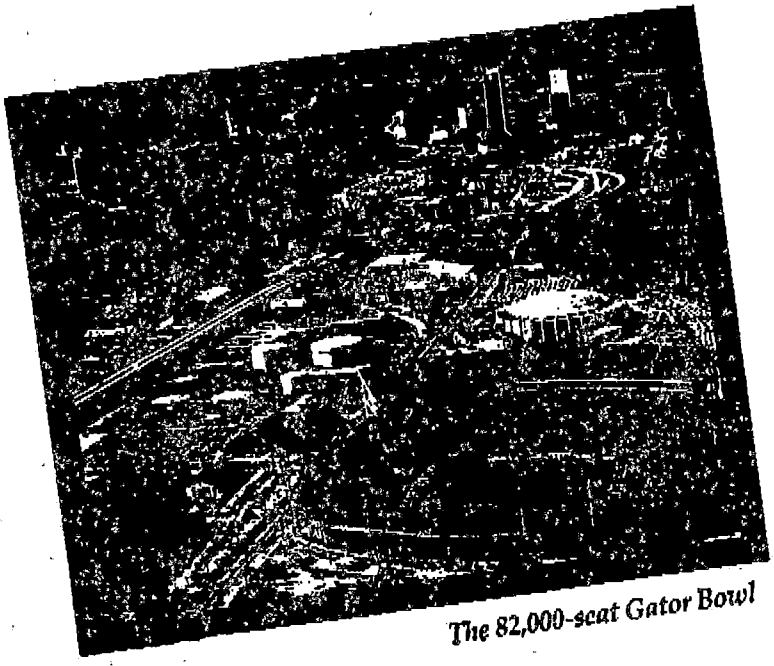
Parks & Playgrounds - 411 (4,670 acres)

SPORTS

Professional:
- Jacksonville Suns (AA Baseball)
- THE PLAYERS Championship Golf - PGA Tour
- Women's Tennis Association Championship
- Association of Tennis Professionals - ATP Tour
- Bausch & Lomb Tennis Championships
- DuPont All American Tennis Championship

College:
- Gator Bowl Football Game
- Annual Georgia-Florida Football Game
- Bold City Classic Football
- Jacksonville University basketball and baseball

Other Events:
- World-renowned Jazz Festival
- River Run 15K
- Mug Race (sailing)
- Kingfish Tournament



The 82,000-seat Gator Bowl

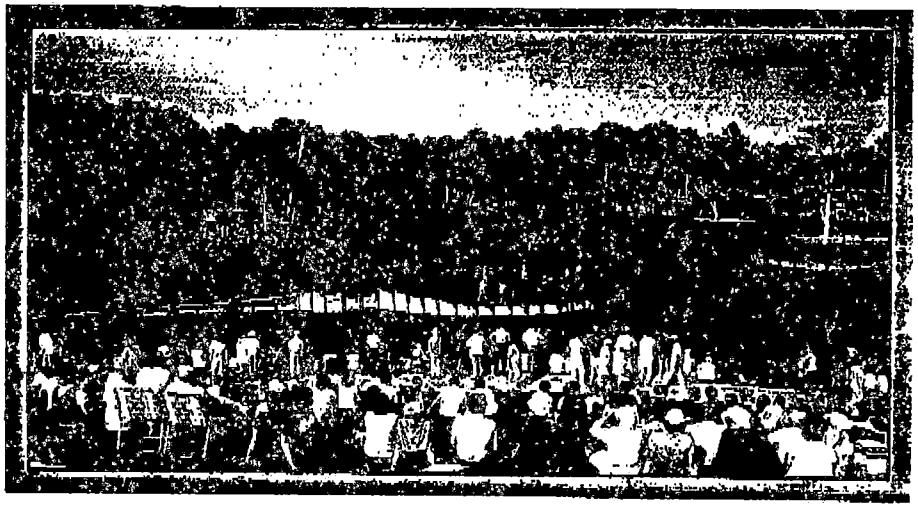
MEDIA

Television Stations - 7
Radio Stations - 34
Newspaper, Daily - 1 (Sunday Circulation 249,383)
Local Magazines - 2
Financial - financial daily and weekly;
several neighborhood publications

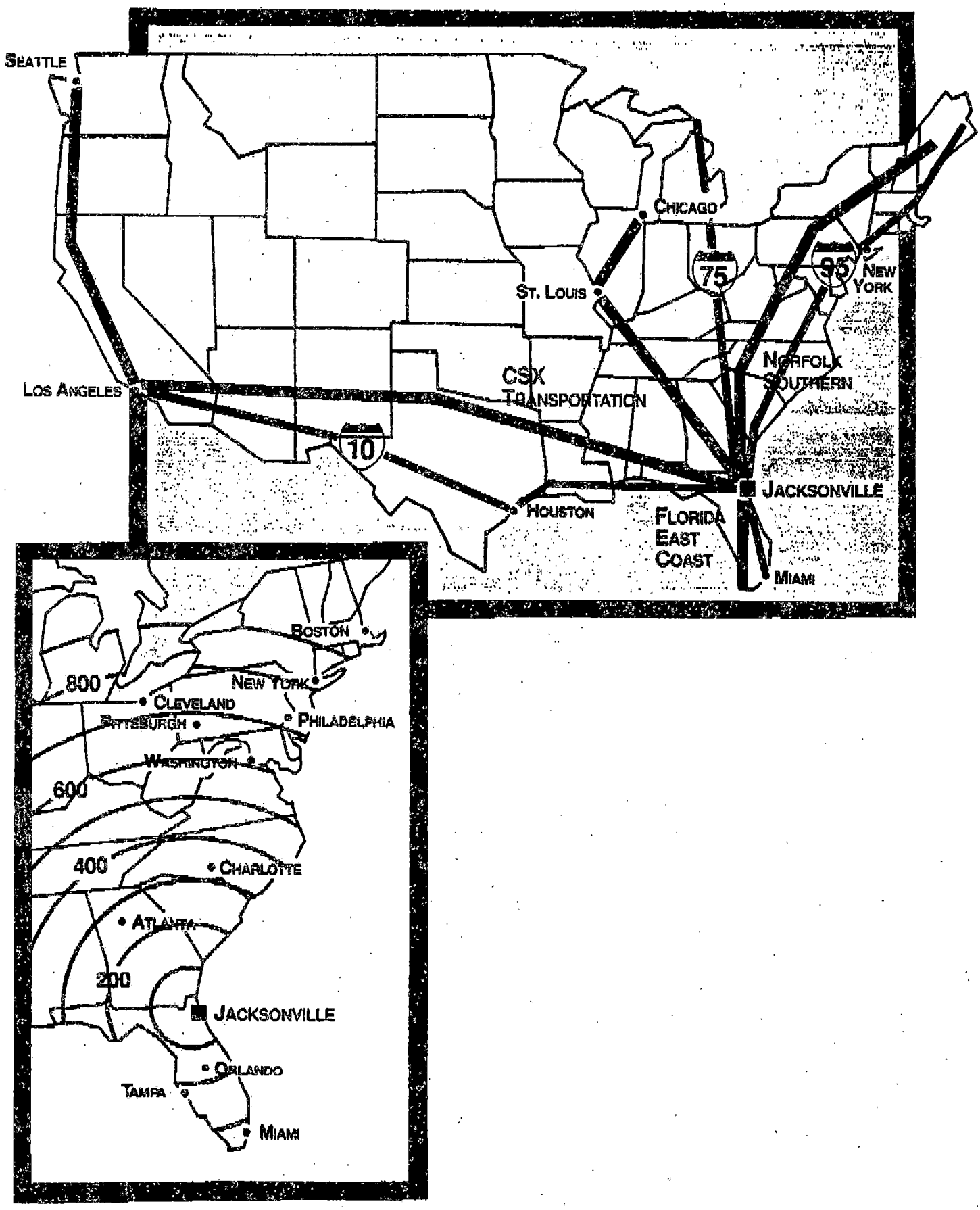
OTHER

Navy Installations - 4
Hotels & Motels - 123 (11,864 units)
Hospitals - 30 (4,605 beds, JAX MSA)
Doctors - 2,300
Dentists - 470
Churches - 789
Firefighters - 1,004 professional
250 volunteers
Policemen - 1,230 sworn officers

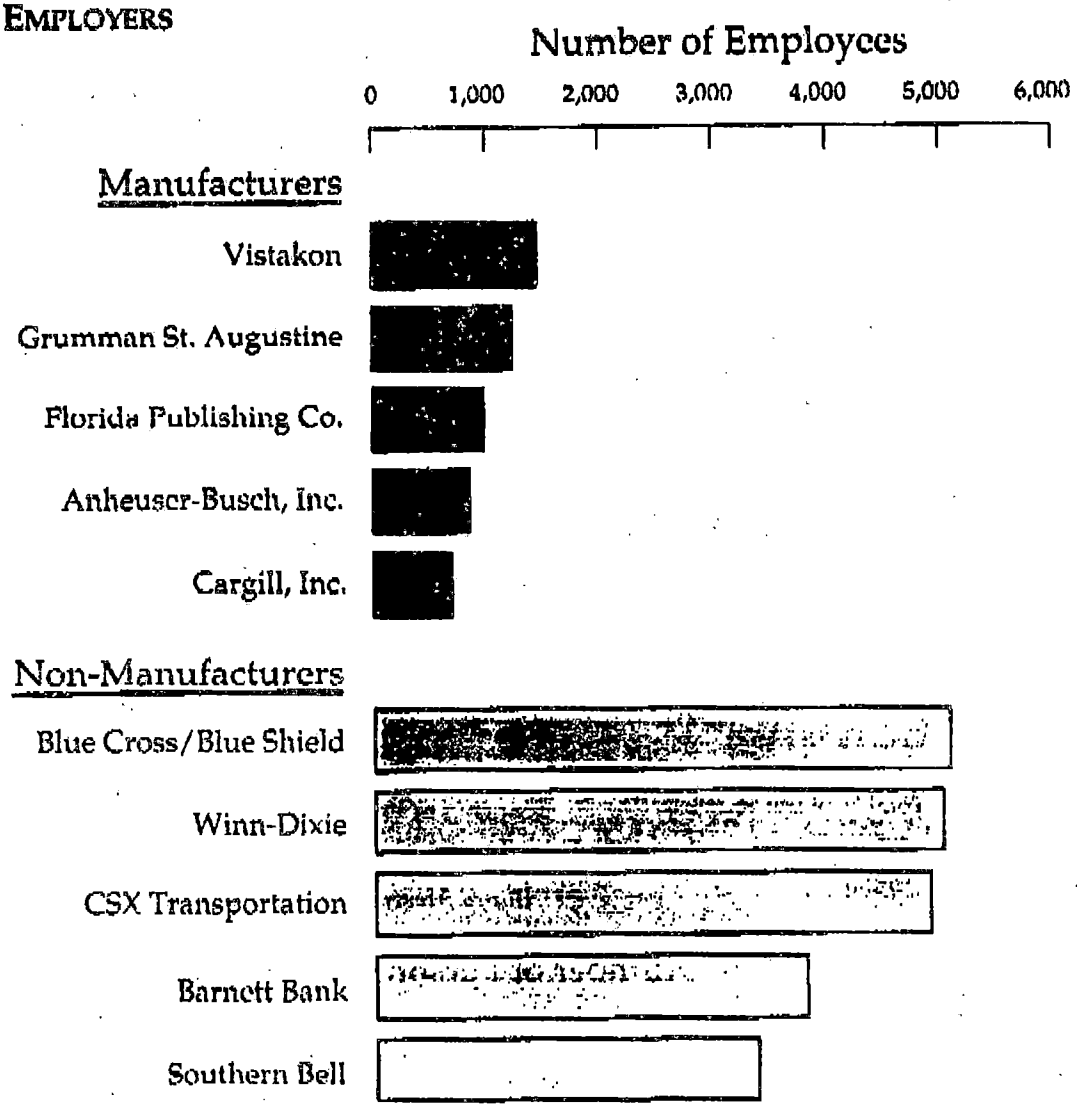
Source: Jacksonville Chamber of Commerce
Economic Development Department
(904) 366-6600



Sawgrass, home of the world-famous Tournament Players Championship


SEATTLE
CHICAGO
ST. LOUIS
75
95
NEW YORK
LOS ANGELES
CSX TRANSPORTATION
NORFOLK SOUTHERN
10
JACKSONVILLE
HOUSTON
FLORIDA EAST COAST
MIAMI
BOSTON
800
NEW YORK
CLEVELAND
PHILADELPHIA
PITTSBURGH
WASHINGTON
600
400
CHARLOTTE
ATLANTA
200
JACKSONVILLE
ORLANDO
TAMPA
MIAMI

Largest Employers



Manufacturers

961 Serving Jacksonville - Florida's First Coast Area
Baker: 12 Clay: 79 Duval: 737 Nassau: 57 St Johns: 76

Jacksonville Port Authority

Port: Navigable Waterways
- St. Johns River - 38 ft.
- Inland Waterway - 12 ft.

- Largest deepwater port in South Atlantic
- Leading port in U.S. for automobile import
- Public and private terminals: 2 owned by Jacksonville Port Authority (Talleyrand Docks and Terminals & Blount Island)
- 51 Steamship agents and stevedores

Major products moving through port:
- Petroleum
- Liquid Bulk
- Automobiles
- Phosphate Rock
- Coffee

Total tonnage 1990: 4.6 million

Rail

3 freight lines:
CSX Transportation (Headquartered in Jacksonville)
Norfolk Southern
Florida East Coast

1 passenger line: Amtrak

Motor

Major Highways:
Interstates 10, 95 & 295
U.S. Routes 1, 17, 90 & 301

125 Trucking Motor Carriers
2 Intra & Interstate Bus Lines
(Greyhound & Trailways)

Public local transportation:
Jacksonville Transportation Authority
1989 passenger trips: 8,600,000

Motor Vehicles registered: 801,262

Passenger Cars registered: 454,538

Business Incentives

Tax: No state or local personal income tax.
Modest corporate taxes.
Special sales tax exemption for certain activities.

Financial: Industrial Revenue Bonds
UDAG grants
SBA 502 & 503
CD floats

Other: Low operating costs
Free training through Florida Community College and
Private Industry Council
Foreign trade zone
Low overall cost of living
Excellent quality of life

Employment Jacksonville/MSA - as of December 1990

Civilian:

Labor Force: 460,060
Employment: 435,239
Unemployment: 24,821
Unemployment Rate: 5.4%
Total Employment: 482,003

Military Active Duty:

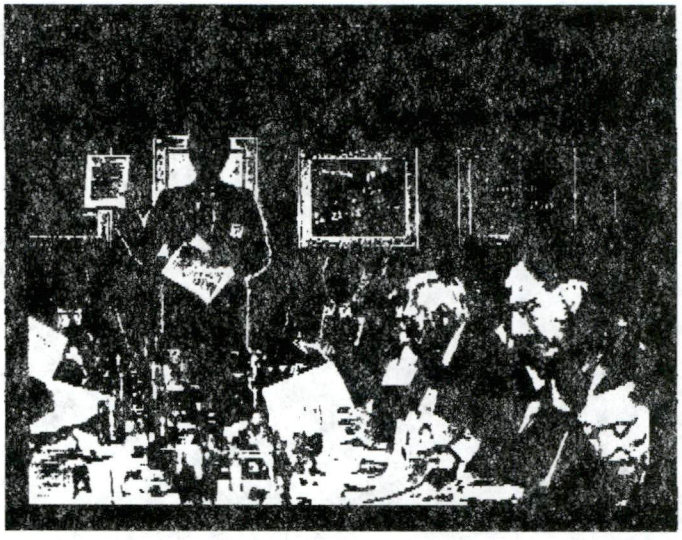
Jacksonville NAS: 17,184
Cecil Field: 10,572
Mayport: 19,008
Total Military: 46,764

80% of firms in Jacksonville are non-union.

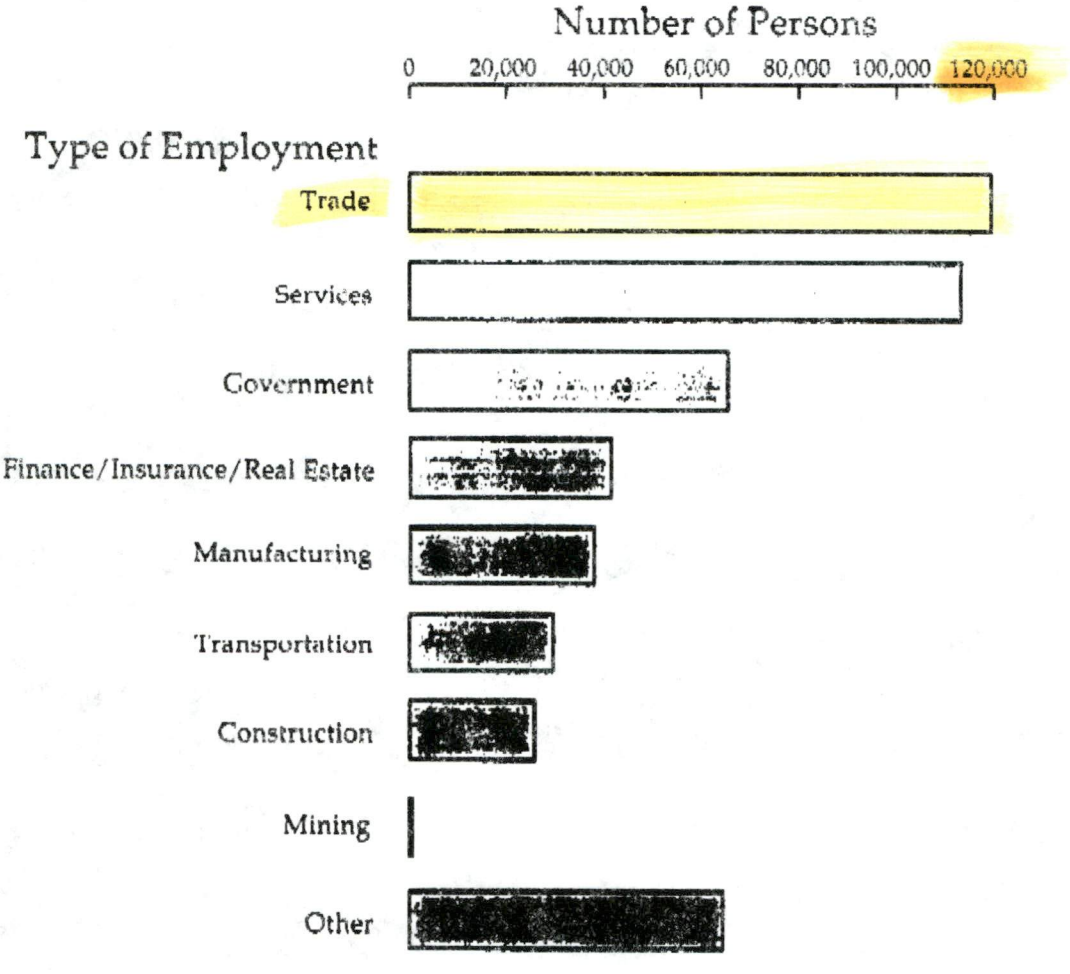
Labor

Per Capita Income: Averages $15,316 (Duval County, 1988)
$15,452 (MSA, 1988)
$17,647 (Florida, 1989)
$17,596 (U.S., 1989)

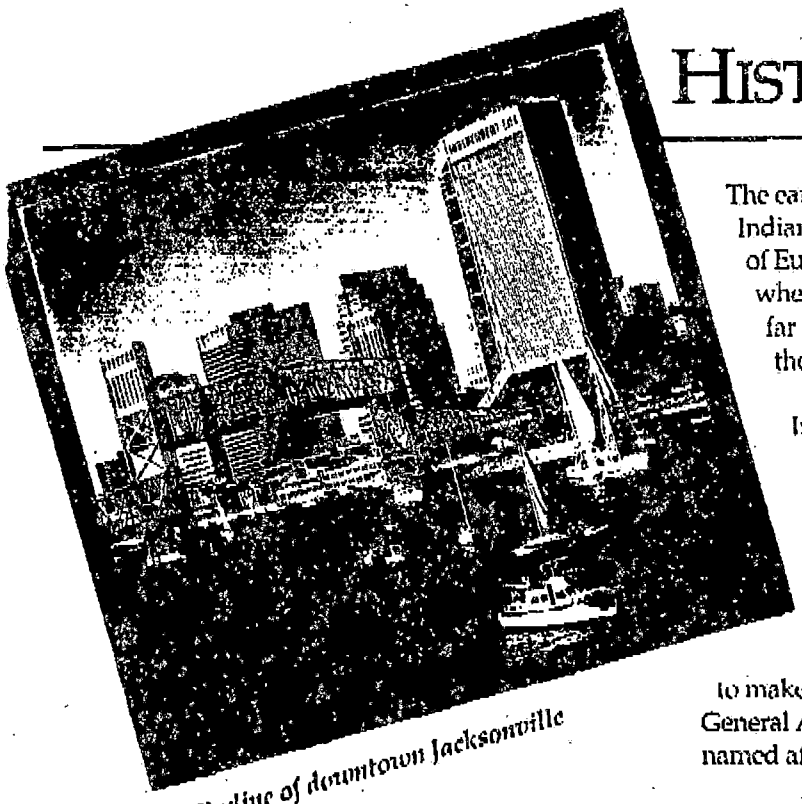
Median Household Income (EBI): $25,685 (Jax/MSA 1989)



Board Meeting



FROM 1110100011 7.29.1992 11:10 P.34



Skyline of downtown Jacksonville

History of Jacksonville

The earliest of settlers in the region were the ancient Timuqua Indians. The Timuquans were gradually displaced by a succession of European settlers starting with the French Huguenots in 1562 when Jean Ribault landed at the mouth of the St. Johns River. Not far from this point in 1564, Fort Caroline was established. Today the site of this former riverside fort and colony is a national park.

In 1565, Fort Caroline was destroyed by Spanish forces under the command of Pedro Menendez de Aviles. Following that massacre, many Europeans and North Americans clashed for control of the region.

On June 15, 1822, the town of Cowford was renamed and the city of Jacksonville established as a result of a residents' petition to Secretary of State John Quincy Adams to make Jacksonville a port of entry. The city was named in honor of General Andrew Jackson. Duval County, created the same year, was named after Florida's first governor, William P. Duval.

Business Demographics

Transportation

Air: 3 airports
- Jacksonville International (includes Customs office)
- Craig Airfield (general aviation)
- Herlong Airfield (general aviation)

Seven major and three regional passenger carriers offer over 200 operations daily, non-stop flights to and from 55 cities, international direct flights to/from Canada and connections in major cities.

Freight forwarders offer air cargo service.

Industrial Sites

Availability:
6,000 acres available in 5-county area
4,000 acres available in Duval County

Industrial Land Costs:
$20,000 - $140,000 per acre

Lease costs for industrial space:
$3.00 to $6.00 per sq. ft.*
Average: $2.75 per sq. ft.
(*Shell only $2.00-4.25)

Industrial Construction Cost:
$15-$20 per sq. ft. (building only)

There are approximately 37 business parks in Jacksonville's 5 districts.

Office Sites

Average Lease Range: $14.00 to $23.00 per sq. ft.
Average Lease Rate: $16.00 per sq. ft.



Photo by Diane Ch

Jacksonville International Airport

Jacksonville
CHAMBER OF COMMERCE

Fax Transmittal Form

Date: 7/29

Time: 3:10 p.m.

Fax number: 202/456-6218

To: Lars Pierson

Company: Whitehouse

Telephone number:

From: Susan Milhoan Charge Code:

Total number of pages transmitted (include cover page): 13

MESSAGE:

Still, more to come...

DOWNTOWN OFFICE
3 Independent Drive
Jacksonville, Florida 32202
(904) 366-6600
FAX (904) 632-0617

BEACHES DEPARTMENT
413 Pablo Avenue
Jacksonville Beach, Florida 32250
(904) 249-3868
FAX (904) 241-7556

CONVENTION & VISITORS BUREAU
6 East Bay Street, Suite 200
Jacksonville, Florida 32202
(904) 798-9148
FAX (904) 798-9103

P. 2
7.29.1992 15:17
FROM 11101600111

Lars -
This is a report of the Chamber's Economic Development through June 1992.

Subject	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Comments
Business Recruitment	✓	✓+			Business Recruitment Announcements - a testimony to the synergy of our pubic/private commitment. Efforts by Chamber volunteers, staff and city representatives led to the creation of over 1,400 new jobs and $91 million in capital investment. The Chamber is on target!
Existing Business: Business Retention Business Expansion	✓	✓+			Existing Business - service to businesses who have long ago made a commitment to this community. Over nine months of work, including the study of 70 plus sites, convinced Vistakon to expand in Jacksonville and create more than 400 new jobs. After eight months of site decisions and comparisons of four other communities, Merita committed to stay and grow in Jacksonville, creating a new product line and 40 new jobs. Business growth is business future!
Small Business Development	✓	✓			Small Business Development - essential support to the backbone of our business community. In conjunction with the city, Private Industry Council and Small Busines Development Center, the Small Business Referral Network is reaching new small business owners and connecting them with professional consultants. The community can help by buying local from home-grown businesses!
Minority Business Development	✓	✓			Minority Business Development - meeting the unique challenges of minority-owned businesses. The Chamber has developed programs such as Adopt-A-Business, the Minority Purchasing Initiative, Team Leadership and a comprehensive directory of minority Chamber members. Jacksonville's economic prosperity is directly related to the success of all market segments!
International Business Development	✓	✓			International Business Development - leading Jacksonville to international business opportunities. Chamber volunteers and staff have worked closely with state and federal agencies and the Jacksonville Port Authority to spread the word through seminars, workshops and trade delegations. Over 365 trade leads were disseminated to 2,767 North Florida businesses. The Chamber is the key to internationalization!
Workforce Preparation	✓	✓			Partnership for Workforce Preparation - accessing a plentiful labor pool. Availability, qualifying and training have long been issues associated with labor. Workforce preparation works continuously to address these issues and to keep the future workforce trained. Jacksonville is proud of its strong work ethic!
Special Projects		✓+			Special Projects - working together to take advantage of opportunities. The Chamber and the city joined forces earlier this year to prepare and present a joint proposal requested by the Department of Defense. The partnership remains strong!

Chairman Thomas F. Petway, III

Mayor Ed Austin

CORNERSTONE: ECONOMIC DEVELOPMENT
1992 EXPANSIONS

COMPANY NAME	ADDRESS	DISTRICT# COUNCILMEMBER	INVESTMENT AMOUNT	NUMBER OF EMPLOYEES	SQUARE FOOTAGE
Vistakon (Phase I) Bernard Walsh President (904) 730-5414	(Deerwood Park)		$ 50M	400	400,600
Merita Bakery Rocco Pompa, V.P. (Interstate Bakeries) Hdqtrs: Kansas City, MO	(Imeson Indust. Pk) (18)	District 11 Max Leggett	$ 22M	None	137,000

7.29.1992 15:18

FROM 1110100111

CORNERSTONE: ECONOMIC DEVELOPMENT
1992 PROJECT ANNOUNCEMENTS

COMPANY NAME AND CORPORATE CONTACT	ADDRESS	DISTRICT COUNCILMEMBER	INVESTMENT AMOUNT	NUMBER OF EMPLOYEES	SQUARE FOOTAGE
CSX Marvin Gardner Corp. Relocation Hdqtrs: Jax, FL (904) 359-5100	550 Water St (02)	District 6 Ginny Myrick	$ NA	350	NA
Anchor Mortgage Services Beth Schoedhl, Dir. Corp. Communications Hdqtrs: Wayne, NJ (201) 628-5946	8659 Baypine Road (56)	District 5 Dick Miller	$ 100,000	15-20	5,500
Paris Business Forms Harry Goodwin, Local Plant Mgr. (904) 693-9330 Hdqtrs: Burlington, NJ	6746 Stuart Av (05)	District 10 C.B. Griffin	$ 3M	100	70,000
J.F. Moran, Co Ms. Lynn Waters Local contact Hdqtrs: Cranston, RI (401) 941-7200	900 No. University Blvd (11)	District 1 J.R. Crescimbeni	$ NA	5	1,000
Reliance Fastners Donna Woolridge Office Manager Hddqtrs: Irving, TX (214) 438-0711	6640 Suemac Place (05)	District 10 C.B. Griffin	$ NA	3	5,000

Put Drugs Out of Business.

Jacksonville Chamber of Commerce, Inc

MIKE, HERE'S INFO ON THE DRUG PROGRAM. I HAVE COME ACROSS SOME INTERESTING THINGS WE COULD TOUCH ON. I'LL BE IN TOUCH. — LARS

FACT SHEET

Drug-Free Workplaces: To be considered a Drug-Free Workplace, companies must have 1) a written drug policy in place, 2) drug testing and 3) a minimum of two hours of education for employees.

	March 1991	July 1992
Qualifying Companies:	73	98
Employees:	49,782	60,000 (approx)

Honor Roll Companies: To be considered an Honor Roll company, firms must have completed implementation of at least one of the criteria required to become a Drug-Free Workplace.

	March 1991	July 1992
Qualifying Companies	58	75
Employees:	35,000	43,000 (approx)

Put Drugs Out of Business: This comprehensive program was developed by the Jacksonville Chamber and was made available September 19, 1989. It consists of a sample drug policy, drug testing guidelines handbook and a three-part education program with video tapes and interactive materials.

Local Kits Sold	Located	Companies Purchasing
509		
8	Jacksonville	269
44	First Coast	8
125	Florida	20
	Out of State	84

National Kits Sold	Locations
100	
100	Memphis, Tennessee
50	Mobile, Alabama
	National Propane Gas

PUT DRUGS OUT OF BUSINESS
DRUG-FREE WORKPLACES
JACKSONVILLE CHAMBER OF COMMERCE
March, 1991

ADI Services, Inc.
A.S.M.E. American Alarm, Inc.
ATS Services, Inc.
Acosta Sales Company, Inc.
Barnett Bank of Jacksonville, N.A.
Bessent, Hammack & Ruckman/Northeast Florida Surveyors, Inc.
CSX Technology
Center for Corporate and Family Health
City of Jacksonville
Clary & Associates
Continental CableVision of Jacksonville
Electromate Enclosures
First Union National Bank of Florida
Florida Asphalt Contracting, Inc.
Florida Community College at Jacksonville
Florida Medical Association
Florida School Book Depository, Inc.
Fuller Electric Motor Service, Inc.
Gate Petroleum Company
Gateway Community Services, Inc.
Hall, Y.E., Inc.
The Haskell Company
Holiday Inn Airport
Independent Life Insurance Company
Insituform Southeast, Inc.
Interstate North Office Center
Jacksonville Chamber of Commerce
Jacksonville Electric Authority
Jacksonville Hotel
Jacksonville Port Authority
Jacksonville Suburban Utilities Corporation
Jacksonville Transportation Authority
Jim King Companies
King Provision
Lutheran Social Services of Northeast Florida, Inc.
Lynch Management Company
Marsh Creek Country Club
Maxwell House Coffee Company
Memorial Medical Center of Jacksonville
Methodist Medical Center/Methodist Pathway Center
Milestones in Recovery, Inc.
NAS Jacksonville
Office of the Sheriff
Omni Credit Union
Palmer Hall Floors
Paramount Miller Graphics
Paxon True Value Hardware
PQH Architects, Inc. (formerly Perez Assoc. Archit.)
Prudential Network Realty
Prudential Insurance Company

PUT DRUGS OUT OF BUSINESS
DRUG-FREE WORKPLACES
Page Two

Puerto Rico Marine Management, Inc.
Resource EAP, Inc.
Ring Power Corporation
River City Chrysler/Plymouth
River Region Human Services, Inc.
Robinson & St. John Advertising and Public Relations, Inc.
Russell Security Services, Inc.
Sawyer Air Conditioning, Inc.
Sawyer Gas of Jacksonville
Sawyer Gas of the Beaches
Scott-McRae Group, Inc.
Shelly, Middlebrooke & O'Leary, Inc.
Southern Bell
State Attorney's Office, Fourth Judicial Circuit
Steve Hull Chevrolet, Inc.
Steve St. Amand & Associates
Suddath Van Lines
Sun Tire Services, Inc.
United States Gypsum Co.
Vision Energy of Florida
VISTAKON, Johnson & Johnson Vision Products, Inc.
W. W. Gay Mechanical Contractor, Inc.
Western Natural Gas Company
Wood Treaters, Inc.

PDOB:DRUGFREE.675

3/15/91
12:00 Noon

PUT DRUGS OUT OF BUSINESS
HONOR ROLL
JACKSONVILLE CHAMBER OF COMMERCE
March, 1991

A.J. Johns, Ins.
Aircraft Products Company
Amelia Island Plantation
American Examinations Services
The Arnall Group
Arrow Automotive, Inc./Midas Muffler
Arvida/JMB Partners, L.P.
AT&T American Transtech
AT&T Universal Card Services Corp.
AV-MED Health Plan
Baptist Medical Center
Baumer, Bradford, Walters & Liles, P.A.
Bennett's Office Products
Coastal Construction Products
Convention Planners
Consolidated Labs
Crown Products Company, Inc.
Dawkins, Inc.
Duval County Public Schools
Ernest C. Grose Insurance
Family Health Services, Inc.
Florida Wire and Cable Company
Fort Development Company
General Hardware Company
Gorman Company, Inc.
Gulf Life Insurance Co.
Holland & Knight
Jacksonville Jaycees
Jack Becker Distributors, Inc.
Jacksonville University
James River Handi-Kup
Jim King & Associates
Laney & Duke Terminal Whse. Co., Inc.
Langton Associates, Inc.
Lee & Cates Glass, Inc.
Mayo Clinic Jacksonville
Mobile Gas Company, Inc.
Mussallem Oriental Rugs, Inc.
Partridge Well Drilling Company, Inc.
Prestige Pontiac
Publix Supermarkets, Inc.
Robert Gay Construction Co.
Rouse Jacksonville, Inc. (Jax Landing)
RS&H
Sally Industries, Inc.
Snelling Personnel Services
Southeastern Metals Manufacturing Co., Inc.
Springfield Travel Agency
St. Lukes Hospital
St. Johns Place Development Company
St. Marks Episcopal Church
Ulmer, Murchison, Ashby & Taylor
Union Camp Corporation
University Medical Center

OFFICE OF SENATOR CONNIE MACK
UNITED STATES SENATE

FAX COVER SHEET

TO: Lars Pierson

OFFICE: White House - Research Dept.

FAX #: 456 6218

RE: per our conversation
for August event

FROM: Greg Williams

[X] **Senator Connie Mack**
D.C. Press Office
517 Hart Senate Office Building
Washington, D.C. 20510
(202) 224-6743

[ ] **Senator Connie Mack**
Florida Press Office
600 North Westshore Blvd. Ste.# 602
Tampa, FL 33609
(813) 225-7683

Date: 7/29/92 **Pages(s):** 21

07/28/92 17:17 SENATOR MACK 001



CONNIE MACK

United States Senator - Florida

REPORTS:

February, 1992

Dear Friend,

. . . As Congress reconvenes, I wanted to keep you updated on some major issues. Obviously, the topic on everyone's mind is the economy.

The President has endorsed an economic growth package that includes a capital gains tax cut -- for which I have been a lonely crusader -- among other things.

There's no doubt, Florida's economy needs a boost. I traveled around the state during the recess and saw signs of a sagging Florida economy.

But there are signs of hope. I recently visited two high technology companies in the state that are growing and proving that the technology developed in Florida is among the best anywhere.

Harris Corporation, in Melbourne, has just won a $1.66 billion Federal Aviation Administration contract over some top-name competitors to produce a critical voice communications network that will upgrade the nation's air traffic control system.

Group Technologies Corporation, of Tampa, is another high-tech company on the move. At a time when some firms are cutting back, it's creating jobs.

I found both companies to be vibrant examples of the American spirit of competition and innovation. What's the key to long-term recovery? The American spirit of competition must be allowed to flourish and not be stifled by over-regulation and over-taxation. America is in a worldwide competitive race that we cannot afford to lose.

The recession, especially in Florida, is real-estate driven. That's why I told the nominee for CEO of the Resolution Trust Corporation, Al Casey, that it's wrong for the RTC to unload real estate on the market at below-market rates. This policy is devastating to real estate business in Florida.

. . . continued

Prepared, Published & Mailed at Taxpayer Expense

To help make America more competitive, I have proposed to:

- *Reduce capital gains taxes. Capital gains taxes must be cut from 28% to 15% to renew America's entrepreneurial spirit and free money to flow into venture capital to finance new business.*

America has been forced to unfairly compete with Germany and Japan which have no capital gains taxes on long-term investments. If America is to win the global race, we must cut the capital gains tax to encourage risk-takers to financially support entrepreneurs who will provide jobs.

- *Revise tax rule on real estate concerning losses. Tax policies have destroyed the value of real estate.*

Congress must eliminate a provision in current tax law which, in essence, forces owners of rental property to pay taxes on losses that arise from managing the property. That discourages real estate investment in rental properties which is a significant market in Florida.

- *End double taxation of dividends. When a public company distributes dividends to shareholders, it pays taxes on the dividend. When a shareholder receives the dividend, taxes are paid again. Double taxation of anything is wrong. By removing the double tax on dividends, investment would be encouraged and the economy would receive a boost through increased capital and new jobs.*

Other critical policy changes include increasing the personal income tax exemption for families and repeal of the luxury tax which has been a layoff tax for Florida boat makers.

. . . A small group of Senators and I have formed a Task Force on Real Estate. Our intention is to formulate changes in public policy that can be implemented quickly to stabilize real estate values. We've also concentrated on over-regulations which have hurt the real estate economy.

. . . Excessive regulations are hurting Florida farmers. I recently met with a group of Hillsborough County farmers who were concerned about a sagging real estate market, government over-regulations and trade agreements which place them at a disadvantage with other countries.

I opposed the Fast Track trade agreement with Mexico last year because it was not in the best interests of Florida farmers. As negotiations get underway this year, I will work to make known the interests of Florida farmers.

. . . The fight for Florida's fair share continues. I plan to keep targeting government programs that use old census data to get them to use updated population figures when calculating grants. Programs include community funding, transportation, and Medicaid.

The fight is important. It places other Congressmen and Senators on notice that the Florida delegation will not sit back and watch Washington return a small portion of our tax dollars.

. . . There is good news on the judicial nominations front. Of the ten judicial vacancies we had at the beginning of last year, six have been filled, and the remaining four are awaiting confirmation hearings in the Senate Judiciary Commission.

. . . As freedom sweeps the world at an incredible pace, we must not forget those still struggling in Cuba. I'm confident my proposal to close the loophole in our trade embargo against Fidel Castro will pass. The amendment -- which initially passed the House and Senate -- is included in two separate larger bills now in joint House-Senate conference committees. Castro must not be allowed to profit from trade he then uses to continue his brutal repression.

. . . The issue of freedom around the world has been used at home as rhetoric to propose deeper cuts in defense spending. But as we commemorate the anniversary of Operation Desert Storm, we must not forget Hussein's aggression. We won the war because we were prepared to win. The future threat may not be from the Soviet Union, but there are enough Saddam Hussein wanna-bes in the world that we must always be prepared to defend our economic and national security interests.

. . . As you know, the cancer issue took on a new meaning for me last year. I have proposed tax incentives to encourage cancer screening for all Americans.

But the issue really hit home when Priscilla tested positive for breast cancer and underwent a mastectomy in October. She has joined me in spreading the message that early detection saves lives; we're both living examples. She is doing great; her prognosis remains excellent. Your thoughts and prayers were very much appreciated.

I am hopeful that as the health care debate intensifies my cancer bill can be a catalyst to further explore the issue of preventive health care which can save lives and money. We've talked for years about developing a preventive health care strategy in America, it's time we did something about it.

. . . As always, your input on issues is important to me. Here is a list of my offices and some key staff:

WASHINGTON -- 517 Hart, Washington, D.C. 20510
Telephone 202-224-5274
Mitch Bainwol, Administrative Assistant; Bob Mottice, Legislative Director.

TAMPA -- 600 N. Westshore Blvd., Suite 602, Tampa, FL 33609
Telephone: 813-225-7683.
John McReynolds, Regional Director; Mark Mills, Communications Director.

. . . continued

MIAMI -- 777 Brickell Ave., Suite 704, Miami, FL 33131
Telephone: 305-530-7100
Jorge Arrizurieta, Dep. State Director.

FORT MYERS -- 1342 Colonial Drive, Suite 27, Fort Myers, FL 33907
Telephone: 813-275-6252
Sharon Thierer, Regional Director.

TALLAHASSEE -- 1211 Governors Square Blvd., Suite 404, Tallahassee, FL 32301
Telephone: 904-877-6724
Harry Maynard, Regional Director.

PENSACOLA -- 6706 N. 9th Ave., Suite C-8, Pensacola, FL 32504
Telephone: 904-479-9803
Bob Condon.

JACKSONVILLE -- One San Jose Place, Suite #9, Jacksonville, FL
Telephone: 904-268-7915.
Lisa Sandifer.

With Warm Regards,

Connie Mack

Connie Mack

United States Senate
Washington, D.C. 20510-0904

Connie Mack
U.S.S.

220830



HELP US FIND
VIRGINIA ANN DOVER

From: **Miami, FL**
Missing: **01-18-91** D.O.B. **05-22-90**
Sex: **Female** Race: **White**
Height: **2 ft. 4 in.** Weight: **16 lbs.**
Hair: **Brown** Eyes: **Brown**

1-800-843-5678
NATIONAL CENTER FOR MISSING AND EXPLOITED CHILDREN

CONNIE MACK
FLORIDA

5

APRIL 1992

United States Senate

WASHINGTON, DC 20510-0904

CONNIE MACK REPORTS

April is Cancer Control Month. Across the country, the American Cancer Society (ACS) will be busy crusading to inform people how to protect themselves and their families from cancer.

Prevention is the key to beating this tragic disease. That's why I've introduced bi-partisan legislation to encourage all Americans, regardless of income, to undergo cancer screening procedures. Currently, over 30 of my Senate colleagues support the Cancer Screening Plan, along with professional, health and business organizations.

The more people who are informed that early detection is key, the more lives can be saved. The ACS estimates that nearly 100,000 lives could be saved this year through early cancer screening procedures.

******

During Cancer Control Month it's a good time to remember that according to ACS guidelines, women 40 years and over should undergo a mammogram every one to two years until the age of 50 after which it should become annual.

Men 40 years and older should undergo an annual rectal exam for prostate cancer. Women should be encouraged to perform monthly breast self exams and men should be encouraged to do monthly testicular exams.

For more information about cancer screening programs in your area, please contact the National Cancer Institute's Cancer Information Service at 1-800-4CA-NCER.

******

Recent news reports say the ACS has committed to shifting its focus from finding a cure for cancer to prevention through dietary modifications. New research has revealed that certain foods contain chemicals that protect people against cancer while others promote cancer formation, said Walter Lawrence Jr., cancer society president and professor of surgery at the Medical College of Virginia.

--more--

Recently, the ACS held its annual Science Writers Seminar at which Mr. Lawrence spoke. There is evidence that diet plays a significant causal role in the incidence of a number of common cancers including colon, breast and prostate cancers. One estimate attributes one of three incidents of cancer in the U.S. is linked to diet.

The ACS has launched two pilot projects to explore the relationship between diet and cancer. The first study will determine if high-fiber diets will reduce the risk of colon cancer. This year, 58,000 Americans will die of colorectal cancer.

The second study will determine if low-fat diets will reduce the risk of breast cancer. Breast cancer has the highest incidence and second leading mortality of all cancers among women in the United States causing an estimated 46,000 deaths in 1992.

****

Please write to me, Senator Connie Mack, with your views on cancer or any other issue. Send your letters to 517 Hart Senate Office Building, Washington, DC 20510. Thank you.

--30--

on Energy and Commerce Subcommittee of Health and the Environment to commemorate the 20th anniversary of the National Cancer Act. My wife Priscilla also testified on the importance of early cancer screening. She was diagnosed recently with a malignant breast tumor and will undergo a mastectomy on October 3.

I would like to thank the members of the House Subcommittee on Health and the Environment for this opportunity to testify on an issue of vital importance to our nation, and to me personally — the 20th anniversary of the signing of the National Cancer Act.

In 1971, Congress set out to establish a course of action to make all Americans more aware of the growing epidemic of cancer, to establish cancer prevention and control activities, to increase national research and demonstration projects, expedite access to the President, and to provide the necessary funding levels to accomplish these goals. As we commemorate the signing of this historic legislation, I believe it is important to examine how effective we have been in accomplishing these objectives, and look to the challenges America faces as we enter the 21st century.

Virtually every American has been touched by cancer. Maybe they are a cancer survivor. Perhaps a member of their family is either fighting cancer now, or died of cancer. Or, they may have stood beside a friend, a co-worker, or neighbor who battled this terrible disease. I am no different. I will share with this subcommittee my personal experiences with cancer, and what I believe Congress should do to help increase access to early detection procedures.



Senator Mack's wife, Priscilla, shares her personal experience with breast cancer as part of a House health care hearing. Senator Mack also testified as a cancer survivor. Seated in the background is actor Jack Klugman who spoke about his experience with throat cancer.

It was indeed an historic occasion when President Richard M. Nixon signed into law the National Cancer Act some twenty years ago. Through the combination of this important legislation, the commitment of dedicated researchers and scientists along with the wholehearted support of the American people, significant progress has been achieved in cancer research, education, and treatment.

These statistics only tell part of the story:

- Twenty years ago, overall cancer survival rates stood at 39 percent. Today, it's more than 50 percent.
- Over the past 20 years, childhood cancer deaths have decreased by 36 percent.
- Survival rates for Americans under age 65 have increased by 15 percent for colorectal cancer, by 25 percent for ovarian cancer, by 30 percent for bladder cancer, and by 40 percent for cervical cancer.
- In 1971, a man diagnosed with prostate cancer would only have a 50/50 chance of living five years. Today, he has a better than 70% chance to live five years.
- In 1971, a woman diagnosed with breast cancer would have an 85 percent chance of survival and would likely have to undergo a radical mastectomy. Today, through early diagnosis, she has more than a 90 percent chance of surviving and might need only a relatively simple lumpectomy.
- When this bill became law, our nation only had two comprehensive cancer centers. Today, there are 10 times as many centers.

Eighty percent of all money spent on cancer research has been spent since the signing of the National Cancer Act. The scientific accomplishments made in cancer control over the past 20 years are astounding. This

Prepared, published, & mailed at taxpayer expense

7



CONNIE MACK

United States Senator - Florida

Dear Friend,

Knowing of your interest in issues concerning health care, I thought you might be interested in excerpts from the following testimony I gave recently before the U.S. House of Representatives Committee on Energy and Commerce Subcommittee of Health and the Environment to

Extended Page 8.1

Education was another goal of the National Cancer Act, and much progress has been made in this crucial area. Twenty years ago, cancer was something which was not openly discussed. Few women knew how important a mammogram was, or how often they should have one. Men rarely, if ever, discussed such topics as testicular or prostate cancer. Today, however, more Americans are realizing the importance of the early detection of cancer and prompt treatment.

Much of the credit for our increasing awareness of cancer prevention is due to the extraordinary work of the millions of volunteers of The American Cancer Society. Since its founding in 1912, The American Cancer Society has funded countless education programs, which have saved untold lives. I have had the pleasure of working closely with Don Thomas, Executive Vice President of the Florida Division. Perhaps most importantly, however, much of the credit for cancer education must be given to the brave women and men who have come forward to tell their experiences in dealing with cancer. This subcommittee will hear from several cancer survivors later in this hearing. Many times I've heard them say "If I can just get one person to go to his or her doctor for early detection examinations, then my coming forward to discuss my own experiences with cancer will do some good." Their honesty, candor, and courage serves as an inspiration to us all.

Breast cancer is an area where we are actually losing ground. Last year, The American Cancer Society estimated that one in ten American women would develop breast cancer. This year, it is one in nine. Efforts must be redoubled into breast cancer research, increased access to early detection procedures, and quality control of mammogram equipment.

Another purpose of the National Cancer Act was to increase access to the President to directly communicate the impediments to an effective cancer control program. Earlier this year, President Bush appointed Dr. Harold Freeman, Director of Surgery at Harlem Hospital Center will serve him well as Chairman of the President's Cancer Panel.

As we today commemorate the 20th anniversary of the National Cancer Act, I believe we have made significant progress in achieving the goals of this historic legislation. However, there is much more we, as a nation, must do in the area of cancer control.

Much of the progress we have made technologically, such as mammograms, is not being utilized by physicians and patients. We must rededicate ourselves to providing the resources, both human and financial, to make this technology available to all who need it.

Studies indicate that minorities and socioeconomically disadvantaged Americans have a higher rate of both cancer incidence and cancer mortality. Physicians indicate that concern about the costs involved with early detection procedures is one of the main reasons why many people hesitate to order such procedures. The American Cancer Society has undertaken a mission of reaching out to this population. Congress must follow this action immediately.

Breast cancer is an area where we are actually losing ground. Last year, The American Cancer Society estimated that one in ten American women would develop breast cancer. This year, it is one in nine. Efforts must be redoubled into breast cancer research, increased access to early detection procedures, and quality control of mammogram equipment.

While great strides have been made in cancer research, much work remains before us. In order to accomplish this, adequate public and private funds must be made available. While research costs have soared, "real" dollar expenditures (adjusting for inflation) have dropped or remained constant.

More and more, we hear of promising new pharmaceuticals for the treatment of cancer. The Pharmaceutical Manufacturers of America estimates that 126 medicines are currently being tested in this area. Last June, the Food and Drug Administration simplified its process for approving new cancer drugs by granting the Division of Oncology and Pulmonary Drug Products the authority to approve new cancer drugs without further FDA approval. I view this as a positive step by FDA Commissioner Dr. David Kessler, and encourage him to continue to make administrative decisions such as this.

investment has resulted in significant progress in such areas as genetics, virology, growth factors, pain relief, drug therapy, diagnostics, and immunology. Not only has this research resulted in progress in our understanding of cancer, it has also shed new light into a host of other diseases. The tireless efforts of researchers and scientists have saved hundreds of thousands of lives, and our nation owes a debt of gratitude to these men and women.

Education was another goal of the National Cancer

Extended Page 9.1

in New York and Past President of The American Cancer Society, to serve as Chairman of the President's Cancer Panel. I have had the opportunity to meet with Dr. Freeman on numerous occasions and cannot express strongly enough my respect and admiration for the goals which Dr. Freeman hopes to accomplish in this capacity. Last July, I visited Harlem Hospital Center to learn more about its innovative program of providing early detection examinations of patients awaiting non-emergency medical care. His leadership at Harlem Hospital Center will serve him well as Chairman of the President's

school, graduated number one in his class with high honors, and went on for the next 12 years making his own special mark in Florida.

My brother Dennis and I spent the last 30 days of Michael's life in his hospital room in Atlanta. That experience had a major impact upon my life in two very significant ways. First, it made me ask myself what life is all about. What's my purpose in life? In what areas should I be involved to make my life more meaningful? For me, it turned out to be my involvement in politics where I could make an impact and do something to help my fellow man. And I would suggest that each of my colleagues is here with that same kind of feeling, that same kind of motivation.

The other thing which happened as a result of this experience was trying to find a way to have an impact in America's fight against cancer. Naturally, the first thing I did was to try to better educate myself about this disease. I've had the opportunity to travel throughout my state to meet with cancer experts. I've been to Shands Teaching Hospital at the University of Florida in Gainesville, Jackson Memorial Hospital in Miami, the H. Lee Moffitt Cancer Center in Tampa, the All Childrens' Hospital in St. Petersburg, and many other outstanding facilities throughout the state.

In meetings I've had with cancer researchers, physicians, and patients and their families, the single most frequently mentioned factor in discussing this disease is the fact that early detection saves lives. In fact, the surprising thing to me is the fact that, in a relatively short period of time, we went from a 30 percent recovery rate to a 50 percent recovery rate. And what the physicians tell me is that we could increase that number to 75 percent without a single new discovery if we could just get the message out to people about what needs to be done as far as early detection.

It was during one of those trips to Florida that I received a telephone call from my physician here in Washington who asked me to come back to Washington. It seemed they had discovered that a mole they had removed was, in fact, a melanoma which may be malignant. On my flight back to Washington, my thoughts focused on my younger brother and what he had gone through. It brought home the recognition of the problems that families have to deal with. I knew something had to be done. I raise that story though to make a point

screening, we know that if caught early the chances of survival are just phenomenal. And my message to every woman out there is don't be afraid to do your self-breast examination.

I had a mammogram last November. I was fine. I had my annual physical, pap smear and doctor's examination this last June and did not find it. But if I had not continued my self-breast examination I would not have found it and my prognosis would not be for cure. I am fortunate that I will have surgery on October 3, but I will more than likely not have to have radiation or chemotherapy and my chances of survival are over 90 percent.

I just hope that by coming forward early maybe someone will hear and they too will be another cancer survivor because of early detection."

— a point that is clear to all of us — the importance of early detection and prompt treatment. Had it not been for the experience of meeting with cancer experts, I might not have noticed the spot on my side. I might not have detected it early. And I, too, might have been a victim of this horrible disease. But, because of early detection and prompt treatment, I don't have to worry about it any longer. I am living proof that early detection saves lives.

Earlier this year, I, along with Senator Breaux, introduced legislation to assist all Americans in the fight to prevent the 514,000 deaths which will occur in this year alone from complications associated with cancer. The American Cancer Society estimates that of the 1.1 million Americans diagnosed with cancer in 1991, approximately 79,600 deaths could be avoided through early detection and prompt treatment.

Our bill, the "Cancer Screening Incentive Act of 1991," provides a tax incentive for all Americans, and particularly low-income and uninsured Americans, to take advantage of early detection procedures, thereby saving lives and reducing the long-term private and

Cancer touches each of our lives in a very different, personal way. Most of us, I would venture to say, have either had a relative die of cancer or have had a close family friend die of cancer.

In 1979, my brother, Michael, died of cancer. I come from a very large family of eight children. We were all very close. Michael was diagnosed in his last year in law school at the University of Florida. But cancer did not stop him. He did not even drop out of that last year of law school. He continued on, finished last year of law

Extended Page 10.1

The following statements are excerpts from Priscilla Mack's testimony:

"My message is strictly to tell my story. I learned of my breast cancer by self-breast examination which I have been doing for years. Fortunately, with the sensitivity we have to cancer in our family and the

taxpayers may utilize the cancer screening tax credit. This will include other qualifying procedures, as well as any appropriate age and frequency restrictions.

Cancer knows no socioeconomic boundary. Studies show that low-income Americans are at a greater risk for developing cancer and dying from cancer than middle- and upper-income Americans. These individuals are also least likely to have health insurance which covers early detection tests. Under this bill, individuals whose household income is no more than 150% of the Federal poverty threshold would receive early detection exams at no cost to the patient. Medical providers would be eligible for tax credits at a reimbursement rate to be determined by the Health Care Financing Administration.

This year, approximately 1.1 million people will be diagnosed with cancer. Of these, 73,000 will come from my home state of Florida. As a matter of fact, Florida has the third highest rate of new cancer cases in the United States. It is also a grim fact that Florida has the third highest rate of death from cancer of all states and U.S. territories.

We are making significant progress. At the beginning of this century, few cancer patients had any hope of survival. In the 1930's, less than one in five Americans were alive five years after treatment. Today, 440,000, or about 40% of all patients who get cancer this year will be alive five years after diagnosis. Even more significantly, the American Cancer Society estimates that 79,600 lives could be saved through early detection and prevention. Research, education, early detection, and prompt treatment are the keys to saving lives. But, I believe this legislation tells Americans that Congress believes in the importance of preventive health care and that we want to encourage them to take health care into their own hands.

Many times today this subcommittee will hear that early detection saves lives. This is the heart of my legislation. By providing a tax incentive for Americans to take advantage of early detection procedures, tens of thousands of lives can be saved each year. The American Cancer Society supports this legislation as "... a new and promising approach to making cancer early detection tests more available to all Americans ...".

The need for this legislation was again brought home last week when cancer once again entered my life. Last Thursday, I went with my lovely wife, Priscilla, to the Vincent T. Lombardi Cancer Center to receive the results of a biopsy taken from her breast. It was a malignant tumor. She will require a mastectomy. But, as she will testify to next, because the cancer was detected at an early stage, her prognosis is excellent. However, thousands of women won't have the access to the early detection procedures which Priscilla was fortunate to have. My legislation will help bridge the gap for all Americans for access to early cancer detection.

Congress has long advocated early detection and preventive medicine. It's time to quit talking and do something about it!

United States Senate
Washington, D.C. 20510-0904

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Connie Mack

U.S.S.

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011 SENATOR MACK 07/29/92 17:29

Federal health care costs associated with treating cancer. The key element of this legislation is to provide a refundable tax credit of up to $250 — depending upon income level — for each taxpayer, their spouse and dependents. For taxpayers in the higher tax bracket, the credit would be up to $200 per eligible individual.

Certain qualifying procedures such as mammograms, pap tests, and colon screening examinations have been identified. The Secretary of Health and Human services, in consultation with cancer research and prevention organizations, would develop the guidelines by which taxpayers may utilize the cancer screening tax credit

prompt treatment.

This bill recognizes that early detection is the key to saving lives. In saving lives, it will also save the catastrophic costs to individuals and families associated with treatment of cancer. On an individual basis, the few dollars spent on prevention will save the thousands required to treat cancer in later stages. It is indeed tragic when any life is lost, but it is even more tragic when the death could have been prevented.

This bill is not a panacea. It is not the definitive answer to address the wide-sweeping issues of cancer

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Dear letter editor:

I'm hopeful that your readers can learn from my experience with cancer and possibly save their lives.

I had been diagnosed with breast cancer, requiring a mastectomy. (Surgery is scheduled for October 3). The tumor was discovered by self examination in August and confirmed by a mammogram and biopsy.

A mammogram in November and a physical examination in June did not have a hint of cancer. But I continued with monthly self examinations and it saved my life. My prognosis, because of early detection, is good and my survival rate is over 90 percent.

Cancer has touched our family, like many others. Connie had a melanoma removed in 1989; our daughter has been successfully treated for cervical cancer; my mother-in-law had breast cancer 12 years ago; and my brother-in-law died of melanoma in 1979.

Early detection is the key. That's why Connie introduced legislation in the U.S. Senate to encourage all Americans to take advantage of cancer detection procedures.

October has been designated National Breast Cancer Awareness Month to alert women to the need for early detection. My message to all women is simple: I know you're afraid, but you must conduct your self breast examination each month.

For more information on self examinations and early cancer detection, please contact the American Cancer Society, Florida Division at 1-800-ACS-2345.

Early detection of cancer saved my life. It saved Connie's life. And it could save other lives, too.

Sincerely,

Priscilla Mack

Priscilla Mack

Priscilla Mack is the wife of United States Senator Connie Mack of Florida.

Senator Connie Mack
517 Hart Senate Office Bldg.
Washington, DC 20510
(202) 224-5274

CONNIE MACK
FLORIDA

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United States Senate

WASHINGTON, DC 20510-0904

CONTACT: Mark Mills
Senator Connie Mack's
Office
(813) 225-7683

- or -

Curtis Allen
American Cancer Society
(202) 546-4011

PRESIDENT BUSH PRESENTS AMERICAN CANCER SOCIETY COURAGE AWARDS TO SENATOR CONNIE MACK AND PRISCILLA MACK

Washington, DC -- April 30, 1992 -- Senator Connie Mack (R-FL) and his wife, Priscilla Mack, received American Cancer Society Courage Awards from President George Bush in a White House ceremony today.

Senator and Mrs. Mack were honored by President Bush and the American Cancer Society for their personal courage in battling cancer and for their continued commitment to cancer control.

Senator Mack had a malignant mole removed from his side in 1989. Mrs. Mack was diagnosed with breast cancer in September, 1991. She has since undergone a modified mastectomy and recently completed six months of chemotherapy treatments.

--more--

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The Macks are well aware of the dangers of cancer and the benefits of early detection and prompt treatment. They represent a family that has experienced the disease firsthand. Senator Mack's younger brother, Michael McGillicuddy, died of malignant melanoma at age 35. His Mother is a breast cancer survivor. His daughter was treated for cervical cancer in 1990.

Senator and Mrs. Mack are strong advocates of cancer education and credit early detection for their successful cancer treatments. In accepting the Courage Award, Senator Mack said, "Priscilla and I are proud to join with the American Cancer Society to spread the word that early detection saves lives. We are alive today because our cancers were detected in early, treatable stages."

Stanley Shmishkiss, Chairman of the Board of the American Cancer Society, attended the Oval Office ceremony and said, "Senator and Mrs. Mack's personal valor in the face of this disease has given hope and inspiration to the 1,130,000 Americans who will hear a diagnosis of cancer this year. Because of the courage you have shown in battling your cancers, the 212,000 Americans who are fighting malignant melanoma or breast cancer have gained additional inspiration." The ceremony was also attended by American Cancer Society president, Walter Lawrence, M.D.

Mrs. Mack discovered a lump, which was later diagnosed as malignant breast cancer, through her regular monthly breast self-examination.

- more -

In testimony before the House Subcommittee on Health and the Environment hearing during the American Cancer Society's observance of the 20th Anniversary of the National Cancer Act, just shortly after her diagnosis, Mrs. Mack said, "My purpose in coming forward with my own experience is the hope that other women will hear my story, learn to properly perform breast self-examination, and, hopefully, save their lives."

Senator and Mrs. Mack also pointed out that mammography has emerged as a technology that allows breast cancer to be detected at a very early stage, where it is curable.

Senator Mack is co-sponsor with Senator John Breaux (D-LA) of legislation to make cancer screening procedures, like mammography, more available to all Americans. The legislation would use tax incentives for individuals and health care providers to encourage American to take advantage of cancer screenings and examinations. Dr. Walter Lawrence, President of the American Cancer Society, who also attended the ceremony, said about the legislation, "In establishing a tax credit for individuals and health care providers to help offset the cost of improve access to such tests for millions of Americans that could not otherwise afford them."

Senator Mack said, "All Americans must be encouraged to look for cancer's early warning signals and undergo screening procedures. Early cancer detection is the key to saving lives."

-more-

Senator Mack was sworn in as United States Senator from Florida on January 3, 1989, for a six-year term. Previously, he served three two-year terms as a member of the House of Representatives from Southwest Florida. In 1991, Senator Mack represented the Florida Division of the American Cancer Society as a delegate to the celebration of the 20th Anniversary of the signing of the National Cancer Act.

The Courage Award ceremony is held annually in April in conjunction with Cancer Control Month, the American Cancer Society's annual education and fundraising campaign. The Courage Award plaques, signed by President Bush, read, "The American Cancer Society salutes Senator Mack and Mrs. Priscilla Mack for their personal courage in the battle against cancer and for the message of hope and inspiration they give to all Americans in the fight for life and health."

Recent courage award honorees include former Beirut hostage Robert Polhill (1991), baseball pitcher Dave Dravecky (1990). entertainer, Steve Allen (1989), actress Jill Ireland (1988), entertainer Minnie Pearl 1987), and singer Ann Jillian (1986).

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CONNIE MACK
FLORIDA

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United States Senate

WASHINGTON, DC 20510-0904

Dear Friend:

This is a follow-up to your invitation to join me in a satellite video conference on Thursday, June 6 with nine hospitals in Florida to discuss a variety of cancer-related issues including the "Cancer Screening Incentive Act of 1991."

I wanted to let you know that we will be joined at the teleconference by Harold P. Freeman, M.D. Director, Department of Surgery at Harlem Hospital Center in New York City. Dr. Freeman was appointed by President Bush in 1991 as Chairman of the President's Cancer Panel. He will offer unique insights and greatly contribute to the exchange of information about cancer prevention and research.

If you wish to learn more about the act and hear what cancer experts across Florida are doing to fight cancer, I urge you to participate in this unique cancer information exchange. The event is scheduled from 11:30 a.m. to 12:30 p.m. EDT.

Here are a few important points about the act, which I recently introduced with Senator John Breaux (D-LA).

- It provides a tax incentive for all Americans to take advantage of screening procedures available if the procedures are not covered by insurance or other federal programs.

- It provides low income Americans with screening access by giving medical providers, which agree to perform the procedures, a tax credit at a rate to be determined by the Health Care Financing Administration.

- The Secretary of Health and Human Services, in consultation with cancer research and prevention organizations, shall develop guidelines to determine the criteria (i.e. screening procedures covered, frequency of screening procedures, etc.) by which taxpayers may take advantage of this tax credit.

Please contact my office in Tampa at (813) 225-7683 and we'll direct you to the nearest hospital participating in the teleconference.

Sincerely,

Connie Mack

Connie Mack
United States Senator

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CONNIE MACK
FLORIDA

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United States Senate

WASHINGTON, DC 20510-0904

CONNIE MACK REPORTS
By Senator Connie Mack

As part of National Breast Cancer Awareness Month in October, the American Cancer Society (ACS) and health-care professionals are working together to provide low-cost mammogram examinations to women in Florida to help detect breast cancer early.

Because one in nine women will develop breast cancer, early detection is the key to saving the lives of many women across Florida. Call the American Cancer Society at 1-800-ACS-2345 for information on how to schedule an exam near your home.

****

The ACS recommends that women 35 to 39 get a baseline mammogram for later evaluation and a physical examination every three years. At 40, women should have a physical examination and mammogram every one to two years. At 50, annual physical examinations and mammograms become essential.

****

In addition to clinical exams and mammograms, self breast examinations should be an important part of every woman's comprehensive program for early detection of breast cancer.

My wife Priscilla is living testimony that self examination is just as important as regular mammograms and physical exams. During a breast self examination in August, she detected a tumor that did not show up in a November 1990 mammogram.

On October 3, a mastectomy was performed on Priscilla. Her prognosis is excellent, again, because of early detection. Thanks to all of you who kept her in your prayers.

****

To heighten awareness of breast cancer issues prior to National Breast Cancer Awareness Month, I participated in an interactive satellite video conference with nine Florida hospitals on September 26. Joining in the discussion was Don Thomas, executive vice president of the ACS - Florida Division; and Dr. Joyce O'Shaughnessy of the National Cancer Institute.

While I was pleased to learn women are increasingly taking advantage of mammograms, more should schedule mammogram exams.

****

Please write to me, Senator Connie Mack, with your views on cancer or any other issue. Send your letter to 517 Hart, Washington, D.C. 20510. Thank you.

--30--

CONNIE MACK
FLORIDA

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United States Senate

WASHINGTON, DC 20510-0904

LOCAL EFFORTS IMPORTANT TO FIGHT AGAINST BREAST CANCER
By United States Senator Connie Mack (R-FL)

Two local efforts in Florida are making a difference in the fight against breast cancer.

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In Jacksonville, WTLV-TV Channel 12, has developed an innovative new program called "Buddy Check 12" to help increase the number of area women who perform self-breast examinations as part of their comprehensive program to detect breast cancer early.

Here's how it works. Jeanie Blalock, the station's health care reporter, kicked-off "Buddy Check 12" by encouraging women to team-up with a buddy -- a friend or family member -- to participate in the program as partners. On the 12th day of each month during the station's newscasts, Blalock encourages every woman in the area to ask her buddy if she has performed her monthly self-breast examination.

I've been told that about 6,000 women in Channel 12's viewing area have requested information to help guide them through "Buddy Check 12."

Consult the American Cancer Society at 1-800-ACS-2345 for guidelines on detecting breast cancer early.

****

The Moffitt Cancer Center & Research Institute on the campus of the University of South Florida in Tampa is currently recruiting women to participate in an important study that will help determine the correlation between high upper-body weight and the risk of developing breast cancer.

The study, which is sponsored by the American Cancer Society, follows previous studies which have shown that women with upper body fat are at higher risk for breast and endometrial cancer.

Women between 25-75 who meet certain guidelines are eligible to participate. For more information, contact Nagi Kumar, Ph.D., at (813) 979-6711.

Please write to me, Senator Connie Mack, with your views on cancer -- or any other issue. Address your letters to 517 Hart Senate Office Building, Washington, D.C. 20510. Thank you.

The National Cancer Institute has undertaken a major clinical trial to study whether the drug tamoxifen prevents breast cancer in women who are considered at high risk of developing the disease.

If the drug is shown to prevent breast cancer, it will be one of the greatest discoveries of our time. Meanwhile, early detection procedures -- especially self- breast examinations and regular mammograms -- are vital to saving lives.

Self-examinations and a mammography saved my wife Priscilla's life and it can save thousands of other lives as well. Please contact your local cancer organization or physician to learn the proper techniques of self-breast examination and cancer's early warning signs.

If you are interested in volunteering for the tamoxifen study, please call: 305-674-2868; 904-348-7073; or 1-800-4-CANCER at the National Cancer Institute.

******

Over the past few weeks, cancer-fighting programs all around Florida have focused on the importance of early cancer detection in saving lives.

In our travels around the state, we have truly found that early cancer detection saves lives. Early detection saved my life, it saved my wife's life, it saved my daughter's life, it saved my mother's life, and it has saved countless other lives as well.

That's why cancer prevention must be a top priority issue. The American Cancer Society estimates that this year 100,000 lives could be saved through early cancer screening. I've introduced bi-partisan legislation to encourage all Americans, regardless of income, to undergo cancer screening procedures which would save thousands of lives yearly.



EARLY DETECTION SAVES LIVES. This message was highlighted at a recent American Cancer Society ceremony at the The White House where Senator Mack and his wife, Priscilla, (both cancer survivors) were honored with the 1992 "Courage Award" for their efforts to promote early detection programs.

Other recipients of the "Courage Award" include former Beirut hostage Robert Polhill in 1991, actress Jill Ireland and entertainer Steve Allen. The award is given annually to individuals for valor, courage and determination in fighting cancer.

Priscilla has just completed six months of chemotherapy after undergoing a mastectomy last October. She found her breast tumor through a monthly self- breast examination and encourages women to examine their breasts monthly, as recommended by the American Cancer Society.

******

Recently, I hosted a statewide teleconference on the importance of cancer prevention. The conference included the Florida Division of the American Cancer Society (ACS), the Florida Hospital Association (FHA), the Florida Medical Association, two cancer experts from the National Cancer Institute and four Florida hospitals. The panel focused on trends and solutions for breast cancer detection and care in Florida.

The panel discussed diagnostic "one-stop" breast centers as one way to improve the availablity of screenings and eliminate patient backlogs. Jack-

... continued

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CONNIE MACK

United States Senator - Florida

REPORTS:

19

June, 1992

CANCER UPDATE

Dear Friend,

Extended Page 20.1

...clinical trial to study whether the drug tamoxifen

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The Food and Drug Administration recently announced that it's moving to step-up the process which allows patients with AIDS and other HIV-related diseases to use pharmaceutical drugs outside the normal FDA controlled clinical program. I've urged the FDA to include cancer in this program as well.

In 1979, when my brother was dying of cancer, my family was faced with the question: Does the government have the right to tell a terminally-ill patient that a potentially life-saving experimental pharmaceutical drug is off-limits? My family shared the grief caused by the lack of opportunity for my brother to use experimental drugs that could have been life-saving.

All sense of perspective is lost when the government worries about side effects from experimental drugs in patients who may die from their illnesses if they don't have the chance to use experimental drugs. That's why I've introduced a resolution in the Senate which calls on the FDA to allow terminally-ill patients -- following consultation and approval from their physicians -- to have access to experimental drugs awaiting FDA approval without government interference.

Terminally-ill Americans are willing to assume risks with experimental drugs, especially when there may be nothing to lose and possibly everything to gain. It's a decision best left to the patient, family and physician, not the government.

******

Your thoughts are important to me. If you have any comments or concerns about cancer or any other issue, please contact me, Senator Connie Mack, 517 Hart, Washington, DC, 20510.

Sincerely,

Connie Mack

Connie Mack
U.S. Senator

United States Senate
Washington, D.C. 20510-0904

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Connie Mack

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CANCER ALERT

OR CURRENT RESIDENT

07/29/92 17:39 SENATOR MACK 021

son Memorial Hospital's Breast Health Center in Miami was used as a model. This "one-stop" breast center is able to conduct mammograms and develop treatment plans the day of diagnosis.

During the teleconference, the American Cancer Society released a report showing that 66 percent of Florida women 40 and over who have undergone mammograms did so on the advice of their physicians. Of those women in the same age group who have never had a mammogram, 34 percent said their doctors never recommended one.

Florida is ranked third nationally in the number of breast cancer cases diagnosed each year, behind only New York and California. The ACS estimates that in 1992, over 11,000 Florida women will be diagnosed with the disease.

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1ST STORY of Level 1 printed in FULL format.

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May 29, 1992, Friday

SECTION: Arts

LENGTH: 1294 words

HEADLINE: Bridge-builder extraordinary: Pat Boone

BYLINE: Helen Kaye

KEYWORD: Pat Boone, Interview, Music, Profession, Profile

HIGHLIGHT:

LAST Sunday, Pat Boone sang on the top of Masada. He sang the words he wrote to the theme from Exodus. The desert fortress, the song and the singer will be the closing shots of a feature-length video cassette called Israel, Blessed Israel designed to draw Christian tourism to Israel.

BODY:

LAST Sunday, Pat Boone sang on the top of Masada. He sang the words he wrote to the theme from Exodus. The desert fortress, the song and the singer will be the closing shots of a feature-length video cassette called Israel, Blessed Israel designed to draw Christian tourism to Israel.

Masada isn't one of Christianity's holy places, which form the body of the film, nor is the theme from Leon Uris's filmed novel one of the 15 gospel songs Boone sings to punctuate his explanations of Jesus' life. He included both because he loves this country.

He loves Israel because he sees in it the incarnation of biblical prophecy. Boone is an evangelical Christian, and his faith is rooted in the Bible, whose writings he believes as revealed Truth.

"Evangelical Christians strongly identify with historical Judaism and all things truly Jewish because the Old Testament is part of our history. After all, Jesus was Jewish, his disciples were Jewish, even the first believers were Jewish," Boone explains. "They didn't even let Gentiles join until 10 years after Jesus' death."

He goes on to cite chapter 10 in the Acts of the Apostles, in which Simon Peter accepts a Roman centurion as a follower of Christ. A born storyteller, Boone speaks as simply as though he were recounting an adventure that happened to a neighbor or friend.

But Boone is no goody-goody. He smells of a fine shaving lotion, not sanctimony. He's a successful singer with a good head for business, a friendly man who lives with his faith as easily as he accepts a compliment from a bashful tourist who recognizes him in the restaurant where we're sitting during a break in the shooting.

It's not hard to see the onetime pop idol in the still-trim and handsome man who celebrates his 58th birthday next week. A lineal descendent of the

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legendary hunter Daniel Boone, Pat was born in Jacksonville, Florida, and raised in Nashville, the home of country music and Grand Old Opry. His was a religious home and, as was the custom, he professed his faith and was baptized at 13.

Boone - he's sold some 45 million albums since 1955 - became a pop superstar in the mid-Fifties and had a squeaky-clean image even in the pre-James Dean age, when fans expected their icons to be impossibly impeccable.

His recollections of those years are less rosy, though, because "there were erosions, and accommodations to expediency, and I made compromise after compromise with my faith in order to maintain my position.

"It nearly cost me my marriage," he says, "so my wife and I recommitted (to Jesus Christ). I thought it would cost me my career, and that I really would become a schoolteacher - which is what I trained for."

BUT HIS career got bigger than ever after the inevitable sniggers had died away. In 1972 Boone, his wife Shirley and their four daughters came to Israel for the first time to make a Christmas TV special, traveling to many of the sites the present movie will cover.

In fact the family appeared together as an act for seven years, which was, says Boone with a grin (and one suspects he's said this before), a good way of keeping his daughters under the parental eye during their teenage years.

Debbie (You Light Up My Life) Boone is the best-known of his daughters. Less known is the fact his eldest daughter, Cherry, studied and became fluent in Hebrew, and then got straight As in Jewish studies at UCLA after the family's first visit.

Boone has returned here a dozen times since then, and has made many Israeli friends. His last few trips have been as the major attraction in a Holyland tour package offered by the Christian Broadcasting Network. In fact, Boone has worked so hard to attract tourism to Israel that the Tourism Ministry last year named him its ambassador to the Christian community in the US.

Coming here, he says, takes Christianity out of one-dimensional belief into three-dimensional reality, "like a picture on the wall becoming a color TV. It's a life-changing experience, but beyond that it continues to forge that commonality between Christians and Jews.

"Arabs ask me: 'Why don't you do something for us? You're always doing something for the Jews, and I say that I am, (doing something) because I see a stable, vital Israel as the last hope for peace in the Middle East." He reminds his listeners that the Arabs sprang from Ishmael who was the son of Abraham, who started everything off. To be pro-Israel, he insists, isn't necessarily to be anti-Arab.

He sees antisemitism or anti-Jewishness as "a Satanic perversion. I think that anything authentically Christian is also truly Jewish and people are beginning to realize this."

Boone illustrates this with another story. "When we were first here, we went to Bethlehem to the Church of the Nativity, which has become more and more

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ornate over the centuries. It's like that with Christianity," he explains. "For hundreds of years, encrustations like those we saw at Bethlehem have obscured the simple truths of which the prophets spoke."

He sidesteps my question on the eventual conversion of the Jews to Christianity by saying that even here, scholars are predicting the coming of the Messiah, which Christians define as the Second Coming, and which Boone believes will happen in his lifetime.

"It's no pose. He believes, he really does believe," says retired adman Joe Seideman, whose idea the film was. He and his non-Jewish wife Mara have been friends with the Boones ever since the singer was spokesman, many years ago, for a product Seideman's ad agency was promoting. "His gospel programs are carried over 160 radio stations and I knew he was bringing planeloads of tourists over here for CBN, so I suggested we combine the two in a film."

Faith, the genuine variety, is threatening only to those who don't have enough of their own. Boone is no missionary, though. He sees himself "as a bridge-builder, bringing people together who have more in common than they know."

GRAPHIC: Illustration: Photo; Caption: Pat Boone sings songs that express his love for Israel. Credit: E. Kilshtok.

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The Atlanta Journal and Constitution

July 22, 1992

SECTION: LIVING; Section B; Page 1

LENGTH: 510 words

HEADLINE: Poet Johnson's life and works museum-bound

BYLINE: By Celestine Sibley

KEYWORD: publications; history; personalities; blacks

BODY:

If you are a fan of poet James Weldon Johnson, and wish to know more about him and see more of his works, be of good cheer. The new African- American Panoramic Experience, a museum at 135 Auburn Ave., will take up the life and accomplishments of Johnson.

The reason I am informed on this matter is that Annette Jones Steward of Thomasville sent a clipping from our newspaper about the black poet.

"Ever since hearing James Weldon Johnson's poem/sermon 'The Creation,' delivered so eloquently by Eddie Albert on television in the 1960s or 1970s, I have been intrigued by Johnson's writings and the story of his life. I was later able to secure a copy of 'The Creation' and it is one of those treasures I pull out often and read.

"I wonder if any of your readers would know whether Johnson's sermons in poetry, 'God's Trombones,' were ever compiled and published. And if so, where might I secure a copy? Now that the Atlanta Museum of Black History is to be a reality I sincerely hope it will include an exhibit about James Weldon Johnson and his unique contributions."

At the moment, according to Pat Boynton, office manager, the museum's exhibit is called "Some Things of Value - Images of African- American Folk Life." But the curator is aware of the interest in Johnson and plans to give the lawyer-composer - and one-time consul to Venezuela and Nicaragua - attention.

The clipping Mrs. Steward enclosed was from "Georgia Notebook," which we used to carry in the Sunday paper. The story was written by the late Bernice McCullar, who was a teacher and fan of the poet.

A native of Jacksonville, Fla., where his father was a waiter, Johnson and his sister, Rosamond, also a noted composer, became teachers. He saved the tuition he collected from the children he taught - 5 cents a day - to pay his own tuition at Atlanta University.

After he received his law degree he discovered that it was going to be tough for a black lawyer to get any clients, so he went to New York, where he met poet Paul Lawrence Dunbar, became friends with composer Oscar Hammerstein and wrote the song for Theodore Roosevelt's campaign for a second term as president.

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JACKSONVILLE

ECONOMIC IMPACT

	PERSONNEL	PAYROLL
Military		
NAS Jacksonville	9,167	$256.2 million
NAS Cecil Field	9,145	$237.6 million
NAVSTA/NAS Mayport	18,789	$458.8 million
Civilian		
NAS Jacksonville	7,696	$215.5 million
NAS Cecil Field	971	$ 24.5 million
NAVSTA/NAS Mayport	1,519	$ 28.1 million
TOTAL		
MILITARY	37,101	$952.6 million
CIVILIAN	10,186	$268.1 million
GRAND TOTAL	47,287	$ 1.2 billion
Military Retirees	16,000	$175.0 million
Miscellaneous (annual)		
School impact funds		$ 2.0 million
Shipyard contracts		$ 55.0 million
Construction		$ 64.0 million
Local purchases and contracts		$135.0 million
Electricity (JEA)		$ 25.7 million
Telephone		$ 3.5 million
Total Miscellaneous		$284.2 million
Total Compensation		$ 1.4 billion
Total Dollar Impact		$ 1.7 billion

Jan 90

FROM 1110100011 7.30.1992 15:57 P. 2

JACKSONVILLE

NUMBERS

A few River City figures for 1991. Some are exact, while others are estimated, but close.

1. Out at Jacksonville International Airport, 152,945 planes landed and took off, winging 2,604,775 passengers and 48,821,481 pounds of cargo in and out of town.
2. One quarter of a million pairs of eyes soaked up significant scientific and historical information at Jacksonville's Museum of Science and History.
3. At the Jacksonville zoo, 390,864 pairs of eyes gazed at animals, reptiles and birds. On the other side of the fence, some 809 pairs of eyes belonging to animals, reptiles and birds gazed back.
4. At the Florida Theatre, a total of 202 shows, evenings and matinees, hit the boards before a collective audience of 200,000
5. The Jacksonville Symphony hummed and honked its instruments precisely into the key of A in public 118 times, to begin performances for a total of 275,000 audience members.
6. During the 12 days of the Greater Jacksonville Agricultural Fair, 680,673 visitors passed through the turnstiles.
7. Meanwhile, day and night at the Port of Jacksonville, 314,718 vehicles were rolling off cargo vessels from Europe and the Orient.
8. Enough activity to work up an appetite. Hungry River City residents wolfed down a total of 330,000 burgers and more than 275,000 drinks at McDonalds in Jacksonville.

FROM 1110100011 7.30.1992 15:57 P. 3

Tillie Fowler
Candidate
United States House of Representatives

Tillie Fowler, a graduate of Emory University where she received both her B.A. and her law degree, has had a long history of public service representing the people and devoting herself to community volunteer service.

Before Tillie moved to Jacksonville in 1971, she served as a legislative assistant to U.S. Representative Robert G. Stephens, Jr. and was general counsel in the White House Office of Consumer Affairs.

In October 1985, the people of District 14 elected Tillie to the Jacksonville City Council as a citizen representative and have subsequently re-elected her. In July of 1988, her fellow council members voted her council president pro-tempore and in July 1989, they elected her council president - - the first women to be elected as council president since consolidation.

Tillie has been active in many organizations, working to improve the quality of life in Jacksonville. She is a founding member of the Duval Public Education Foundation, past president of the Junior League, served as chairman of Volunteer Jacksonville, and has served as a member of the Mayor's Commission on the Status of Women and as a member of Leadership Jacksonville. On the state level, she served for two years as the Chair of the Florida Endowment for the Humanities.

Today, she serves on the Emory University Board of Governors, the Duval County Tourist Development Council, St. Vincent's Health Systems Advisory Board, the Civil Justice Reform Act Advisory Group for the U.S. District Court, Middle District of Florida and the American Red Cross Board.

Tillie Fowler is married to L. Buck Fowler, vice president of R.W. Fowler and Associates. The Fowlers have two daughters.

TILLIE KIDD FOWLER
CITY COUNCILWOMAN, DISTRICT 14

BUSINESS:
220 E. Bay Street, 10th Floor
Jacksonville, Florida 32202
(904) 630-1390

HOME:
4730 Prince Edward Road
Jacksonville, Florida 32210
(904) 384-3085

COUNCIL ACTIVITIES:

- Elected to Council, October 22, 1985
- Reelected to Council, May 26, 1987 and February 26, 1991
- Council President, 1989-1990
- Chairman of the Finance Committee, 1990-1991
- Presently serving as a member of the following Council committees:
  - -Public Services, Transportation and Agriculture
  - -Health, Welfare and Human Services
  - -Recreation and Community Affairs

CURRENT COMMUNITY BOARDS AND ACTIVITIES:

- Emory University Board of Governors
- Duval County Tourist Development Council
- Jacksonville Chamber of Commerce, Governmental Affairs/Transportation Board
- St. Vincent's Health System Advisory Board
- Civil Justice Reform Act Advisory Group for the United States District Court, Middle District of Florida
- American Red Cross, Northeast Florida Chapter

PRIOR COMMUNITY ORGANIZATIONS AND ACTIVITIES

1987 - 1991	The Florida Endowment for the Humanities Chairman, 1989-1991
1987 - 1991	Mayor's Education Council
1989 - 1990	Chairman, Duval County Tourist Development Council
1986 - 1990	Duval Public Education Foundation, Inc.
1987 - 1988	Northeast Florida Regional Planning Council
1985 - 1988	Jacksonville Women's Network Board of Directors
1984 - 1986	Mayor's Select Committee to Study Policies and Procedures Related to Police and Public Safety
1983 - 1986	The Florida Ballet Advisory Board
1983 - 1985	The Mayor's Commission on the Status of Women
1983 - 1985	University Hospital Development Council
1982 - 1983	Superintendent's Advisory Committee on Busing, Duval County School System
1982 - 1983	State of Florida Guardian Ad Litem Program, Fourth Judicial Circuit, Advisory Board
1982 - 1983	President, Junior League of Jacksonville Board of Directors

1979 - 1982	St. Mark's Episcopal Day School-Trustee
1978 - 1979	Leadership Jacksonville
1973 - 1974	Chairman, Task Force III - Public Protection, Justice, Safety, Consumer Protection and Environment, Commission on Goals and Priorities for Human Services
1971 - 1975	Volunteer Jacksonville Board of Directors, Chairman, 1971-1972
1970	Outstanding Young Women of America

HONORS AND AWARDS:

1991	Women's History Month Poster
1990	The Florida Times-Union Eve Award for Employment
1990	The Florida Times-Union Ten Most Powerful
1989	Gateway Girl Scout Council - Women of Achievement Award
1989	The Northside Businessmen's Club Distinguished Service Award

EDUCATION:

Emory University Law School, J.D. 1967
1967 Admitted to Practice: State of Georgia
1971 United States Supreme Court
Emory University, A.B., Political Science, 1964

EMPLOYMENT:

June 1971 - July 1971	General Counsel of the White House Office of Consumer Affairs (Moved to Jacksonville end of July)
October 1970 - June 1971	Deputy Counsel, White House Office of Consumer Affairs
January 1970 - October 1970	Associate Director of Legislative Affairs, White House Office of Consumer Affairs
July 1967 - January 1970	Legislative Assistant to Former Congressman Robert G. Stephens, Jr. (Ga.)

PERSONAL:

Born December 23, 1942

Married to L. Buck Fowler, Vice President of R. W. Fowler and Associates, Inc.
Two Daughters

P. 6
7.30.1992 15:59
FROM 1110100011

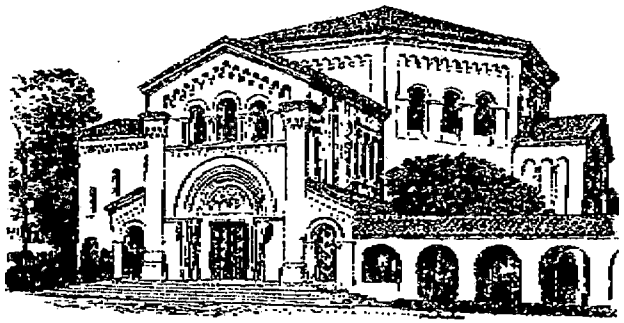
55. Site of First State Fair in Florida and World Championship Boxing Match *Near the St. Johns River between Marshall and Jessie* The fair was first held in 1876. On January 24, 1894, James J. Corbett defeated Charles Mitchell in the World Championship Boxing Match here. The Governor and Sheriff tried to prevent the fight, but a court order forbade their interference. Both fighters were arrested after the fight and released on bail. Corbett was subsequently acquitted and the case against Mitchell was dropped.

56. Site of Battle of The Brick Church *Vicinity of Myrtle and Church Streets* March 24, 1862, marked the first bloodshed in Jacksonville during the War Between the States. A Union officer and several pickets were killed.

57. Edward Waters College *1658 Kings Rd.* In 1870, the A.M.E. Church established the Brown Theological Institute in Live Oak to educate Negroes for the ministry. Over the years, the name, location and curriculum changed. The college was renamed again in 1891 in honor of Edward Waters, the third Bishop of the A.M.E. Church in America. The oldest Negro college in Florida, it was the first college in Jacksonville.

Route of the Kings Road in Cow Ford (now Jacksonville) The Kings Road was built by the British with an appropriation from Parliament and generous gifts from people in Georgia and East Florida who were anxious to secure a land route between the two colonies. Following trails first used by Indians, the Kings Road was constructed between 1763 and the beginning of the American Revolution. Its route generally followed that of U. S. Highway 1, although stretches ran through lands that are now forests and fields of Nassau, Duval, St. Johns, Flagler, and Volusia Counties. The Kings Road played a large part in the development of East Florida. Permanent markers are being placed along the way. The Boy Scouts have a particular interest in exploring this area. — — —

Guide prepared by Historic Trails Committee of
The American Bicentennial Commission
of Jacksonville, Florida



Riverside Baptist Church

Bicentennial Map of Jacksonville, Florida

A guide to Sites and Buildings of Historical and Cultural Interest

THIS IS OUR COUNTRY
AMERICAN BICENTENNIAL COMMISSION
76
OF JACKSONVILLE, FLORIDA
1776 · 1976

Sponsored by
Bicentennial Commission of Florida
The Charter Companies
Rotary Club of South Jacksonville

(M) Denotes historic marker at site.

1. Site of Cow Ford *Southeast corner, Bay and Liberty.* In 1822, Jacksonville was laid out on the north side of a cattle crossing on the St. Johns River called Wacca Pilatka by the Indians and named Cow Ford by the British. This is where the King Road crossed the river. There were a number of settlers and planters on the southside of the river at that time. (M)

2. Site of Original Survey *Present City Hall, Bay and Market* The original survey was made in 1822 by D. S. H. Miller (See #39) and covered the 20 blocks between Ocean, Duval, Catherine and Bay Streets. Isaiah D. Hart lead the founders of the new city named for Andrew Jackson, Florida's first American governor, later President of the United States. (M)

3. Site of Lewis Zachariah Hogan's Home *Near the northwest corner of Hogan and Forsyth* Completed in 1816, the log cabin home of Lewis and Maria Hogan was the first permanent dwelling in Cow Ford. (M)

4. First "Skyscraper" *47 West Forsyth* It was Florida's tallest building when constructed in 1908 as the Bisbee Building. Later it was the Florida National Bank Building, now the Jacksonville National Bank Building.

5. Site of the First Courthouse *Northeast corner of Market and Forsyth* The first court was held under the trees on December 1, 1823. The first county courthouse was built in 1825. Duval County was named for William Pope DuVal, Florida's first civil governor. DuVal, born of French Huguenot forebears, was a lawyer, soldier, judge and governor. (M)

6. Site of an Early School *Southeast corner of Adams and Market* One of the earliest known schools in Jacksonville was held in 1835 at the Odd Fellows Building.

7. Site of First Store *Southwest corner of Adams and Market* A log house near the Kings Road was operated as a store, probably around 1819. It was known as Dawson and Buckles.

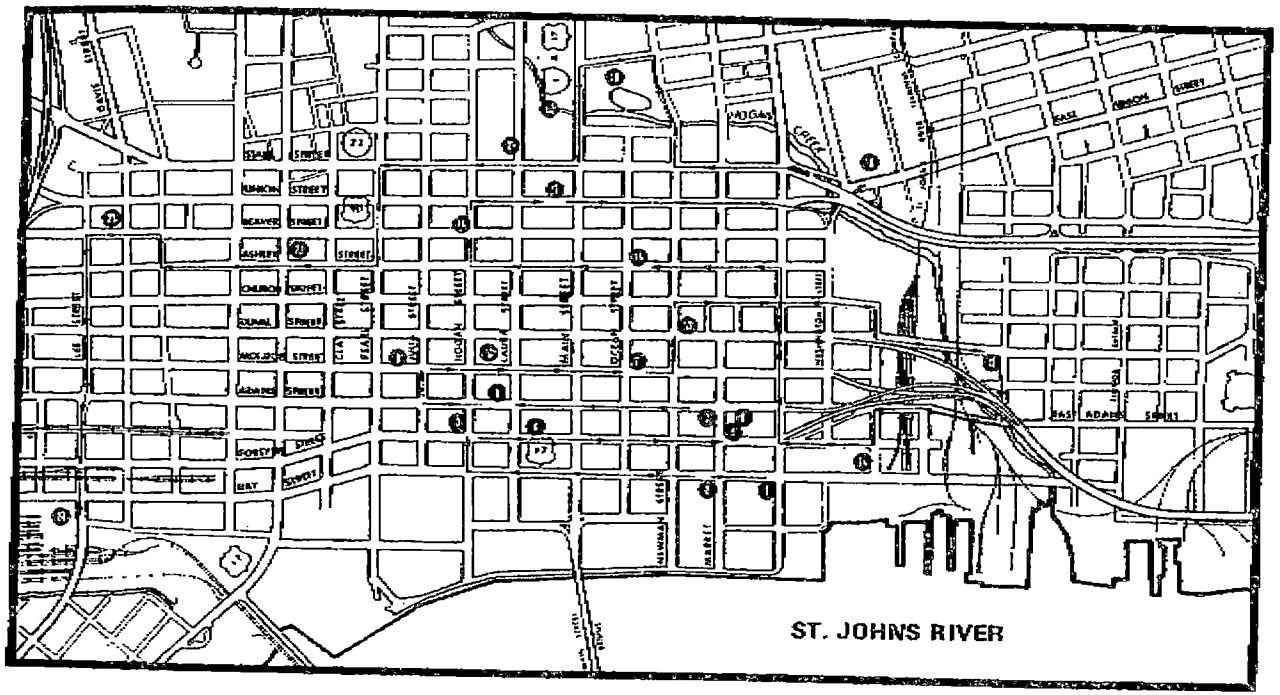
8. Site of Home of Dr. Abel Seymour Baldwin *Laura and Adams* Dr. Baldwin was instrumental in securing the first railroad into Jacksonville. He was the only practicing physician in the area for many years. He also served in the legislature and kept weather records before the official Weather Bureau was established. The Florida Medical Association was founded in his home in 1874. The town of Baldwin, originally Thigpen, was renamed in his honor. (M)

9. Site of Ossachite *Northwest corner of Monroe and Julia* The site of an ancient Timucuan Indian town. (M)

10. Hemming Park *Bounded by Duval, Monroe, Hogan and Laura* Given to the city in 1866 by the Estate of Isaiah D. Hart (See #2), the park was called City Park, then St. James Park and renamed in 1899 for Charles C. Hemming who donated a monument in honor of the Confederate dead. (M)

11. Site of Blockhouse *Northeast corner of Monroe and Ocean* A blockhouse was erected here by settlers during the Seminole Indian War, 1835-1842. (M)

7.30.1992 16:00 P. 7
FROM 1110100111



12. Site of First Protestant Church *Northeast corner of Duval and Newman* The first church building in Jacksonville was erected by Baptists in 1840, occupied by Presbyterians, and, since 1844, the site of the First United Methodist Church. (M)

13. Old St. Luke's Hospital Building *West side of Palmetto between Monroe and Duval* Opened in 1878, it is the last of three buildings erected by the Ladies Benevolent Society. It is listed in the National Register of Historic Places. The present St. Luke's is between 8th and 10th Streets west of Boulevard.

14. Catherine Street Fire Station - No. 3 *Catherine near Bay* The first paid fire department was authorized in 1886. Its chief was Peter Jones (See #51), "carpetbagger" mayor of Jacksonville who held office six times. No. 3, one of the first substations, occupied a building on Bay Street which was burned in 1901. It moved here in 1902. The oldest of several existing early buildings, it is listed in the National Register of Historic Places.

15. Duval High School *605 Ocean* Established in 1875, the school was located in various buildings until 1908, when the central unit of the present building was completed. It was the first public school in Florida to offer courses beyond the elementary level. The building is now unoccupied.

16. Site of Cookman Institute *Hogan and Beaver* A school for black students founded in 1866 by the Freedman's Aid Society and A.M.E. Church, which later merged with Mary McCleod Bethune's school to become Bethune-Cookman College, Daytona Beach. Mrs. Bethune was prominent in national affairs and held various posts in the Federal Government.

17. Oldest Continuous Business *17 West Union* Calvin Oak, funeral director, founded a business in 1856. The firm, under several names, has been in continuous operation since that date, and has occupied other sites in downtown Jacksonville. It is now Kyle-McLellan, Inc.

18. Old City Cemetery *Union and Washington* This land donated to the city in 1852 by Captain Willey, had been used as a cemetery for many years before. Many old families still own plots here.

19. Confederate Park *From Main to Newnan, north of Hogans Creek* Originally Dignan Park, the name was changed in 1914, when a monument was erected as a memorial to the women of the Confederacy. The city's first outdoor electrically lighted Christmas tree was installed here.

20. Site of Sub-Tropical Exposition *Main and First, Waterworks Park* Opening in 1888, this state fair was held four consecutive years. It was visited twice by President Grover Cleveland. Part of the City Waterworks, begun some years before, still remains. A three tone steam whistle, called Big Jim, constructed in the park by John Einig, still blows four times a day. Although some of the parts have been replaced, most of the original metal remains. Big Jim is now located atop the Southside generating plant and is operated automatically.

21. Site of First Recorded Baseball Game *Laura north of State* Jacksonville's city teams were called the Robert E. Lee Baseball Club. Team 1 defeated team 2, 89 to 11, on July 4, 1874, on this site.

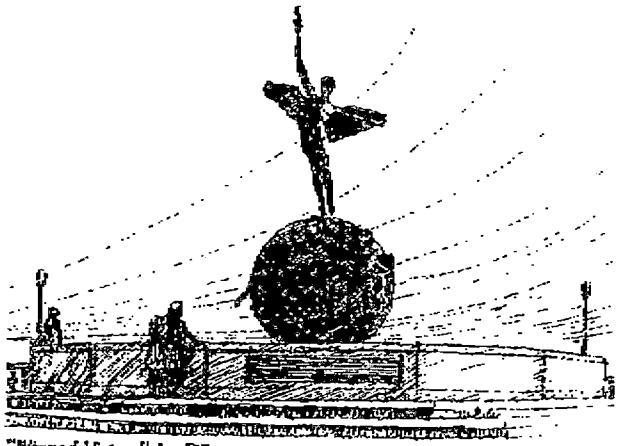
22. Stanton Institute *Northeast corner of Ashley and Broad* A school was established here in 1866. James Weldon Johnson became principal in 1894, and started high school classes. It became the first high school for black students in Jacksonville. (Johnson was to become a lawyer, writer, statesman, diplomat, and civil rights orator.) After the 1901 fire, which destroyed the building, a temporary building was erected, and then the present building, now known as Old Stanton, was built on the same site. It is not used as a school at present. (Stanton Senior High School, completed in 1953, is situated at 1149 West 13th.)

23. Site of Beginning of 1901 Fire *Block bounded by Lee, Union, Davis and Beaver* A fire, which began on May 3 at the Cleveland Fibre Company, destroyed one hundred and forty-eight blocks of downtown Jacksonville.

24. Flagler Union Terminal *1000 West Bay* Built by Henry M. Flagler in 1898 as the city's first union terminal, it is connected with the 1918 building. Neither is in use at this time. This is the site of former embankments built by Federal soldiers during the War Between the States.

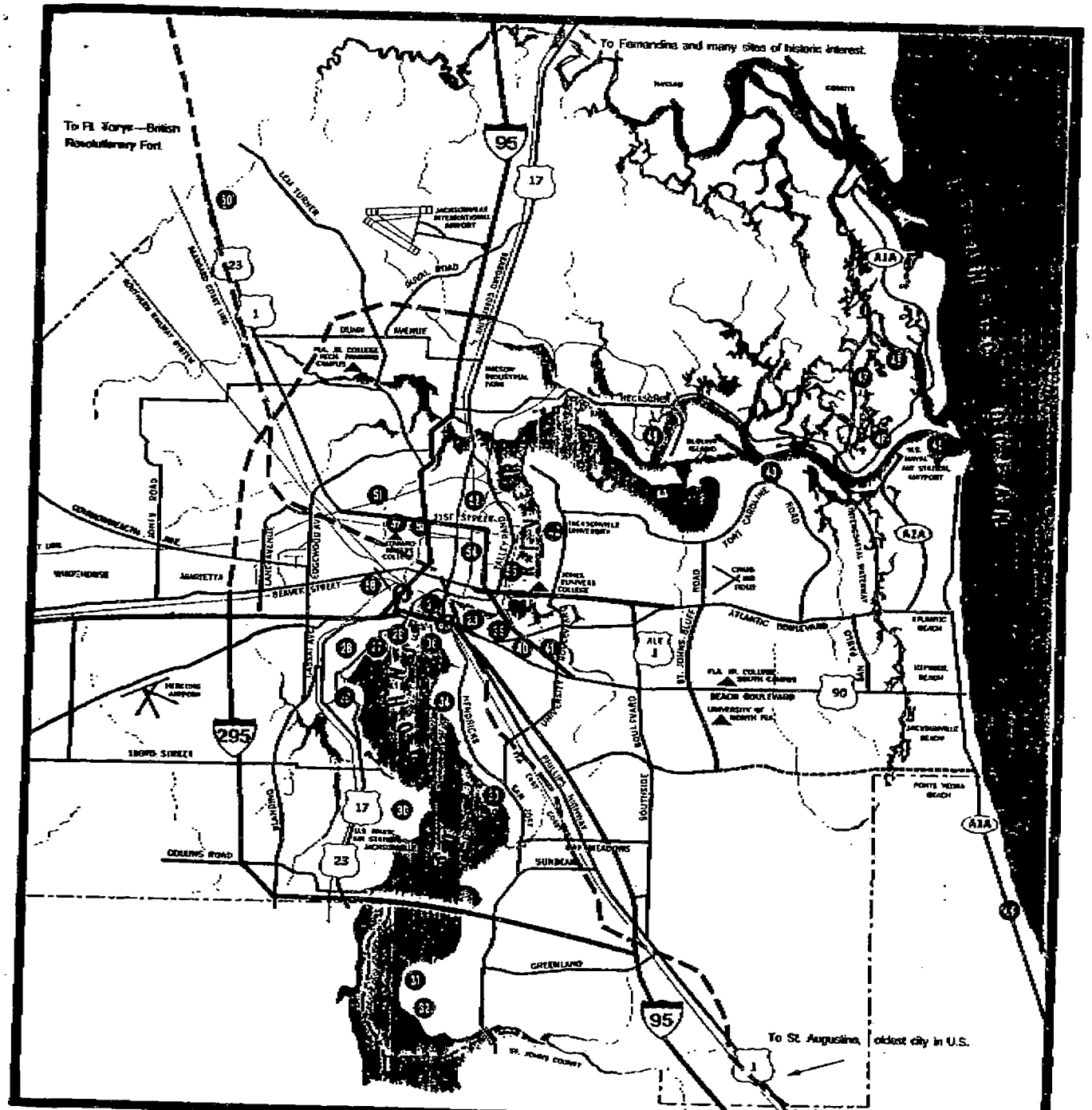
25. Car Barn *35 Riverside* The car barn, built after the fire of 1901 as a "hotel" for mule-drawn trolley cars. When electric streetcars and later buses replaced them, the Car Barn continued to be used.

26. The Cummer Gallery of Art *829 Riverside* Built on the site of the former home of Arthur and Nina Cummer, the Museum was completed in 1961 by the DeEtte Holden Cummer Museum Foundation. The formal gardens on the St. Johns riverfront were left intact. The Museum consists of ten galleries, a library, and an auditorium where concerts and lectures are offered. Admission is free.



"Winged Victory" by Pillars

FROM 11101000111 7.30.1992 16:01 P. 8



27. Memorial Park *Riverside and Memorial Park Drive* park overlooks a wide expanse of the St. Johns River, and tains the graceful Winged Victory Statue, by Adrian P honoring World War I heroes. Historical marker at south trance commemorates Don Pedro Menendez, founder o Augustine, who traveled up the St. Johns River in 1565 in se of a waterway to Mexico. (M) Denotes historic marker at site

28. Riverside Baptist Church *Park and King* Designe Addison Mizner, the building was completed in 1925. It bodies the features of Romanesque, Byzantine, and Spa architecture — a complete break in Baptist Church traditi architecture. The building is listed in the National Registe Historic Places.

29. Ortega River A branch of the St. Johns River once named McGirts Creek for a famous Revolutionary War law who owned land south of this river.

30. Jacksonville Naval Air Station *Roosevelt Blvd. Yukon Station* Since World War II, this station is one of country's largest air installations. Built on part of the old Mulb Hill Plantation, purchased in 1861 by A. M. Reid, a Jackson banker, the area has been used continuously by the count armed forces since 1909. For some time, it was utilized as a nic ground when not in use by the military. Cecil Field Ma Jet Base in southwest Jacksonville and Mayport Carrier Basir Mayport are part of the present complex.

31. Church of Our Saviour *12236 Mandarin Rd.* Han Beecher Stowe and her husband Calvin Stowe were members this congregation when in Mandarin. The present building, on t St. Johns River, was dedicated in 1966.

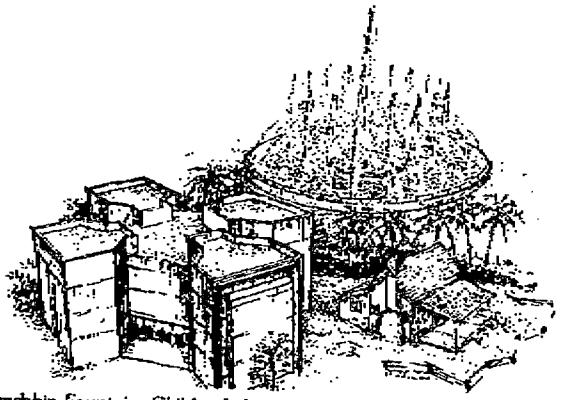
32. Site of Home of Harriet Beecher Stowe *12447 Mandarin Rd.* The Mandarin Community Club. The Stowe fam operated an orange grove, and spent several winters in Ma darin in the 1870's. Mrs. Stowe, author of **Uncle Tom's Cabi** wrote about Florida in her book, **Palmetto Leaves.** (M)

33. Epping Forest *6814 San Jose* This estate was built as winter home by Alfred I. and Jessie Ball duPont. He was volved in banking, railroads, and other Florida industries. Sl was known for her many philanthropies. Such distinguish guests as President Ford and President Sadat have recently be guests here. It is listed in the National Register of Historic Place

34. Red Bank *1230 Greenridge Rd.* Red Bank Plantati was developed on a 1790 Spanish Land Grant. The prese brick home, the oldest in Jacksonville used continuously as residence, was built in 1854 and remodeled in 1937. It is liste in the National Register of Historic Places.

35. Jacksonville Children's Museum *1025 Gulf Life Driv* More than thirty-five years ago, the Museum started with di plays in the windows of the Barnett Bank Building. It progress to a house in Riverside, then the present building in 1969. Th Museum consists of a planetarium, and exhibits to interest adul as well as children. It offers tours, classes, clubs, films, lecture

FROM 11101000111 7.30.1992 16:02 P. 9



Friendship Fountain, Children's Museum and Heritage Homestead

and other activities. On the grounds is located an American Bicentennial Heritage Homestead. Admission is free.

36. St. Johns River Park and Marina *South bank of the St. Johns between the Alsop and Acosta bridges.* This waterfront park was built by the city in 1965 through the encouragement of the Southside civic clubs. It offers an excellent view of Jacksonville's skyline. There are picnic areas and docking facilities. Friendship Fountain's jet nozzles throw the water into the air ten stories high. At night this display is illuminated. The St. Johns is one of the few rivers that flows northward. (M)

37. First Bridge across the St. Johns River *Adjacent to the Acosta Bridge* It was built by Henry M. Flagler in 1890 as a single track railroad bridge then later double-tracked. This was the first railroad bridge over a major river in the state.

38. Site of Fort San Nicholas Battery *Behind the present School of the Assumption, 2431 Atlantic Blvd., at the river's edge.* Fortification of the narrow portion of the river was important to the defense of Spanish Florida. Troops were stationed along the river as early as 1740. The battery was constructed later, destroyed and rebuilt several times. (M)

39. Millers Creek *South side of Atlantic Blvd. at Mayfair* D. S. H. Miller moved to a 300 acre plantation west of this creek in 1799. It was a Spanish land grant to his wife, the former Anna Hogans Bagley. (See #2) (M)

40. Jacksonville Art Museum *4160 Boulevard Center Drive* Many art groups in Jacksonville provided the artistic heritage that led to the formation of this Museum in 1948. First housed in the old Fleming Mansion in Riverside, the Museum moved here in 1966. It consists of several galleries and offers art classes, lectures, tours, concerts, and other activities. Admission is free.

41. Bartram School *2264 Bartram Rd.* This private school was established in 1934. It is appropriately named for John and William Bartram, father and son botanists and ornithologists, who explored Florida in the 1760's. Through their writings, they became Florida's first press agents.

42. Jacksonville University *2800 University Blvd. North* Chartered in 1934 as Porter University, this private college is now located on the St. Johns River. Delius House, the restored home of the composer Frederic Delius, was moved from Solano Grove near Picolata to this campus.

43. Fort Caroline National Memorial Park *12713 Fort Caroline Rd.* Site of replica of the fort built by the French Huguenots in 1564. A replica of the original column, placed in 1562 by Huguenot Captain Jean Ribault, stands at the St. Johns Overlook, a part of the park. St. Johns Town was founded in this area by the British in 1779. (M)

44. Site of Landing of Germans from U-Boat *On A1A about five miles south of Ponte Vedra city limits* In June of 1942, four German saboteurs landed on a deserted area of the beach. Another team had landed a few days before at Long Island, New York. One of the eight decided to confess to the FBI. All were found, tried and declared guilty of violating the laws of war. (M)

45. Site of Fort Steele *Tip of carrier basin at Mayport, NAS* Built in 1861 by local Confederate troops, this earth and log fortification was named for Captain Holmes Steele of the Jacksonville Light Infantry, first unit to volunteer in the Florida Confederate Forces. It was captured by Union soldiers in 1862. Steele, a physician, editor, state senator, and mayor of Jacksonville three times, is buried in the Old City Cemetery. (See #18)

46. Broward House *9953 Hecksher Drive* Former home of Napoleon Bonaparte Broward (1857-1911), State Representative and 19th Governor of Florida. He was a controversial figure, descended from a French soldier who fought in the American Revolution and settled in Florida about 1800. The house is listed in the National Register of Historic Places.

47. Site of Mission of San Juan Del Puerto *On the Shell Road, West side of Fort George Island* Established in 1580 by the Spanish Franciscan Order of Friars, it was the center of religious life in the area. The Mission was destroyed in 1702 by raiders from the British colony of South Carolina. (M)

48. Zephaniah Kingsley Plantation House *Fort George Island* Probably the oldest plantation house in Florida, Kingsley purchased it from John Houston McIntosh in 1817. Kingsley was married to an African woman, Anna Jai. He raised cotton, oranges, and other crops. A slave trader, he trained his slaves to be craftsmen and farmers. His niece, Anna Matilda Whistler, was the model for "Arrangement in Grey and Black, Portrait of The Artist's Mother," the famous painting by her son, James McNeill Whistler. The house and grounds are a state park and listed in the National Register of Historic Places. (M)

49. Yellow Bluff Fort *New Berlin Rd. off Hecksher Dr.* An earthworks fortification built by Confederate forces to help guard the river and Jacksonville during the War Between the States. It was captured and held by the Federals. The original earthworks remain, a few cannon have been added in recent years. This is a state park, not presently open to visitors. (M)

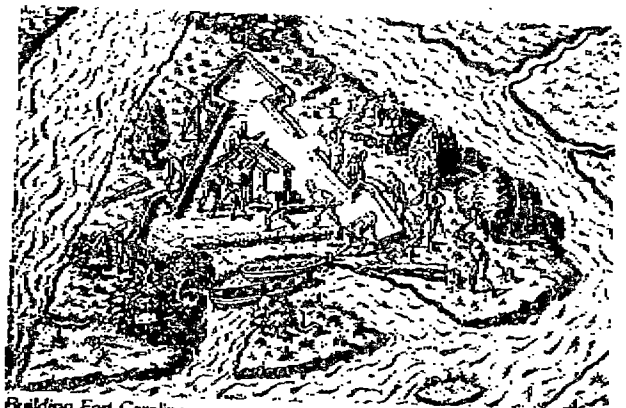
50. Site of the Southernmost Skirmish of the Ameri Revolution in East Florida *U.S. 1 and Thomas Creek* Thor Creek, a tributary of the Nassau River, was the site of a skirm May 17, 1777. (M)

51. Moncrief Springs *Moncrief Rd. near 45th Street next Eartha M. M. White Comprehensive Nursing Home, Inc.* T story of the Frenchman, Eugene Moncrief, said to have buri treasure near the springs in 1793, lends mystery to the are There is no record of the existence of any treasure. The land w purchased by Mayor Peter Jones (See #14), who developed it 1874 as a resort. That year, the State Baseball Championship attended by over a thousand people, were held here. At prese very little of the spring remains. The Nursing Home was erecte in 1967 by Eartha Mary Magdalene White, black philanthropis who also founded the Clara White Mission.

52. Isaiah David Hart's Grave *Evergreen Cemetery, Eve green Ave.* Hart lead the group which founded Jacksonville (See #2) He was active in real estate and owned much land owned and operated a hotel; was postmaster and held severa court positions. He was buried in the family mausoleum near th southeast corner of Laura and Orange. The tomb was destroyed by the 1901 fire and the bodies were moved to Evergreen.

53. Joseph E. Lee Community Center *1424 East 17th Street* This day care and community center was named for Joseph E. Lee, one of the first Negroes admitted to the Florida Bar. Born in Philadelphia in 1849, he studied law at Howard University. He moved to Jacksonville where he practiced law and held municipal offices. He also served in the State Legislature. Lee's books and papers are housed in a library-museum which was dedicated on January 19, 1976, as a Bicentennial project.

54. Site of Camp Cuba Libre *Ionia and the railroad, Third and Eighth Streets* Established by General Fitzhugh Lee's Seventh Army Corps during the Spanish American War. It was later moved to Panama Park. Lee was the nephew of Robert E. Lee, General in Chief of the Confederate Armies.



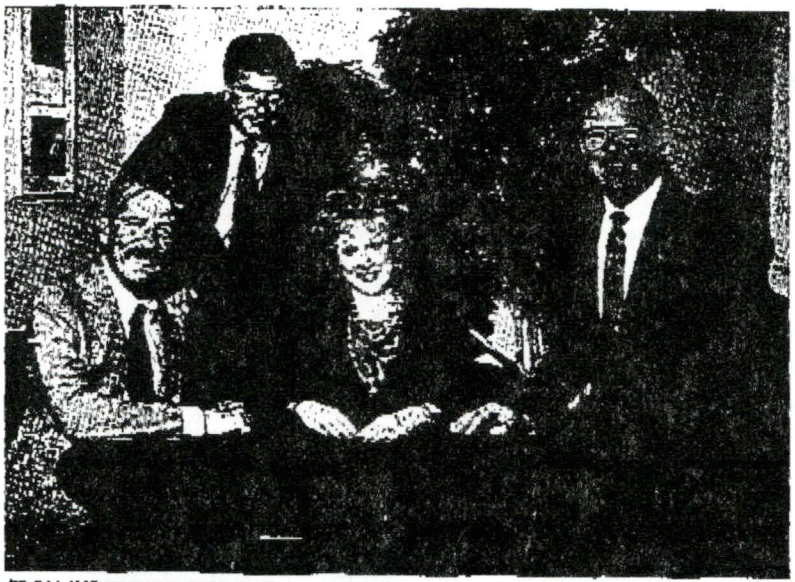
Building Fort Caroline *From De Bry Engraving, 1564*

LOCAL SUCCESS STORY

ATS, BSI, Metro, & Abacus Merge To Form $80 Million AccuStaff Incorp.

Four independent regional temporary companies in the eastern U.S. have joined together to form *AccuStaff, Incorporated* in a thrust to create "a platform for national expansion." As of May 4, 1992, *ATS Services* (Jacksonville FL), *Abacus Services* (Virginia Beach VA), *BSI Temporaries* (Baltimore MD), and *Metro Temporaries* (Louisville KY) have merged their operations into a single unit, headquartered in Florida.

"This merger is the culmination of our vision to form a national company poised to offer the finest temporary help service in the nation and to expand into specific niche markets as they become viable," said an obviously-enthusiastic Delores Kessler, President & CEO of $27 million ATS Services, who was chosen as AccuStaff's President & CEO. She will also direct the Southeast operations. "By retaining a regionalized approach, we can offer our clients the best of all worlds – unconditionally guaranteed personal service at the local level, with the support and efficient operational systems of a national company."



FROM INDEPENDENT TO NATIONAL: AccuStaff Incorporated Board of Directors (from left to right): David Richardson, Stephen Hoffman, Delores Kessler, William Thumel

David G. Richardson (President and Founder of $30 million BSI) is Chairman of AccuStaff and will direct mid-Atlantic operations. William H. Thumel, Jr. (President, CEO & Owner of $12 million Abacus) is Secretary of the new corporation; he will direct the Southern operations. Stephen Hoffman (Founder & President of $11 million Metro) will serve as AccuStaff's Treasurer and will direct the company's Midwest operations.

The merger brings together four independents, each with strength in three to five local markets, covering a total of 12 states and 43 cities. The four companies were originally founded between 1971 and 1978. The new entity is heavily concentrated in the mid-Atlantic and Southeastern U.S. areas, with one location each in Illinois, Indiana, Kentucky, Tennessee, and Arkansas. Kessler's ATS had 23 corporate-owned offices at last count, mostly in Florida; Richardson's 16 offices are concentrated in Maryland, Virginia, DC, and Delaware; Abacus has 12 offices throughout Virginia; and Metro is the leading independent in the Louisville market.

AccuStaff intends to expand rapidly into new areas through internal growth and acquisition. While further mergers have not been ruled out, external growth by acquisition is more likely, according to AccuStaff's Bill Thumel, Jr. "If we haven't made it nationally by 1995, we've fallen short," he added. Thumel said that the four principals "have a great deal of mutual trust" developed over many years, and feel that they bring different strengths combined with overall compatibility.

"There is a certain comfort and insurance in having three other compatriots that will pull just as hard as you will," added BSI's Richardson, who hired Bill Thumel out of college to give him his start in the temp industry years ago. The four principals already have 13 years of unoffical "board history," first in the United temp network which they outgrew as they expanded into additional markets, and later in their own group of regionals. After three or four years of talking about the concept, the four AccuStaff owners decided in January of this year that "the timing was right."

The AccuStaff merger will position the new company to take advantage of some of the larger federal contracts available on a regional basis, such as those offered by the U.S. postal service. The combination will also allow a substantial reduction in accounting staff and operations, as well as other economies of scale, making each office more able to compete with national firms, said Thumel.

Though the regional companies will maintain their separate companies in a transitional period, operations, accounting, and planning are being quickly centralized in Jacksonville FL. The company expects combined revenues of $80 million in 1992, with more than 6,000 temporaries on assignment each week.

The AccuStaff principals expect to expand their operations by following the ATS lead into three niche areas – accounting staffing, computer staffing, and senior citizen staffing. They will also seek to exploit what they term "berg" markets (middle-sized communities where personal relationships are essential). ATS Services' recent franchising push will remain outside of the merger, though ATS Personnel Services now contracts with AccuStaff to provide its support services. Mark Pass of ATS has dual roles as President & CEO of the ATS franchise arm and VP Corporate Services for AccuStaff.

The AccuStaff merger may be just the first of what could turn into a merger trend as regionals and independent companies look for ways to compete more effectively against national pricing and coverage. New staffing marketing approaches emphasizing partnering arrangements are also putting a premium on size and range of service to meet the needs of larger organizations.

Profile

American Dreamer

t was the mid 1950s and Delores Pass Kesler was only thirteen. Her father who worked for Southern Bell to pay e bills and ran a poultry farm to afford few extras, decided Delores could be usted with the finances of the little icken farm.

"If you bought the feed and fed the ickens and gathered the eggs, then you ld them and hopefully there was a ofit. That seemed very easy to me," said esler who, as chairman and CEO of ATS ervices, Inc., has translated that natural usiness ability into a multi-million dollar mporary employment agency.

Kesler grew up in the Dinsmore area of he Northside, then a rural haven with one of the crime or drugs that plagues North Jacksonville today.

It was easy then to see the good part of ife — to see the glass half-full.

What sets Kesler apart from many of ier contemporaries is that nothing, not he depression, not delayed entry into college, nor even the many hurdles women must jump to succeed in the business world could dim that natural optimism.



Delores Pass Kesler

"I always felt that I would someday be in business for myself, you know, the Great American Dream," said Kesler. "I tested almost every area, looked at many different traditional female businesses: gift shops, dress shops, female service businesses. But there wasn't really a fit with with any of those."

Although she describes herself as "not that domestic by nature," Kesler works well with people and has always gravitated toward work that combines management and drawing out employees' best qualities. Her first jobs were in personnel offices, first with A&P food stores, then with International Harvester. It was only a matter of time until she finally realized her "Great American Dream" with ATS.

"I was in my late thirties when I started this business," said Kesler, 51. "It was like, if you're really going to do something, you better hurry up and do it. My frustration was I'm not using everything I have."

Her interest in people, love of business and experience managing her aunt's nurse registry, jelled into the idea of a temporary employment agency for nurses and others in the medical field.

Linda Sherrer, president and CEO of the Prudential Network Realty, followed Kesler's progress at ATS from the beginning. Now a close friend and associate of Kesler, Sherrer recalls admiring the achievements of the successful woman entrepreneur. "She is dynamic, bottom-line oriented, but feminine when a lot of women feel they have to be masculine to compete."

As Sherrer and the rest of Jacksonville looked on, Kesler's "baby" grew at the amazing rate of 600 percent per year. One million dollars in sales by the second year pointed toward the sure success of ATS which had already grown to include clerical temps. Thriving on growth and change, Kesler decided to expand geographically as well — branches in Orlando, Tampa, Atlanta, Charlotte, Fort Lauderdale and Greenville. Twenty-three offices, annual sales of $40 million. ATS has clearly benefited from its creator's penchant for change.

"I have a very high change need. I am not at my best maintaining something status quo," said Kesler. She paused, then added, "Best? I'm not even good at it!

"Besides, you have to have a place for ambitious employees to grow," said Kesler from her neat teal and wood chair pulled up to an informal meeting table at ATS headquarters on Atlantic Boulevard. "We hire very bright, aggressive, ambitious people and part of our growth plan is dictated by those employees."

Like many high achievers, Kesler admits to having high expectations of others. As a boss, she is allowed to make those expectations the standards of her business. And she does.

"Delores reminds me of Madonna, but in the business world," said Jan Harper Robertson, one of those bright employees who grew out of ATS. Owner of Specialties USA, Robertson worked with Kesler for ten years until Kesler encouraged her to follow her own entrepreneurial spirit. "She reminds me of Madonna's best qualities, because Delores relishes change and risk-taking as the way to grow."

"My best attributes are development. Plus, I get bored very easily. So I have to keep creating to keep myself from getting bored," explains Kesler with an uncommon self-awareness.

Perhaps that creative force is the reason Kesler, who could easily fill more than 24 hours a day with her own business, is nonetheless heavily involved in community organizations.

"She is a dynamic individual...and a delight to work with. Definitely a success story," said Walter Lee, president of the Jacksonville Chamber of Commerce. Under Kesler's leadership, last year's fund raising campaign for Cornerstone (the organization which replaced the Committee of 100) raised $4.5 million, a feat Lee considers remarkable in these economic times.

"She feels a real commitment to the community, not only to businesses through the Chamber of Commerce, but to charities as well. Delores has been on the board of just about every charity in this city," said her husband of three years, County Court Judge Morton Kesler. His voice was full of admiration, but slightly tinged with regret that each day is only 24 hours, as he admitted that such a busy schedule makes home life a rare and precious commodity.

"I can remember when I was a child, my family said, 'Delores will always be the optimist.'"

Married to Judge Kesler, she is the mother of two children from a previous marriage, a son, now 31 with two children of his own, and a daughter, 22. "My family is the most important thing to me," said Kesler who stayed at home for a short time when her children were young.

Whether it's balancing family and career or balancing the books, Kesler points to an unbridled optimism as the quality that helped her over the hurdles and pushed her toward success.

"I immediately go to the silver lining behind the clouds," she said. "You have to almost force me to look at the negative side of things. I can remember when I was a child my family always said, 'Delores will always be the optimist.'"

They were right.

JT

BY LAURA L. MACCIO

Import/Export Firms

AAA Chemical Div. of Tafco Inc., P.O. Box 2730, 32203 (356-7723), Contact: Bob Fitzhugh. Exports: chemical specialities Exports To: worldwide.

ADC (Athletic Die Co.), Post Office Box 1128, Amelia Island, 32034 (261-5588), Contact: Dan W. Clower. Exports: die cutting machinery, steel rule cutting dies Exports To: worldwide.

AGR Fabricators of Florida Inc., P.O. Box 10158, 32247 (733-9393), Contact: George Shami. Exports: Laboratory table tops. Exports To: Venuzuela. Imports: From: Belgium.

AIM Automotive Warehouse, 156 Industrial Loop, South Orange Park, 32073 (264 1166), Contact: Robert E. Frame. Exports: automotive aftermarket - i.e. plugs, freeon, oil, antifreeze Exports To:South America.

AIM-CO. Inc., P.O. Box 8482, 32239 (725-6396), Contact: Brenda Murray. Exports: shower curtains. Exports To: Hong Kong.Imports: vinyl plastic material for shower curtains, plastic curtain hooks Imports From: Taiwan

Adcom Wire Co., 925 N. Lane Avenue, 32205 (786-0750), Contact: Jean Kavanaugh. Exports: wire Exports To:Worldwide.

Aerocoustic Corp., P.O. Box 10725, 32207 (731-3577), Contact: Alex Fletcher. Exports: industrial noise control products, gas turbine silencers; jet engine test cells Exports To: worldwide.

Aggio Graphic Design Inc., 4250 Lakeside Drive, Suite 108, 32210 (384-7652), Contact: Carol Peters. Imports: graphic designs for brochures, annual reports and corporate identities. Imports From: England.

Aircraft Products CO., 11710 Central Parkway, 32216 (641-4900), Contact: Larry Beard,V.P. Exports: galleys and in-flight food service equipment Exports To: Canada, China, Brazil, Japan, India, New Zealand

Alida Marketing, Inc., P.O. Box 61504, 32236 (387-4494), Contact: Alida Camodeca. Exports: food, food supplements, cosmetics, vitamins, natural teas and herbs.Exports To: Caribbean, Central and South America.

Allied Plastics Co., Inc. P.O. Box 3125, 32206 (359-0386), Contact: Greg Berger. Imports: screws, castings and furniture. Imports From: Taiwan, China and Thailand.

Alternative Computer Acquisition, 9456 Phillips Highway, #3, 32256 (904-260-0663), Contact: Paul Peltz. Exports: computer hardware, peripherals Exports To: worldwide.

Aluma Shield Industries Inc., 405 Fentress Boulevard Daytona Beach, 32114 (255-5391), Telex: 808631, Contact: Allen Rockafellow. Exports: pre-insulated panels, cold storage and industrial doors. Imports To: Canada, Caribbean, Phillipines, Costa Rica, and Brazil.

American Body Armor & Equipment Inc., P.O. Drawer 1769, Fernandina Beach, 32034 (261-4035), Telex: 6971170, Contact: George Gomez Intn'l. Exports: bullet resistant vests, bomb handling equipment, armoring of vehicles, armored patrol boats Exports To:worldwide.

American Construction Equipment, 2918 St. Augustine Road, 32207 (396-1117), Contact: Bill LeClere. Exports: construction equipment; viberators, Mortar mixers, air compressors, pumps, industrial machinery, scaffolding Exports To: Bermuda, Cuba, South America, Bahamas, Caribbean, and IU. Puerto Rico, Virgin Islands

American Coolair Corp., P.O. Box 2300, 32203 (389-3646), Telex: 56529, Contact: Glenn B. Johnson. Exports: ventilation and cooling systems for poultry, greenhouses and livestock buildings. Exports To: Central and South America, Middle East and Far East.

American Distributor, 6867 Stuart Lane S., 32205 (783-1320), Contact: Tim Overman. Imports: liquor and wine Exports To: worldwide.

American Energy Technologies Inc., P.O. Box 1865, Green Cove Springs, 32043 (284-0552), Telex: 362644, Contact: Steven K. Gorman Pres. Exports: solar collectors and absorber plates. Exports To: Saudi Arabia, Finland, Antiqua, St. Kitts, Japan and Bermuda.

American Manufacturing Co., 1520 Industrial Blvd., 32205 (354-2538), Contact: Jim Waters. Exports: strapping, rope, twine, oakum. Exports To: Caribbean, Central America. Imports: rope, strapping, twine Imports From: Korea, Portugal, Mexico, Brazil.

American Medical Products Inc., 3728 Phillips Highway, Suite 32, 32207-6840 (396-5525), Telex: 810-8278-0391, Contact: John C. Terrell. Exports: medical supplies Exports To: Worldwide.

American Olean Tile Co., 7660 Phillips Highway, 32256 (731-9277), Contact: Bobby Dean. Exports: ceramic tile.To: Caribbean.

American Rad Inc., 6955 Business Park Blvd., North, 32256-2736 (260-3440), Contact: Lorraine L. Giordano. Exports: X-ray equipment, new and used. Exports To: Mexico, Central and South America.

Ampuro, Inc., 3730 Cathedral Cove Road, 32217 (733-4609), Telex: 523206, Contact: Susan Hill. Exports: factory and office automation, hydraulic cylinders for agricultural equipment. Exports To: Eastern Bloc countries.

Anchor Glass Container Corp., 2121 Huron Street, 32205 (786-1010), Contact: Ken Troup. Exports: Glass containers Exports To: worldwide.

Anchor International Trade Co., Inc. P.O. Box 222, 32201 (398-3504), Telex: 56536 CALSHIP, Contact: Steven N. Hiers. TWX: 810-827-1411. Exports: lumber and wood products (chips), tires shredded, deep sea foreign transportation, chemicals/fertilizers Exports To: worldwide, Imports: aggregates. Imports From: Bahamas and Jamaica.

Anelo Brothers Co., 2000 Lewis Industrial Drive (783-9161), Contact: Earl Joplin, Gen. Manager. Exports: and imports lamp parts, light bulbs, and light fixtures.

Anheuser-Busch Inc.,111 Busch Drive, 32218 (751-0700), Contact: John Mahoney. Exports: beer.

Antilles Forest Corp., 7927 Little Fox Lane, 32216 (641 9762), Contact: L. Linares. Exports: lumber. Exports To. Puerto Rico.

American Water Systems, 3674 St. Augustine Road, 32207, Contact: Ellen Axtell.

Asian Advisory Services, 12043 Hidden Hills Drive, 32225 (642-3108), Contact: Keng Yoke, June Olson.

Asian Unique Imports, 4637 Palmer Avenue, 32210 (387-2028), Contact: Cora A. Mullen. Imports: Capiz shell products and costume jewelry. Imports From: Philippines.

Astor Products Inc., 5244 Edgewood Court, 32205 (783-5352), Telex: 510-601-0250 Contact: B. R. Duggar. Exports: detergents Exports To: Puerto Rico, Venezuela, Trinidad

Atlantic Bag & Paper Co., P.O. Box 3224, 32206 (355-2592), Contact: Shea Ralph. Exports: and imports disposable paper and plastic products - bags, cups and cutlery. Exports To: Bahamas, Bermuda and Central America. Imports From: Taiwan, Hong Kong, & South America

Atlantic Marine, Inc., 8500 Heckscher Drive, 32226 (251-3111), Telex: 756894 (AMI B), Contact: Don Moore. Exports: Ship building, ship repair and conversion Exports To: worldwide

Atlantic Surplus Equip. Co. Inc., 1307 N. McDuff Ave., 32205 (387-3276), Contact: larry Music. Exports: all types of transport equipment, trucks, contractor's equipment, farm equipment Exports To: Caribbean, South America

Auto Driveaway Co., P.O. Box 47267, 32247-7287 (398-4400), Contact: Fred Dunbar. Exports: and imports automobiles. Exports To: and imports worldwide.

BF Goodrich Marine Products and Services, 6061 B F Goodrich Blvd. Blount Island 32226 (757-3660), Contact: Michael Gurney. Exports: composite rubber and plastic products Japan, Australia, Germany, Spain and Greece Exports To: South AMerica and Canada

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B.S.I. Wire Products, Inc., 5555 W. 1st St. 32205 (781-6775), Contact: George E. O'Hey. Exports: wire and wire products Exports To: Puerto Rico.

B.I.T. Inc. (Business Int'l Trade), P.O. Box 17671, 32245-7671 (733-1281), Telex: 522865 BIT INC BITSCORP Contact: Bill Smith. Exports: comodities, paper, agriculture, cement, medical equipment, electronics and food products. Exports To: Europe, Asia, South America, Africa and Australia. Imports: garments, apparel, sporting goods, health and beauty, textiles, jewelry, plastic products, rubber products. Imports From: Europe, Asia and South America Africa and Australia

Bacardi Corp., P.O. Box 26368, 32218 (757-1290), Contact: George Jackson. Imports: Bacardi Rum. Imports From: Puerto Rico.

Bags By Tyler, Inc., P.O. Box 11790, 32239-1790, (721-5440), Contact: Ken E. Norton, President. Imports: hand bags and baskets, Imports From: Philippines.

Banana Processor, Inc., 3335 North Edgewood Avenue 32205 (904-356-8477), Contact: Rick Jefferies. Imports: bananas and other fruits Imports From: worldwide.

Barnett Brass & Copper, 3333 Lenox Avenue, 32205 (384-6530), Contact: Bill Pray. Exports: and imports general hardware supplies. Exports To: East Asia, Central & South America, and the Caribbean Imports: Worldwide

Beach Trading Co., P.O. Box 41084, 32203 (786-8036), Contact: Wilson Griffin, Vice Pres. Tom McCullough, Sales Mgr. Exports: and Imports all food products Exports To: worldwide

Beaver Street Fisheries, 1741 W. Beaver Street, 32209 (354-8533), Contact: Harry Frisch. Exports: and imports seafood, paper products, and meats & vegetables Exports To: and imports worldwide.

Beghelli Inc., 11221-2 St. Johns Industrial Parkway S., 32216 (646-4416), Contact: Lisa Gartman. Imports: emergency lighting, indoor and outdoor lighting, rechargeable lamps, energy saving devices (electronic ballasts) Imports From: Italy

Belstar Marketing International Inc., P.O. Box 14778, 32238 (269-5952), Contact: David B. Singh. Exports: electronics, computers, peripherals, accessories, and building materials. Exports To: Caribbean, South America, and Central America. Imports: fruits, juices and snacks. Imports From Trinidad, Barbados, Grenada, and Phillipines. Central and South America

Benco Party Favors Inc. P.O. Box 10639, 32247 (731-4400), Telex: 808523 BENCO-JAX Contact: Frank Ricketts. Exports: party favors, decorating kits and essentials. Exports To: worldwide. Imports: vinyl, party favors, decorating kits and essentials. Imports From Germany, Japan and Mexico.

Benjamin Moore, P.O. Box 1107, 32201 (355-2663), Contact: Ed Churchill. Exports: paint. Exports To: Caribbean, Netherlands Antilles.

Bernuth Lembcke Co. Inc., 1827 E. 30th St., 32206 (355-6567), Contact: Frank T. Pound. Exports: coal tar creosote/55 gallon drums Exports To: worldwide Imports: coal tar, coal tar creosote in bulk Imports From: England, France, Holland, West Germany

Blue Fishery Inc., P.O. Box 40492, 32201 (723-3486), Telex: 4931323-BLUEFUI, Cable: BLUEFUI, Contact: Henry Guevara. Exports: used and rebuilt printing equipment and supplies Exports To: Africa, China, Egypt, Europe, Imports: fresh and frozen seafood, fishmeal, canned sardine and tuna fish Imports From: South America, Peru and Central America

Bodyline Comfort System, 3730 Kori Road, 32217 (262-4068), Contact: Richard W. Fiore. Exports: orthopedic medical products-low back cushions, neck pillows, and mattresses Exports To: Canada, Japan and Europe

Boebinger International Truck Sales Inc., 1848 N.E. Jacksonville Road Ocala, 32670 (732-8151), Contact: Fred Evick. Exports: new and used medium and heavy duty trucks.

Boral Brick, 56 South Edgewood Avenue 32205 (904-388-5512), Contact: Dan Jones. Exports: brick distributor Exports To: worldwide.

Brooks Transfer & Storage Co., Inc., 655 Lane Ave. N. 32205-2822 (786-0225), Contact: Brian K. Gottal. Exports: transportation of household goods, office furnishings, electronics, trade show displays and general freight. Exports To: worldwide

Burgman Industries, 2600 W. Beaver St., 32205 (386-2311), Telex: 71-289336, Contact: John D. Hart. Exports: tractor undercarriages, final drives, transmission parts Exports To: Latin America Imports: tractor Parts Imports From: Italy

Business Supply Co., 5260 Beach Blvd., 32207 (396-5956), Contact: Jaime Zamalloa, President. Imports: office supply business. Imports From: Mexico, Japan, Korea, Taiwan, Canada

C-V Sales Inc., P.O. Box 3437, 32206 (353-9003), Contact: Roger Baker, President. Exports: fire protection equipment, fire hose nozzels, hose racks and reels, fire valves, fire hose cabinets Exports To: Puerto Rico. Imports From: Taiwan

Cain & Bultman Inc., P.O. Box 285, 32203 (356-4812), Contact: T. N. Sandifus. Exports: Televisions, VCRs, carpet and floor covers, air conditioners and Jenaire ranges Exports To: Bahamas, Central and South America

Canvas Products, 11320 East Distribution Avenue Mandarin, 32256 (268-8000), Contact: Rick Bedard. Exports: Canvas goods and awnings. Exports To: worldwide.

Cargill Inc., P.O. Box 60669, 32236 (7[illegible] Telex: 290625 CARGILL MPS, Contac Foblirsch. Exports: whole frozen chic frozen chicken parts, frozen turkey e Exports To: Japan, Hong Kong, Singa Egypt, Caribbean

Carlon, A Lanson and Sessions Co., Santa Fe Blvd High Springs, 32643 (45 Contact: D. Webb, Sales Supervisor . E PVC pipe and fitting's Exports To: Pue and Saudi Arabia

Carpco Inc., 4120 Haines Street, 32206 3681), Cable: CARPCO JAX Contact: N Taylor, Division Manager. Exports: ele static and magnetic separation equipm Exports To: worldwide. Imports: Complementary materials processing equipment Imports From: U.K.

Michael Leo Carrigan, 119 Sewald Stre 32203 (353-5936), Exports: plastic trays containers. Exports To: Caribbean and Canada.

Carroll Tire Co., 3028 Mercury Road, 3 (733-3420), Contact: S. O. Kines, Jr., Vice President. Exports: tires. Exports To: worldwide.

Carter Seed & Fertilizer Co., 12905 Phil Highway 32224 (262-2402), Telex: 37910 SEED, Exports: seeds, equipment, feed additives Exports To: Europe, Africa, P South America, Caribbean Basin.

Cavalier Products Inc., 8230 Baycenter F 32216-7497 (733-6191), Contact: Charles Aiken. Imports: office equipment Import From: Japan

Cedar Creek Marina, Inc., 5434 San Juan Avenue 32210 (904-384-6995), Contact: Bi Poremba. Exports: boats, motors and trai Exports To: Bermuda, Bahamas, German Switzerland

The Celotex Corp., P.O. Box 40569, 32203 (751-4400), Contact: Laurence Hickey. Ex gypsum wallboard Exports To: worldwi

Champion's Craft & Decoration Inc., 97 Regency Square Blvd. 32225 (725-3020), Contact: Danny Champion. Imports: art flowers, plants, trees, crafts, novelties, giftware, ribbons, silkflowers, art and par supplies, wedding supplies Imports From Hong Kong, Germany, Sweden, Italy, Jap and Holland

Champoint Inc., P.O. Box 56097, 32241 (4-0540), Contact: Avi Parnass. Exports: Buy office for middle east countries, especiall Israel. Producer of automotive parts and accessories. Exports To: Lebanon, Nigeri Kenya, Egypt, Jordan, Cyprus, Greece, ar Israel, Belguim, UK, and India. Imports: parts. Imports From: India and Israel.

Florida's Business City

Florida Transit Co., Inc., 3543 West Beaver Street, 32205 (388-3093), Contact: Jerry Hooker. Exports: computer products and engineering instruments.

Florida Wilbert, Inc., Box 40485, 32203 (904-765-2641), Contact: William H. Maddox, Jr. Exports: burial vaults Exports To: South America and Caribbean

Florida Wire & Cable Co., P. O. Box 6835, 32236 (781-9224), Telex: 517964, Contact: J. A. Salinas, Senior Vice President. Exports: construction products and wire cable Imports: steel, machinery nuts and bolts, porcelain products Imports From: worldwide.

Foodonics International, Inc., 5139 Edgewood Court 32205 (783-0950), Contact: Kevin Klempf. Exports: fresh shell eggs. Exports To: Caribbean, South America, and Japan.

Foreign Trade Marketing, 1279 Starboard Lane Sarasota 34242 (349-9090), Contact: Irv Tobocman and C. C. Gallager. Exports: U.S. manufactured branded grocery, health and beauty products. Exports To: worldwide.

Four M Corporation, 634 Lane Avenue North, 32205 (783-1650), Contact: Jeff Mehiel. Exports: corrugated box and pad manufacturer. Exports To: West Indies and Puerto Rico.

Foxmeyer, 6100 Phillips Highway, 32216 (730-8299), Contact: Archie Jennings. Exports: wholesale for pharmaceuticals. Exports To: worldwide.

Frank Webner Exports, 16 Timber Trail Ormond Beach 32174 (904-677-6346), Contact: Frank Webner. Exports: aircraft and aviation parts Exports To: Europe and Africa

Arthur J. Fritz & Co., P. O. Box 13188, 32206 (355-8292), Contact: Frances M. Dees. Exports: foreign freight forwarder, air freight and marine insurance. Exports To: worldwide. Imports: customs broker. Imports From: worldwide.

G & C Cartage Company Inc. (FFF), 6801 West 12th Street, 32205 (783-6029), Contact: Gil Surprenant. Exports: freight of all kinds. Exports To: Caribbean, Europe, Far East, Australia, Africa, New Zealand, Middle East, Scandinavia and United Kingdom. Imports: break bulk and distribution of freight of all kinds. Imports From: Puerto Rico.

GOS International Distributors, Inc., 6393 Powers Ave., Suite 17, 32217 (731-6200), Contact: Gonzalo C. Oliva. Exports: cookware to Canada and Caribbean and refrigeration equipment to South America Exports To: Canada, Chile, Dominican Republic, & Mexico Imports: Cookware Imports From: West Germany, Italy, Spain, and Netherlands.

GSC International Inc., P. O. Box 417, Atlantic Beach, 32233 (249-0332), Telex: 5101003280 GSCINTL, Contact: George S. Gregory. Exports: industrial machinery/equipment, chemical coatings, and engineering instruments Exports To: Taiwan, Korea, Singapore, West Germany and Japan Imports: precision tools, valve reconditioning machines, hydraulic tools, hand tools and textile machine parts Imports From: West Germany, Japan, and Taiwan

Gate City Bedding Inc., 2081 Walnut, 32206, 355-3431, Contact: B.D. Chambless. Exports hospital mattresses and pillows.

Gateway Suppliers, Inc., 2596 Edison Avenue, 32204 (389-4234), Telex: 529-193 Contact: Herman O. Jones. Exports: Animal feed additives Exports To: Latin America, Far East, and Middle East.

Gem Products Inc., 140 Industrial Loop, Orange Park, 32073 (264-0173), Telex: 293691 Contact: Erle S. Bridgewater. Imports: hardware and accessories for marine applications Imports From: Thailand, Japan, Korea, Portugal, Italy, Taiwan, Hong Kong and Canada

General Hardware Co., 3031 Westside Blvd., 32201 (768-3421), Contact: Robert Bass. Exports: sporting goods, gen. hardware, automotive, hand tools, power tools, lawn/garden supplies, heat supplies, fastners, bldrs. hardware, paint/sundries, housewares, applian., plumb/elect. Exports To: Caribbean region

Georgia-Pacific Corp., P.O. Box 18016, 32229 (757-8140), Contact: Norbert F. Lechwar. Exports: corrugated boxes Exports To: Bermuda, Caribbean and Central America

The John Girvan Company, 11730 Phillips Highway, 32256 (260-4505), Contact: Don H. Girvan. Exports: swimming pool chemicals and cooling tower treatment products. Exports To: United Kingdom, Canada South Africa, Australia, Europe Bahamas, Venezuela and Malta, Imports: swimming pool filters. Imports From: Republic of the Ciskai.

Glassflake International Inc., 6525 Greenland Road, 32258 (268-4000), Telex: 56534 GLASSFLAKE JAX, Contact: James N. Hume. Exports: synthetic resins. Exports To: Worldwide.

Godak International Inc., P. O. Box 13776, Gainesville, 32604 (332-0298) GODAK Contact: Godwin E. Akpu. Exports: tobacco leaf, cosmetics, shoes, leather & textile materials, pharmaceuticals, surgical & dental instruments Exports To: Nigeria, Bemim Republic, Yemen, Arab Republic, Kenya, Cameroom, Germany, Imports: audio and video tapes, surgical and dental instruments, leather and textile materials Imports From: Hong Kong, Pakistan, Japan, Germany

Grip-A-Strip Inc., 5148 W. Beaver St., 322((783-6848), Contact: Madelyn Estes. Expor aluminum rail used for holding paper and posters - apatended products. Exports To: Switzerland, Canada, Australia and Puerto Rico.

Grumman St. Augustine Corporation, P.O Drawer 3774/U.S. Hwy. 1 North, St. Augustine, 32086-3447 (825-3300), Telex: 887080 Contact: W. Powell. Exports: modification, overhaul, spare parts Exports To: Malaysia, Singapore, Turkey, Korea, Argentina, Brazil, Peru, Canada, Venezuela Uruguay, Pakistan. Imports: Talon Deckloc probes. Imports From: UK

Y.E. Hall, P.O. Box 18247, 32229 (757-5210), Contact: Darrell Hosmer. Exports: packagin products. Exports To: South and Central America and the Caribbean.

Hardee's Transport Inc., P. O. Box 26159, 32218-0159 (751-2150), Contact: Kenneth R. Hardee. President. Exports: Trucking, Flat beds, reefers, containers - specialized.

Hardwood Lumber Sales Inc., P.O. Box 6513 32236 (356-0665), Telex: 989617, Contact: E. Stewart Irwin. Exports: hickory tool handles and blanks, dowels, lumber, logs, aromatic red cedar lumber Exports To: UK, France, Holland, Germany, Sweden, Bermuda, Denmark, Italy, Spain and Belguim

E. H. Harms of Florida Inc., 1039 North Liberty Street, 32206 (356-9646), Telex: 810-827-0649 Contact: Manuel McGinn. Exports: Freight forwarders/custom house brokers dealing with transport of autos, trucks, boats, etc. Exports To: Worldwide Imports: FF/CHB dealing with autos, trucks, boats, Imports From: Worldwide

Harris Manufacturing, Inc., 126 W. State Street, 32202 (354-8400), Telex: Contact: Neal J Levitsky. Exports: fluorescent specular reflectors and fixtures. Exports To: worldwide.

Hecht Rubber Corporation, 6161 Phillips Hwy., 32216 (731-3401), Contact: Larry M. Hecht, Vice President. Exports: and import rubber products Exports To: Canada, Caribbean, South America, Israel and Mexico Imports From: Taiwan, China, Korea, Malaysia and Israel

E. Donald Hilliard, 1324 N.W. 94th Street Gainesville, 32606 (332-9563) Contact: Donald Hilliard. Exports: A/C, pneumatic controls, Agri. Exports To: worldwide. Imports: Agri. Imports From: worldwide.

Holmes Lumber Company, 5930 Orlando Avenue, 32208, (904)768-8445, Contact: Steve Carlson. Exports all lumber products worldwide.

Hughes Supply, 5285 Highway Avenue, 32205 (783-2810), Contact: Willis Pledge. Exports: Plumbing/building materials, lumber products

Humate International, Inc., 600 N. Ellis Road, 32205 (783-6396), Contact: Brien B. Galbraith. Exports: humate. Exports To: Europe, Japan, Israel, and Taiwan

Humphreys A Division of CARPCO, 4120 haines Street, 32206 (353-3681), Telex: 5-6367 Contact: Steve Hearn. Exports: industrial and laboratory mining equipment. Exports To: Worldwide. Imports: hydrocyclones. gravity equipment. Imports From: U.K. Malaysia.

Hunter Marine, Route 441, Box 1030 Alachua, 32615 (462-3077), Contact: Stephen Cutsforth. TWX: 8108252302, Exports: sailboats ranging in size 18.5' - 45' Racer and Cruisers. Exports To: England, Sweden, Japan, Puerto Rico, Australia, Norway Germany, France, Netherlands, Spain & Canada

ICL Group LTD. (USA) Inc., 2251 St. Johns Bluff Road, 32216 (641-2065), Telex: 9102408225 Contact: Frank Kennedy. Exports: international security and investigative consultants. Exports To: Worldwide.

ITOFCA Consolidators, Inc. 592 S. Ellis Road, #100, 32205 (904-786-7100), Contact: Cheryl Mack. Exports: transportation

ITT Rayonier Inc., P.O. Box 2002, Fernandina Beach, 32032 (261-3611), Contact: Steve Olson. Exports: chemical cellulose Exports To: France, Belgium, Brazil, Holland, Germany, Japan, Mexico Imports To: Australia, England

Import & Export International Inc., 6620 Lucente Drive 32210 (786-0169), Contact: Elizabeth Luna. Exports: fresh fruits, vegetables, frozen meats, fish, poultry, fresh eggs, fresh dairy products, health/beauty aids, housewares, toys, sewing notions, swimming pool equipment Exports To: Caribbean Islands, Central and South America Imports: exotic fruits (Yucca, Chayote squash, ginger root, Malanga, plantains and bananas) Imports From: Central America, Guatemala and Costa Rica.

Industrial Tractor Parts of FL, Inc., 8686 Phillips Highway, 32256 (731-8777), Contact: Doug Belcher. Exports: John Deere construction, utility, and forestry equipment. Exports To: South America and the Caribbean

International Baler Corp., 5400 Rio Grand Avenue, 32205 (358-3812), Telex: 804468 ATL Contact: Russ McElroy, Vice Pres. Marketing Exports: balers for paper, corrugated textiles, metals, tires, rubber radwaste (light radioactive waste), wiping rags/cloths and drum crushers. Exports To: South America, Japan, Korea, Iceland and Canada

Irvington-Moore, P.O. Box 40666, 32203 (354-2301), Telex: 5-6294 Contact: Tom Goodwin. Exports: lumber handling machinery, lumber drying equipment (dry kilns) Exports To: Chile, Central America Imports: dehumidification equipment Imports From: Canada.

Island Wear Inc., P. O. Box 51515, Jacksonville Beach, 32240 (249-8877), Contact: Dennis W. Boyle, President. Exports: swimwear/ beachwear, causal wear Exports To: Caribbean area, Latin America, Far East

George A. Israel Jr. Inc., P.O. Box 41106, 32203 (387-1678), Contact: Kevin Cordero Exports: heating, cooling, industrial process and steam equipment. Caribbean Islands, South America, and Canada. To: Mexico, Central America and the Bahamas.

Itac International, 4140 Woodcock Drive. Dew Bldg, Ste 230, 32207 (398-8037), Contact: Lisa Lane. Exports: International Freight Consolidator Exports To: Europe, Scandanavia, Africa, Far and Mideast, Australia

Ivy Steel and Wire Co., P.O. Box 6855, 32225 (354-8552), Contact: Steve Carson. Exports: welded wire fabric Exports To: worldwide Imports: welded wire fabric for concrete reinforcement, low carbon wire rod Imports From: worldwide

J-M Manufacturing Co. Inc., P. O. Box 185 Green Cove Springs, 32043 (284-3091), Contact: Jim Hooker. Exports: PVC pipe Exports To: Caribbean Imports: Gaskets Imports From: Taiwan and Costa Rica

J.A.S. Aviation, Inc., 5023 Bradford Road, 32217 (730-3412). Contact: Andy Sanfilippo. Exports: and import aircraft parts for use on Dehaulilland Twin Otter Aircrafts. Exports To: Canada, Sweden, Yugoslavia, South America, Europe, Africa, Australia & South Pacific

J.C.B.S., Inc., 8550 Posey Road, 32220 (786-4373), Contact: Russell Palmer. Exports: building materials. Exports To: Central America and the Caribbean

Jacksonville Bolt & Screw Co. Inc., 1500 E. 8th St., 32206 (353-4783), Contact: David A. Baker, President. Exports: nuts, bolts and screws, power tools Exports To: Europe and South America Imports: nuts, bolts, screws Imports From: Japan and Taiwan

Jacksonville Box & Woodwork Co. Inc., P.O. Box 3447, 32206 (354-1441), Contact: David V. Carrin, Sr.. Exports: any size and style plywood and/or wooden container (one-way or K.D., reversible shipping crates) Exports To: worldwide

Jacksonville Port Authority, 2831 Talleyrand Avenue, 32206 (630-3070), Telex: 510-600-2478 Contact: Neal Ganzel. Exports: linerboard, clay, scrap metal, phosphates, automobiles Exports To: Europe and South America Imports: automobiles, lumber, steel, coffee, containerized consumer goods Imports From: South America, Europe and Japan.

Jacksonville Shipyard, 750 E. Bay Street, 32202 (798-3700), Telex: 5-6284, Exports: Ship repair and dry docking

Jax Rubber Products Co./Div. of Davidson, 2055 N. Liberty St., 32206, 355-4691, Contact: Calvin Roberts. Exports to the Caribbean. Imports from China, and Japan.

Jefferson Smurfit Corporation, P. O. Box 150 32201 (353-3611), Telex: 801-827-1230 Contact: J. Franklin Mixson. Exports: linerboard Germany, Exports To: Guatemala, Caribbean and Columbia

Jim Martin Tire Co., Inc., P. O. Box 2696, 32203 (355-7511), Contact: Kelly Maher. Telex: 810-827-5368 Exports: and Imports passenger and truck tires, tubes, rubber industrial products Exports To: Puerto, Rico, Caribbean area, South America Imports From: Japan, Taiwan, South Korea, India, Yugoslavia, Belgium, W. Germany, France, Turkey

Joyserv Co. LTD., 1751 Talleyrand Ave., 32206 (354-5000), FAX: 354-7829, Contact: Gary W. Hall. Imports automobiles and trucks from Japan.

Kinco, Ltd., P.O. Box 6429, 32236 (355-1476), Contact: Ed Fauntleroy. Exports: aluminum windows and patio sliding doors. Exports To: Bermuda and Nassau.

King Auto Air Inc., 4052 University Blvd. S., 32216 (733-7510), Contact: Bill Seymour. Exports: automotive A/C units and repair parts (Cars/trucks/vans). Exports To: Nassau, Virgin Islands, Puerto Rico, Carribean and Asia in general.

King Export & Consolidation, 9009 Regency Square Blvd., 32211 (725-4122), Contact: Paul Robbins. Exports: Store & consolidate shipments in container load lots Exports To: Caribbean Imports: Provide port container pick-up service & delivery Imports From: Puerto Rico.

Kitchens By Regency, 8321 Atlantic Blvd., 32211 (721-2663), Contact: William M. Foss. Exports: custom cabinetry, countertops and installation of same. Exports To: Bermuda, Bahamas and other Caribbean areas.

KoKo International USA Inc., 7825 Baymeadows Way, 32216 (731-1166), Contact: Ui Son Kim. TWX: 810-827-1867 Exports: construction M/C, engines, generators, aircraft parts Exports To: worldwide

Koppers Co. Inc. - Forest Products, P. O. Box 1067, Gainesville, 32609 (376-5144), Contact: D. R. Surrency. Exports: forest products - treated poles, pilling, lumber Exports To: worldwide, including Puerto Rico, Bangledesh

Kwik-affix Products, 5852 Macy Avenue, 32211 (904-743-5646), Contact: Herbert Gleisner. Exports: Thermo adhesives and steam irons Exports To: Europe & Canada

Kwikprint Manufacturing Inc., 4868 Victor St., 32207 (737-3755), Contact: Jay D. Cann, Jr., President. Exports: hot-stamping or imprinting machinery and supplies Exports To: Central and South America, Canada, Mexico, Italy

Lanahan Lumber, P.O. Box 1679, 32202 (356-0721), Contact: Michael Lanahan. Exports: all types of lumber and related building materials, many special order items. Exports To: Virgin Islands, Mexico, South America and Western Europe.

Language Bank International, Gulf Life Tower, 2nd Fl, 32207 (904-390-6384), Contact: Dr. J. Berenguer. Exports: language consultants

Languages Worldwide, 5800 Beach Blvd., #203, 32207 (904-398-9548), Contact: J. Milan. Exports: translators and consultants

Laufen International Inc., 9450 Phillips Highway, Suite 10, 32256, 260-0798 FAX: 260-2372, Contact: John Windom. Imports ceramic tile and plumbing fixtures from Brazil.

Lazor Lite Parts, Inc., 500 Beechwood Street, 32206 (765-2693), Contact: Jack Wells. Imports: auto parts and distribution. Imports From: various countries.

Lehigh Portland Cement Co., 1996 E. Beaver Street, 32202 (356-2628), Contact: Earl Lemiz. Exports: distribution of cement.

Leon Products Inc., P.O. Box 24845, 32241-4845 (733-0221), Contact: Robert J. Franklin. Exports: Certan-Dri antiperspirants Exports To: France, Austria, Canada

Lippert International, P.O. Box 8766, 32239 (724-3400), Telex:56-354 LPRT JAX : Contact: Lee E. Lippert. Exports: pumping equip. (pumps/motors/engines), processing plants (shrimp/fish), Aqua equip and supplies, feedmills (make animal feed), hatchery equipment. Exports To: South America, Peru, Ecuador, Colombia, Venezuela, Central America, Panama, Honduras, Costa Rica, Salvador, Guatemala, Imports: export -Belize, Caribbean, Far East, Phillipines, China, Thailand, Indonesia. Imports exp con't Caribbean, South & Central America, and S.E. Asia.

Liquid Carbonic Carbon Dioxide Corp., 1932 E. Adams St, 32202 (353-8225), Contact:Robert Walker. Exports: manufactures dry ice and delivers bulk C02 to bottlers, brewers, etc. Wholesale operation. Exports To: worldwide

Load King Manufacturing Co., P.O. Box 40606, 32203 (354-8882), Contact: Kenneth Vensel Exports: food preparation equipment, supermarket check-out counters Exports To: U.S. locations and some sales to other companies.

Logistic Services International Inc., 2105 Park Avenue Orange Park, 32073-5576 (264-1217), Contact: Michael J. McKenny. Exports: "training" and in-country technical representatives for aviation and avionics & instrument sub systems. Exports To: Republic of Korea, Republic of China, Malaysia, Argentina, Pakistan and Turkey.

Walter Lorenz Surgical Instruments Inc., P.O. Box 16009, 32229-8009 (741-4400), Telex: 5106007810 1-800-874-7711 Contact: Mike Teague. Exports: surgical instruments specializing in Oral and maxillofacial, cardiovascular, urology, mini bone plate systems Exports To: Canada, Australia, Brazil, Germany, Japan, Korean, Saudi Arabia, Spain, and Turkey. Imports: surgical instruments Imports Imports From: West Germany, Japan, Netherlands, and Switzerland.

Lucas Aftermarket Operations, 8101 Bayberry Road, 32256 (731-7880), Contact: Ella Luongo. Exports: automobile parts. Exports To: United Kingdom and Japan.

MO Wood Products, Inc., 701 Fisk Street, Suite 130, 32204 (353-2423), Contact: Josh Joslin. Exports: building materials and lumber products. Exports To: Worldwide.

Macclenny Products, Inc., 1481 S. Sixth Street Macclenny, 32063 (259-2986), Contact: Jim Walburn. Exports: Manufacture mens clothes. Most customers are domestic. Exports To: Dominican Republic.

Macon Kraft Laminates, Inc., 500-B North Ellis Road, 32205 (783-1247), Contact: Carol Roelofs. Exports: slip sheets and tier sheets. Exports To: Pacific Rim and Europe. Imports: Polyvinyl alcohol Imports From: China.

Maersk, Inc., 4811 Beach Boulevard, Suite 101, 32207 (396-3259), Telex: 376-7535 Contact: Pamela McGee. Exports: deep sea foreign transportation. Exports To: Europe, Far East, and Middle East. Imports: Pakistan, Africa, Saudi Arabia and Hong Kong.

Maidenform, 6500 Youngerman Circle, 32244 (777-3014), Contact: Diana Easterling. Exports: cutting plant for Maidenform undergarments. Cuts, then exports to be sewn. Exports To: Jamaica and Mexico.

Malnove Inc. of Florida, 4115 Univ. Blvd. Court W, 32217 (733-4770), Contact: Paul Malnove. TWX: 810-827-4885 Exports: custom-designed folding cartons Exports To: Suriname and Puerto Rico.

Mannesman Pipe & Steel Corporation, 1301 Gulf Life Drive, Suite 2110, 32207, 396-5911, Telex: 56232; FAX: 396-8529, Contact: Bernd Neuenkirchen. Imports metal products from West Germany, Brazil and South Korea.

Marco Equipment Inc., 11825 Central Plaza, 32216-6938 (642-9330), Telex: 756172 Contact: Allen Ferguson. Exports: and imports ophthalmic instruments Exports To: worldwide, primarily Canada, South America and Europe. Imports: Ophthem tic Instruments Imports From: Japan

Marine Supply & Oil Co., P.O. Box 173 St. Augustine 32085-0173 (829-2271), MARSUPCO Contact: Darrell R. Poli. Exports: Wholesale and retail sales of fishing equipment. Exports To: South America and Central America. Imports: textiles, wire rope, steel fittings, chain, and rubber boots. Imports From: Pacific Rim.

Marketing, Inc., 1877 Kings Avenue, 32207 (399-5782), Contact: Jerry O'Brien. Exports: buses, bus parts, aircraft, and aircraft parts. Exports To: Europe, Central America and South America.

Matheny Imports, Inc., 10227 Atlantic Blvd., 32225 (904-642-1500), Contact: Ellen Wilder. Exports: auto parts and accessories Exports To: England, Sweden and Italy

Maxwell House Coffee Company, P. O. Box 2010, 32203 (366-3400), Contact: James H. Reese. Admin. Assistant Exports: coffee, Exports To: worldwide, Imports: green coffee beans, Imports From: Colombia, Salvador, Mexico, Guatemala, Peru, Ecuador, Ethopia, Uganda, Zaire, Brazil, Indonesia and Ivory Coast

David Mazo Sales Inc., 5515 St. Augustine Road, 32207 (733-3588), Contact: Jeffrey Mazo. Imports: general merchandise. Imports From: Hong Kong and Taiwan.

Jim McCarthy & Associates, 2604 Long Boat Court North, 32082 (273-0084), Telex: 9102900743, Contact: Jim McCarthy. Exports: and imports consulting services in dealing with U.S. government; all products. Exports To: worldwide.

McEwen Lumber, 405 N. Lane Avenue, 32205 (783-0170), Contact: Michael R. Lannan. Exports: lumber products. Exports To: England.

Medical Automation, Inc., 8647 Baypine Rd., #208, 32256 (904-731-9330), Contact: Wilton B. Duncan. Exports: medical applications software Exports To: worldwide.

Mercedes Benz, P.O. Box 17604, 32245 (731-4040), Contact: Janet Newell. Imports Mercedes autos Imports From: Germany.

Mercury Luggage Manufacturing Co. Inc., P.O. Box 47558, 32247 (733-9595), Telex: 808529 Contact: Andrew Pradella. Exports: Luggage, Luggage accessories, and luggage carts. Exports To: Caribbean Islands, Virgin Islands and Canada. Imports: nylon material, nylon luggage, luggage arts, hardware, etc. Imports From Taiwan, Korea, China and Japan.

Metal Sales Manufacturing Corp., 6600 suemac Place, 32205 (783-3660), Contact: Tom English. Exports: steel roofing/siding and accessories. Exports To: West Indies, Grand Cayman Islands and Panama. Imports: raw materials.

Michelin Tire Corp., 888 Suemac Place, 32205 (786-4312), Contact: Ray Lighter. Exports: tire products. Imports From: worldwide.

Micro Audiometrics Corp., 2200 S. Ridgewood Avenue, south daytona, 32119-3018 (800-729-9509), Contact: Larry DeBernardo. Exports: audiometers and impedance audiometers.Exports To: free world.

Microluc Inc., 6000-1 Powers Ave., Medical Bldg., 32217 (737-9660), Contact: Cindy Arcusa. Exports: medical/surgical endoscopes, laparoscopes, arthroscopes, CO2 Laser systems and instruments Exports To: India, Israel, Imports: medical/surgical instruments Imports From: West Germany, France, Switzerland

R. J. Miller Imports and Exports, P.O. Box 37162, 32236 (384-9880), Contact: Roy J. Miller. Exports: new and used diesel generators, new & rebuilt fire equipment Exports To: Europe, Far East, South & Central America Imports: ladies nightware from England and fire equipment from Germany

Montgomery Industries International Inc., P.O. Box 3687, 32206 (355-5671), Contact: David Browmnn. Exports wood hogs, bark hogs, re-chippers, pallet shredding systems Exports To: worldwide.

Monticello Drug Co., 1604 Stockton Street, 32204 (388-3666), Contact: Garnett Ashby. Manufacturers of various drugs. Exports to: Haiti, Virgin Islands and Bahamas.

M.D. Moody & Sons Inc., P.O.Box 5350, 32247-5350 (737-4401), Telex: 56530, Contact: E. F. "Gene" Fulgham, Exports: cranes/barges Exports To: Portugal, Caribbean

Movsovitz and Sons of Florida Inc., P.O. Box 41565, 32203 (764-7681), Contact: Ross R. Bryant. Exports: complete line of fresh fruits and vegetables, potatoes, onions and nuts.Exports To: Puerto Rico, Bahamas, Bermuda, Panama and St. Thomas.

Moyer Marble & Tile, 1461 Hendricks Avenue, 32207 (398-7573), Contact: Gregg Moyer, Jr. Imports: tile Imports From: France, Italy, Spain and Japan.

Mussallem Oriental Rug Inc., 5801 Phillips Highway, 32216 (739-1551), Contact: Charles Mussallem, III. Exports: Oriental rugs, antique furniture and art Exports To: India, China, Pakistan Imports: oriental rugs Imports From: Iran, China, India, Pakistan, Bulgaria, Romania, Albania, Turkey, Egypt, Japan, Soviet Union.

NAPCO, 7800 Bayberry Road, 32256 (737-8500), Contact: Sonny Rein. Imports: pottery Imports From: worldwide

Nassau Terminals, P.O. Box 1543, Fernandina Beach, 32034 (261-0753), Contact: Wayne Stubbs. Exports: Provides stevedoring, stuffing and stripping services, etc.

National Distribution Company, P.O. Box 40709, 32203 (904-751-0090), Contact: W.G. Mansfield, Jr. Imports: Spirits, wine, and beer, Imports From: worldwide.

National Merchandise, 2321 Liberty Street, 32206 (350-9500), Contact: Mike Myers. Imports: various items Imports From: Orient.

New England Petroleum Corp., P.O.Box 19105, 32245 (281-4400), Telex: 56389, Contact: Richard J. Bastien. Exports: and imports residual fuel oil (promarily No. 6); also out/in charters ocean going vessels for transportation of petroleum products. Exports To. Canandа Imports From: Venezuela, Canada, Trinidad, Norway, Bahamas and Virgin Islands.

North Florida Shipyards Inc., P.O. Box 3863 (354-3278), Telex: 5604, Contact: Fran Hanas. Exports ship repair and steel fabrication. Exports To: Worldwide

North Florida Steel, Inc., 650 E. 27th Street, 32206 (353-1775), Contact: Ralph Reese. Exports: fabricated steel, plate or sheetmaetal products. Exports To: worldwide.

O'Neal Steel, Inc., P.O. Box 61088, 32236-1088 (781-4220), Contact: Eddie Hall. Exports: metal tools and products Exports To: Caribbean.

Oak-Chem, Limited, P.O. Box 49000, 32240 (904-241-1200), Contact John Livengoon. Exports: Petro, flouro and inorganic chemicals Exports to: Pacific Rim and Europe, Imports: same, Imports From: South and Central America.

Olcott Enter. Freezing & Cold Storage, 1505 Dennis Street, 32204 (353-9248), Contact: Denise Benz, General Mgr. Exports: USDA inspection services provided for all refrigerated foods. Warehousing and consolidation. Imports: USDA inspection services on all chilled and frozen foods. Warehousing and distribution.

Omega Metals Inc., 6689 Shands Road, Keystone Heights, 32656 (473-4984), contact: Norman Elder Exports: precision sheet metal, stampings Exports To: worldwide.

Owens Corning Fiberglass, 1035 Talleyrand Ave., 32206 (353-7361), contact: Connie Byrd. Exports: roofing products, Exports To: Caribbean

P.F. Harris Manfacturing, P.O.Box 7344, 32238 (904-389-5686), Contact: Larry Parker. Exports: insecticides Exports To: Singapore and Honduras

PCR Inc. 8570 Phillips Highway, Suite 101, 32257 (730-7511), Telex: 8108256342, Contact: D. W. Ferguson. 810-825-6342, Exports: chemical intermediates, electronics, pharmaceuticals, coatings, plastic and rubber. Exports To: Japan, Korea, Europe and Taiwan. Imports: raw materials - silicone and organic fluorine compounds. Imports From: Japan and Europe.

Ray Pace's Waste Equipment, 9365 Phillips Highway Mandarin, 32256 (262-3038), Contact: A. Ray Pace. Exports: and imports garbage trucks, cleaning and sweeping trucks. and imports to Canada.

Panther Car Co. of North America Ltd., 8032 Phillips Highway, Suite 10, 32256 (731-8566), Contact: Judy Kelley. Imports: automobiles Imports From: England.

Paper Fantasies, P.O. Box 15020, 32239 (464-0060), Contact: Mr. Pat McCormick. Imports: paper decorations, party goods, and candles Imports From: Denmark, Germany, Japan and Taiwan

Parker Electronics, 8493 Baymeadows Way, 32256 (733-6740), Contact: Kathy Kwilos. Exports: heating and airconditioning control units. Exports To: United Kingdom, France, Sweden and the Orient. Imports: raw material products. Imports From: Japan, Singapore and Israel.

Parts Finance Inc., 4032 University Blvd. S., 32216 (733-7514), Contact: Ben Carlin, President. Exports: auto parts, accessories and equipment. Exports To: Bahamas, Virgin Islands and Central America.

Paschal & Shaw Supply, 1308 Kings Road, 32209 (354-1945), Contact: Keith Shaw. Exports: lumber and building materials. Exports To: Virgin Islands.

Pate Lumber Co., 2075 Dennis St., 32204 (355-3737), Contact: Stephen L. Pate. Imports: lumber

Pathfinder (U.S.A.), Inc., 6925 West Beaver Street, 32236 (786-7644), Contact: Carl Wise, Vice Pres. Exports: and imports medical products, industrial supplies, specialty items, packaged oil. Exports To: Far East, Pacific Rim, Europe, Caribbean and South America.

Patterson Scale & Restaurant Equipment, 1310 Edison Avenue, 32204 (355-5850), Contact: Bob Triglia, Imports: restaurant equipment.Imports From: China and Korea.

Paulmar Inc., 3235 N.W. 27th St., Gainesville, 32605 (375-8729), Contact: Alvin E. Mair. Exports: machinery. Exports To: the Caribbean. Imports: machinery. Imports From: Worldwide.

Pedicraft Inc., 2014 Perry Place, 32207 (396-9627), Contact: Dr. R. G. Skinner, Jr. Exports: crib beds, crib bed safety tops, IV armboards, credenza beds (fold away) Exports To: Europe, Near East.

Peninsular Warehouse Co./Penser Transp., P.O. Box 40669, 32203 (786-1811), Contact: Russell O'Dell. Exports: candy, cleaning comp., grocery products, drugs and toilet preps, HABA Products, toys. Exports To: South America, Central American and the Caribbean. Imports: candy, groceries, drugs & toilet preps, HABA products, toys, KD Furniture, and cleaning compounds. Imports From: South America, Europe and the Far East.

Petro Chemical Products, P.O. Box 41565, 32203 (388-5732), Contact: Gary R. Galligar Exports: automotive chemicals, including aerosols, Exports To: European commonmarket, Pacific Basin including Australia, To: Near East and South America

Petroform USA, 5400 First Coast Hwy. Fernandina Beach, 32034 (261-8286), Telex: 803628 Contact:William R. Galloway, Jr. Exports: electronic chemicals, oil field chemicals, fuel chemicals, general cleaning chemicals, personal care products Exports To: Canada, Europe, Latin America, and the Far East

Pharmatec, Inc., P.O. Box 730, County Road 2054, Alachua, 32615 (800/526-8222), Telex: 269332 Contact: Rick Stratton. Exports: Molecuisol line of cyclodextrin derivatives, AZT Exports To: United Kingdom and Germany

Phase Technology Corporation, 6400 Youngerman Circle, 32244 (777-0700), Contact: Ken Hecht. Exports: loudspeaker systems. Exports To: Hong Kong, Japan, Taiwan, Korea, England, Canada and Australia.Imports: baskets, pole pieces, magnet plates, PL Boards and plastic parts.Imports From: Taiwan, Canada, Mexico, Brazil, and Germany.

Pickard International, Ltd., 1301 Gulf Life Drive, Suite 1640, 32207 (398-4975), Contact: Mr. Pickard. Exports: Translating, interpreting, market analysis, feasibility studies, I/E, business evaluation. Primary language is Spanish, but expertise in all major languages with branch offices in Latin America and Europe.

Pile Equipment Inc., 10731 Phillips Highway, 32256 (268-2116), Contact: R.H. Nelson. Exports: pile driving equipment, service and parts. Exports To: South America and the Caribbean.

Piling Products, 102 State Road 13, Suite A Mandarin, 32259 (287-8000), Contact: Gary Johnson. Exports: pile driving equipment, steel sheet piling, "H" bearing pile, and wide flange beams. Exports To: worldwide. Imports: steel sheet piling, wide flange beam, H" bearing pile, and pile driving equipment. Imports From: Europe, South Africa and Japan.

Pioneer Antique Gallery, 10909 Atlantic Boulevard, 32225 (641-6000), Contact: Alley Watts and Roz Watts, Imports: European and French antique furniture. Imports From: Europe.

Pitman & Sons Inc, P.O. Box 12529, 32209 (768-6888), Contact: Donald D. Pitman. Exports: fresh fruits and vegetables Exports To: Puerto Rico, Bahamas, Bermuda and entire Caribbean.

Plas-Chem Coatings, Inc. P. O. Box 40246, 32202 (786-8000), Telex: 56-4209, Contact: W. Rowe. Exports: paint and high performance coatings Exports To: worldwide

Poultry Health Service, 569 Stuart Lane, 32205 (786-3224), Telex: 56273, Contact: Dan F. Witkamp. Exports: poultry, livestock equipment and animal health products. Exports To: Central Americas, the Caribbean, West Indies, and the Netherlands. Imports: poultry and livestock equipment. Imports

Premier Water & Energy Technology, Inc., 2953 Powers Avenue, 32207-8009 (737-0984), Contact: Thomas F. Brandvold, President. Exports: water treatment chemicals and equipment Exports To: Caribbean, South and Central America

Prestige Manufacturing, 2384 Vans Avenue, 32207 (398-1535), Contact: William Harris. Exports: living room furniture. Exports To: Bahamas and Virgin Islands.

Price Brothers Composites Inc., P.O. Drawer B - Reynolds Industrial Park Green Cove Springs, 32043 (284-3003), Telex: 803-644 Contact: C. Hammond. Exports: large diameter fiberglass pipe, filament wound and centrifugally cast Exports To: Middle East, South and Central America Puerto Rico

Pride Equipment Co., 2300 McCoys Blvd., 32203 (737-2161), Contact: David Owen, President. Exports: conveyors (tow behind), truck mount and pumps. Exports To: Germany and Sweden. Imports: elevators and engines. Imports From: Germany and England.

Protekair, One Jamestown Road Fernandina Beach, 32034 (261-0601), Contact: Joseph Cardinale. Exports: dehydrator plugs Exports To: Canada and Yugoslavia.

Pulse International Corporation, 100 Southpark Boulevard St. Augustine, 32086 (824-6111), Telex: 734-792 WUW Contact: Michael T. Nevins, Owner. Exports: systems, hotel systems, copiers, Fax machines, computers. Exports To: U.S. Virgin Islands, British Virgin Islands.

Purcell's Motorcycle & Marine World, 6407 Blanding Blvd., 32244 (771-8244), Contact: Gary Purcell, Jeff Lewis. Exports: Bayliner boats - 17'-45' and Honda, Kawasaki-Yamaha motorcycles. Exports To: Europe and South America.

Putnam Lumber and Export Co., P.O. Box 7799, 32238-7799 (777-2655), Contact: James Blanton. Exports: lumber products Exports To: Caribbean, Europe, Orient and Middle East.

Quan Imports, 1372 Cassat Avenue, 32205 (388-0585), Contact: M. Kwang Quan. Imports: arts, picture frames and mouldings for picture frames.Imports From: China, Thailand, Taiwan and Hong Kong.

R. W. Fowler & Associates Inc., P. O. Box 508 Atlantic Beach, 32233 (246-4886), Contact: Ed Wagner. Exports: fiberglass, pipe, grating, structures, fabrication, and valves. Exports To: worldwide

RAHCO International, Inc., 11232-7 St. Johns Industrial Parkway, 32216 (641-0701), Contact: Alvin L. Moser. Exports: hotel products (room numbers, interior signs, hardware) and Bathroom Accessories. Exports To: Europe. Imports: Door hardware and bathroom accessories. Imports From: Hong Kong, Taiwan and France.

Rainbow Scaffolding and Equipment Co., 10729 Phillips Highway 32256 (262-7122), Contact: Ed Field. Exports: mixers, mortar, concrete and skiploaders. Exports To: Central America. Imports: scaffold accessories. Imports From: Taiwan.

Redi-Mix Cements, 11640 Camden Road, 32218 (757-8606), Telex: add 1-800-825-7334, Contact: Steve Gibson. Exports: cement. Exports To: Bahamas and Puerto Rico.

Reichhold Chemicals Inc., 8540 Baycenter Road, 32256 (739-2170), Telex: 285975 RCIJ UR Cable- Contact: Jeff Sulley. Exports: unsaturated polyester resins and MEK peroxides. Exports To: Mexico, Canada, Central and South America, Europe, Asia Australia and New Zealand.

Reller Inc., 2444 N.E. 1st Blvd., #200, Gainesville, 32609 (372-2337), Contact: K. S. Morris. Exports: fine jewelry. Exports To: Mexico, Canada, British West Indies, French West Indies, Israel

J. C. Renfroe & Sons Inc., P.O. Box 4279, 32201 (356-4181), Telex: 5-6579 Contact: Charles J. Renfroe. Exports: steel lifting clamps Exports To: worldwide

Revlon Realistic Professional Products, P.O. Box 3755F, 32236 (731-3050), Telex: 56381 Revlonjk Cable: REVLON Contact: Lee Edgerly. Exports: hair products. Exports To: worldwide.

Rex Packaging Inc., P.O. Box 18247, 32229 (757-5210), Contact: Young E. Hall, Jr.. Exports: folding cartons (seafood, cigars, pharmaceuticals, cosmetics). Exports To: Guyana, French Guiana, Honduras, Ecuador, Peru, Mexico Puerto Rico

Ring Power Corp., P.O. Box 45022, 32232 (737-7730), Telex: 568472 Contact: George Traveria. Exports: complete line of Caterpillar construction equipment, Balderson, Sullair, CMI. Exports To: worldwide Imports From: Europe and Japan.

J. Ringhaver Antiques, 3563 St. Johns Avenue, 32205 (387-6321), Contact: Jan Ringhaver. Imports: furniture. Imports From: Europe - Italy and France.

Rivers Body Factory Inc., P.O. Box 6009, 32236 (781-5622), Contact: K. E. Rivers, President. Exports: manufactured truck bodies, truck equipment, Exports To: Egypt, Thailand, Saudi Arabia, etc.

Rivers Bus and RV Sales, P.O. Box 6005, 32236 (783-0313), Contact: Lawrence H. Schaffer Exports: new and used school buses, recreational vehicles Exports To: Central and South America.

Robert's Diesel & Head Service, 5731 Commonwealth Avenue, 32205 (786-8211), Contact: Robert Taylor. Exports: truck parts and used trucks. Exports To: South and Central America.

Roux Labs Inc., 2210 Mclean Avenue, 32205 (353-3754), Contact: Export Dept. Exports: hair care products. Exports To: worldwide.

Rowland Powertrain & Hydraulics Inc., P.O. Box 6307, 32236 (354-5691), Contact: Steve Powers. Exports: universal joints, Spicer & Rockwell Power take-offs, and hydraulic pumps Exports To: worldwide

Royal Sun Trading, 580 South Ellis Road, Suite 122, 32205 (695-9770), Telex: ESL62814512 Contact: Lorena West. Exports: groceries, health and beauty aides, and general merchandise. Exports To: Central America, Middle East and the Caribbean.

SCM Glidco Organics, P.O. Box 389, 32201-0389, 768-5800, Telex: 441763; FAX: 768-2200, Contact: George Robbins. Exports aroma intermediates, aroma chemicals, flavor chemicals and pine oil worldwide.

S & C Enterprises, 3335 N. Edgewood Avenue, 32205 (353-7178), Contact: Rayenell Cappel. Exports: miscellaneous goods. Exports To: Bermuda and The Caribbean.

SSI Export Services, P.O. Box 24224, 32217 (262-0799), PEDAL 72846 Contact: C. S. Clinton, Exports: foods, electronics, uniforms, textiles, Exports To: Mexico, South America, Germany, France, Africa, Argentina

Safety Tech Co., P. O. Box 869 Middleburg, 32068 (282-1200), Contact: John R. Sape. Exports: poison ivy lotion (both preventative and treatment), Exports To: worldwide.

Sally Industries Inc., 803 Price St., 32204 (353-5051), Telex: 703529 SALLYROBOTSUD Contact: John H. Wood. Exports: animated robotic characters and shows. Exports To: all.

Scandiafelt N.A. 6801 Suemac Place, 32205 (786-8310), Telex: 350788 Contact: Dan Wojcik. Exports: Filtration belts & bed filters. Exports To: Canada & Mexico Imports: paper machine felts and woven synthetic filtration belts. Imports From: Sweden, Mexico, & Germany

Seacoast Electronics Inc., 240 Talleyrand Ave., 32202 (355-0343), Telex: 756171, Contact: Arthur H. Thomas. Exports: commercial marine electronics, sales-service-engineering. Exports To: France, Africa, Hawan, brazil, and Venezual. Imports: commercial marine navigation and communication electronics. Imports From: Japan, Germany, Italy, & France

Seasonaire Filters, Inc., 165 Tresca Road, 32225 (725-1001), Contact: Thomas P. Shouvlin or Arnie Algrim. Exports: air-conditioning air filters Exports To: South America and The Caribbean.

Shawfrank Engineering Corp., 8126 Bayberry Road, 32256-7414 (731-0950), Telex: 230199 SWIFTUR Contact: Richard Shawfrank. Exports: ultra-hi vacuum equipment and ovens for production of cathode ray and plasma tubes Exports To: England, Italy, Germany, France, Spain, India, Peru, Columbia, Japan, Taiwan, Australia, New Zealand

Sherrod Vans, 6464 Greenland Road Mandarin, 32258 (268-3321), Contact: Skip Schaeppel. Exports: Conversion vans Exports To: England, Sweden, Norway, Japan, and Germany.

Shinohara Tech, USA, 8182 W. Baymeadows Way, 32216 (739-1950), Contact: Thomas Seaver. Imports: sheet fed offset printing presses, spare parts and service.Imports From: Japan.

Simmons Company, 840 Beautyrest Avenue, 32205 (783-1750), Contact: C.S. Shaughnessy Exports: home furnishings. Exports To: Puerto Rico and the Islands. Imports: lumber. Imports From: Canada.

Simple Signman Inc., P.O. Box 8355, 32239 (464-0030), Telex: 5106011612, Contact: Pat McCormick. Exports: paper party goods/ point of purchase sign holding devices and decorating. Exports To: Canada, Australia, Puerto Rico Imports: paper party goods.

Sissine's Office Systems, 6123 Phillips Hwy. 32216 (739-0540), Contact: Mike Sissine. Exports: copy machines, typewriters, calculators, computers, other office equipment Exports To: South America, Egypt, Europe, Caribbean Islands

Solomon Refrigeration Inc., P. O. Box 2400, 32203 (353-3143), Contact: Kent Harris. Exports: ice making machines, commercial refrigeration Exports To: worldwide

Southeast Industrial Tape Inc., 4203 Southpoint Blvd., 32216 (296-2351), Telex: 523204, Contact:, Ginger Matlock. Exports: pressure sensitive tapes, labels, die-cutting Exports To: South Korea, Haiti, United Kingdom Imports: tape Imports From: United Kingdom

Southeast Tile Distributors, 10118 Arrowhead Dr., East #6, 32217 (730-0811), Contact: Mike Lessler. Exports: To:Imports: ceramic and quarry tile, marble and stone, ceramic fixtures Imports France, Spain, Portugal, Brazil, Columbia, Peru

Southeastern Aluminum Products Inc., P.O. Box 6427, 32236 (781-8200), Contact: W. K. Jackson. Exports: bath enclosures, shower doors, mirror closet doors. Exports To: Caribbean and Canada. Imports: glass. Imports From: Europe.

Southeastern Contractors, 5253 W. 12th St., 32205 (355-4598), Contact: Bob Mettika. Exports: construction and building supplies.

Southeastern Metals Mfg. Co., Inc., 11801 Industry Drive, 32218 (757-4200), Contact: Anita Beecher. Exports: metal building products. Exports To: Jamaica. Imports: steel and aluminum Imports From: Japan, Korea, South America, European countries.

Southeastern Smelting & Refining Co., P.O. Box 4786, 32201-4785 (356-0273), Contact: Malcolm Bloom, President. Exports: medical supplies and equipment Exports To: South and Central America

Southern Construction Equipment Co., 6286 Phillips Hwy., 32216 (733-5655), Contact: John Goyke. Exports: used construction equipment, trucks Exports To: South and Central America, Western Europe, Australia, New Zealand

Southern Converting Co., 2225 W. Beaver St., 32209 (354-0458), Contact: J. K. Strickland Exports: flexible packaging and giblet wrap for poultry industry Exports To: worldwide

Southern Heritage Reproductions, P.O. Box 17592, 32245 (904-354-5414), Contact: Robert W. Wilson. Exports: wood antique reproductions Exports To: Canada Imports: Carrara marble and Honduran Mahogany Imports From: Italy and Brazil.

Spanish Consultation Center, P.O. Box 11055, 32211 (721-0433), Contact: Mr. R. Morelo. Exports: translations, interpretations, taching and tutoring. Import Export consultation to all spanish speaking countries - Brazil and Portugal, typesetting and printing in twenty.

Specialty Tank & Equipment Co., Drawer 52056, 32201 (353-8761), Contact: C. W. Mann.Exports: underground & above ground steel tanks Exports To: worldwide. Imports: black H.R. steel sheets and plates Imports From: worldwide.

Speck Pumps-Pool Products, Inc., 7775 Bayberry Road, 32256 (739-2626), Contact: Jan Baljon. Exports: pumps for swimming pools and spas, all countries except Western and Eastern Europe. Imports: parts for pumps (plastic) Imports From: Europe and Australia.

St. Johns Import & Export Co. Inc., P. O. Box 4460, 32201 (353-5638), Cable: KAUFMANNS Contact: Jule Kaufmann. TWX: 810-827-4032 Exports: cedar logs Exports To: Caribbean. Imports: wicker and rattan furniture Imports From: Taiwan, China, Hong Kong, and Indoesia.

Standard Feed Co., 1282 Kings Road, 32203 (355-5575), Contact: Bob Davis. Exports: animal feed, seed fertilizer, and salt. Exports To: Virgin Islands and Bermuda.

Stanley Industrial Corp., 6393 Powers Ave., 32217 (731-4711), Telex: 80-8540, Contact: Pat Williams, III, Exports: industrial fans Imports: wire Imports From: England and China.

Sterling Systems International Inc., P. O. Box 8766, 32239-8766 (724-3400), Telex: 56354 LPRT JAX Contact: Lee E. Lippert. Exports: air and water sterlization Exports To: South America, Central America, Caribbean, Far East. Offices in Ecuador, Philippines and Thailand.

Steuart Petroleum Company, P.O. Box 3233, 32206 (355-9675), Contact: Keith Hill. Imports: petroleum products.

Strickland Systems Inc., 233 Tresca Road, 32225 (725-8500), Contact: James K. Strickland. Exports: formwork for precast concrete or cast in place concrete. Exports To: worldwide.

Stylers Inc., 640 W. 41st St., 32206 (765-4453), Contact: Michael A. Kersun. Exports: hair care products Exports To: Canada

Superior Millwork Co., 501 E. 27th Street, 32206 (355-5676), Contact: Jim Polly. Exports: cabinetery and fixtures Exports To: Cuba.,

W. L. Sutton Company, 2014 Kenneth St., 32207 (396-2976), Contact: Richard W. Bell, Sr. Exports: and imports jewelry-diamonds, precious stones, gold and silver. Exports To: Canada and Europe. Imports: Tawian, Europe and Hong Kong.

Swindal-Powell Company, P. O. Box 24428, 32241-4428 (739-0100), Contact: Mike Swindal. Exports: furniture Exports To: Bahamas, Virgin Islands, Cayman Islands, South America, Haiti, FWI, and BWI Imports: ratten. Imports From: Tiawan and Malaysia.

Jno. H. Swisher & Son Inc., P.O. Box 2230, 32203 (353-4311), Telex: 236483, Contact: Henry Oulyndsen. Exports: cigars Exports To: worldwide. Imports: tobacco.

The Sy-Klone Co., 6541 Powers Avenue, Suite 1, 32217-8621 (448-6563), Telex: 4947251, Cable: 1-800-351-8265 Contact: James Moredock. TWX: SMM Ul. Exports: air precleaning systems for air breathing machinery Exports To: worldwide.

Tacony Corporation, 6635 Highway Avenue, 32205 (786-2262), Contact: Art Englebardt. Exports: sewing machines, ceiling fans, and vaccumn cleaners. Exports To: Caribbean and Canada. Imports From: Tiawan, China, and Japan.

C. Martin Taylor & Co. Inc. (FFF/CHB), P. O. Box 3067, 32206 (355-3400), Telex: 56537 Contact: C. Martin Taylor. Exports: international forwarding, customs broker, vessel charter.Exports To: worldwide.

Tel-Test, Inc., 3521 SW. 42nd Avenue Gainesville, 32608 (335-0901), Contact: Roy English. Exports: video products equipment Exports To: Europe and Pacific Rim.

The Waugh Company, 5111-6 Baymeadows Road, #394, 32217 (737-2866), Contact: Jeffrey K. Waugh. Exports: one piece acrylic bathroom units. Exports To: Europe, Asia and the Far East. Imports: Rockwool TNF Joiner System which consists of bulkheads, ceilings, doors and lights. Imports From: Europe.

Total Distribution Systems, 1111 Imeson Park Blvd., 32218 (757-6250), Contact: J.D. Outerson. Exports: automotive components, export boxing and crating, and export boats Exports To: Venezuela, Argentina, Australia, Japan, Europe and Middle East

Vernon Townsend Lumber Co., 2305 Urban Road, 32210-4246 (384-5559) Telex: 56560, Contact: Vernon Townsend, Jr. Exports: lumber, plywood, poles and piling. Exports To: U.K., Eire, Holland, Germany, France, Austria, Spain, Italy, Egypt, Japan, Bahamas, Haiti, Antigua, Barbados, Trinidad

Tri-Star International, 3811 University Blvd., #29, 32217 (733-8252), Contact: Dean Shaver. Exports: hand tools. Exports To: South and Central America and Pacific Rim.

Triple "R" Specialty of Jax Inc., P.O. Box 60671, 32236 (786-1826) Telex: 5106001962 PIC Contact: Richard Mummaw. Exports: pipe grooving machine Exports To: Canada, Mexico, United Kingdom Imports: tools and misc. products Imports From: Taiwan, Hong Kong, South Korea

Union Camp Corp./Bush Boake Allen Div., P.O. Box 37617, 32236 (783-2180) Telex: 808561 US SLS SVCJAX, Contact: C. Harrell Spires Manager, Sales Service. Exports: arama and terpene chemicals Exports To: worldwide Imports: aroma chemicals Imports From: United Kingdom

Unison Industries, 7575 Baymeadows Way, 32256 (739-4107), Contact: Maria Marino. Exports: aircraft turbine engine ignition systems, exuters, leads, cables, plugs and grips. Exports To: U.K., Europe and Japan.

Unit International, Inc., 5520 Los Santos Way, Suite 500, 32211 (744-0273), Telex: 279812, Contact: Fred Whelan. Exports: freight forwarder. Imports: customs broker.

United Diesel Power Products Inc., 7825 Baymeadows Way, 32216 (737-6766) Telex: 810 827-4603, Contact: Ui Son Kim. Exports: engines, generator sets, gas turbines, power equipment Exports To: worldwide

United States Printing Ink Corporation, 8200 Shawland Road, 32205 (786-1474), Contact: Dean R. Stephens Exports: ink for newspapers and magazines Exports To: Puerto Rico, Japan and China

United States Refractories Inc., P.O. Box 1164, 32201-1164 (359-0308), Contact: Thomas L. O'Dwyer, President. Exports: refractory manufacturer. Exports To: worldwide. Imports: firebrick and calcium/aluminate cements. Imports From: United Kingdom and France.

Universal Southern Corp., P.O. Box 10484d, 32207 (399-1244), Contact: Hal Scherrer. Imports: carbon forged steel flange and fittings, Imports From: China, Thailand, Mexico, Japan, Taiwan, India & Argentina.

Unlimited Processing, Inc., 8647 Baypine Road, Suite 208, 32256 (731-8330), Exports: Computer software, RDBMS/LAN. Exports To: worldwide.

V.A.W. of America, P. O. Box 3887 St. Augustine, 32085-3887 (794-1500), Contact: Emerson Shank, Vice President Sales. Exports: production and fabrication of aluminum extrusions, drawn tubing, electrical conduit Exports To: Caribbean

VI-DA Laboratory, Inc., P.O. Box 2406, 32203 (398-8655), Contact: Vic Yeager. Exports: N-Dew, a chemical to kill mildew and mold for both household or commercial sales. Exports To: Europe, Australia, Canada and Southeast

Vac-con Inc., P. O. Drawer F, Green Cove Springs 32043 (284-4200), Telex: 56370 DUNBAR GRCS Contact: Jan Chapman, Sales Coordinator. Exports: combination sewer and catch basin cleaning machines (truck mounted) Exports To: worldwide

Van Waters & Rogers, 2783 W. 5th Street, 32205 (781-1634), Contact: Michael Overstreet. Exports: industrial and food grade chemicals. Exports To: worldwide. Imports: industrial and food grade chemicals

Vistakon Inc., P. O. Box 10157, 32247 (396-2491), Telex: 56597, Contact: Paul H. Sanke. Exports: soft contact lenses, Exports To: Canada

Volvo North America, 38 Blount Island Drive, 32226 (751-6091), Imports: Automobiles, Imports From: Sweden

W-East Trading Corp., 7107 Stuart Avenue, 32205 (786-3412), Contact: Chen Chao. Imports: canned food - oriental. Imports From: Hong Kong and Taiwan

WEBCO Tire and Wheel, P. O. Box 6886, 32236 (786-8550), Telex: 56533 WEBCO JAX Contact: Celia Gebrosky. Exports: tires, tubes, wheels, and rims. Exports To: South and Centra America. Imports: tires. Imports From: Israel.

Walker Caribbean Inc., P. O. Box 2788, 32203 (356-1470), Cable: PEDCARIB JAX Contact: David S. Walker. TWX: 810-827-0240, Exports: chemicals, concrete products, construction and building products, hardware supplies, lumber products, pipe, plastic products, pumps, wood and wood preservations Exports To: Caribbean, Central America, Bahamas and Bermuda

H. C. Warner Inc., 2970 Mercury Road, 32207 (737-9411), Contact: Bill Warner. Exports: filters, filter cartridges, reclamation systems Exports To: Panama, Guatemala, Columbia, Puerto Rico, the Bahamas

Warthen Container Corporation, 351 Margaret Street, 32204 (355-6524), Contact: Wilbert or Mary Warthen. Exports: insulated shipping food saver containers for any perishable or frozen foods, Exports To: Worldwide

Frank Webner Exports, 16 Timber Trail Ormond Beach, 32714 (677-6436), Telex: 798909 (FWEXPORTS), Contact: Frank Webner. Exports: general aviation - aircraft, engines, propellers, accessories and parts supplies. Exports To: Liberia, Sri Lanka, Switzerland, Spain, Papua and New Guinea

Weeks Auto Marine, 6201 Roosevelt Blvd., 32244 (777-6140), Contact: Dana A. Weeks. Exports: marine engine and related material. Exports To: Caribbean Islands.

Wellington Boats Inc., 11544 Normandy Blvd., 32221 (781-1055), Contact: M.D. Wellington. Exports: sailing yachts Exports To: worldwide

Weyer Forest Products Inc., P.O. Box 41 Ortega Station, 32210 (387-1145), Contact: Jack Weyer or John Weyer. Exports: lumber products.Exports To: South America, the Caribbean Islands, and Europe.

Wilk Forwarding Company, P. O. Box 48220, 32247 (346-3550), Telex: 56587 WUI Cable: WILKCO JAX Contact: James H. Wilk Exports: international transportation. Exports To: worldwide. Imports: customhouse brokers Imports From: worldwide

Williamson Upholstery & Design, Inc., 1068 Hendricks Avenue, 32207 (904-396-3686), Contact: Bob Wilkinson. Exports: materials Exports To: Bahamas Imports: furniture Imports From: same

Winn-Dixie Stores Inc., 5050 Edgewood Court, 32203 (783-5000), Contact: A.J. Austin. Imports: general merchandise Imports From: All countries in the Far East

Wood Treaters, P. O. Box 41604, 32203-1604 (358-2507), Contact: Ron Perdue Exports: treated lumber and wood products, except furniture. Exports To: Caribbean Islands.

World Cars Inc., P.O. Box 9539, 32208 (757-9160), 56543 Contact: Richard Kilbride, V.P. Imports: vehicle processors for imported auto manufacturers. Imports From: Worldwide

World Impex Corp., 2335 Market St., 32206 (354-6224), Telex: 540393022, Contact: Hy W. Kliman. Exports: assist U.S. firms wishing to export/import products/services. Exports To: The Orient and Eastern block countries. Imports: athletic shoes, school lockers, examination and surgical gloves and alcoholic serenges. Imports From: The Orient and Eastern block countries.

XOMED Inc., 6743 Southpoint Drive N., 32216, 296-9600, Telex: 810-827-6439; FAX: 296-1004, Contact: Carol A. Campos. Exports microsurgical implants (otology, rhinology, laryngology), surgical drapes, surgical drills, implantable hearing devices and laser resistant tube worldwide.

Ye Hall, Inc., P.O. Box 18247, 32229 (904-757-5210), Contact: Exports: packaging Exports To: South and Central America

York Truck Equipment Inc., P.O. Box 6493, 32236 (783-9494), Contact: Ty York. Exports: truck bodies, truck equipment, Exports To: South America, the Caribbean Islands

Zabatt Engine Service Inc., 4612 Highway Ave., 32205-4124 (384-4505), Contact: Jose M. Sabatier. Exports: diesel/gasoline, engine remanufacturing, full engine machine shop, engine parts warehouse, exchange engine parts and components. Exports To: Central and South America and The Caribbean Basin.

Zambetti Steel Products, 8750 Phillips Highway, 32256 (731-5050), Contact: Mike Zambetti. Imports: steel pipes and nails Imports Imports From: worldwide

Draft
July 31, 1992
12:30 p.m.
[Rally]

PRESIDENTIAL REMARKS: JACKSONVILLE RALLY
JACKSONVILLE, FLORIDA
AUGUST 3, 1992
12:30 P.M.

Senator Mack, thank you. What a fantastic job you are doing for this great state.

Congressmen Cliff Stearns and Craig James, Minority Leader Crenshaw, State Treasurer Gallagher, Councilwoman Fowler -- thank you all.

And Mayor Austin, thank you for your hospitality here today. Thanks even more for your support -- and for your open-mindedness toward the "other side." Though I have to warn you, Mayor, there may be a few moments during the next few minutes that you may want to cover your ears for what I'm about to say.

And thank you to the Fletcher High Marching Band. Great job. And Amerikids, thank you all.

It's great to be back in the Sunshine State. When I think of Jacksonville, I think of all the greatness this city has produced -- Pat Boone, Rita Coolidge, James Weldon Johnson. Great Americans all.

We live at a time of tremendous opportunity. The changes we've worked for have come to pass: The end of the Cold War ... the collapse of imperial communism ... a new birth of freedom, from Managua to Moscow. A new world of hope for <u>ourselves</u> -- for <u>our kids</u>.

Yesterday, I was in Elk Grove, Illinois -- today, in Dalton,

Georgia -- talking about something I've thought about many times since I met with Boris Yelstin at the White House: The world we live in is a safer world -- safer than it was a decade ago / a year ago -- safer than it was two months ago, when kids walked out of school and into summer. I'm proud of the progress we've made in reducing some of the world's most dangerous nuclear weapons. //

Let me tell you what that means: Not for Presidents or Prime Ministers ... not for historians or heads of state ... but for parents, and for our kids: it means a future free from fear. //

Together, you have stood with me through some of this nation's most challenging moments -- I think back to our bid to ensure that the vital Panama Canal was not controlled by a drug-running dictator. With your support, we chased Mr. Noriega and we ran him to ground. Today, Panama is free and Mr. Noriega -- he's anything but.

Let me say this: We still have a little bit of unfinished business south of this great state. Let me make this prediction: The days of a certain gray-bearded tyrant -- you know who I'm talking about -- are numbered. In my next term, I look forward to being the first American President to set foot on the beaches of a free and democratic Cuba.

Now we face a new challenge. The time has come for the country that's changed the world ... to change America. And let me tell you: America is up to the challenge. //

This election year is about how we change to meet those challenges. But this election is not just about change -- because change has a flip-side. That flip-side is called trust. When you get right down to it, this election will be like every other: When you pull that curtain closed and cast your vote November 3rd -- trust matters. //

When the phone rings in the middle of the night in the White House ... when a crisis comes half a world away ... trust matters.

And that's the way it should be. //

Now, that's trust in the traditional sense. But that's just part of the picture. I stake my claim on a simple philosophy: To lead a great nation ... you must first trust the people you lead.

Look at every big issue we face. You'll see a choice -- a choice between those who put their faith in everyday Americans, and those who put their faith in government.

The other side seems to be saying "of the government, by the government, for the government." I stand with the great son of Illinois who spoke government "of the people, by the people, for the people."

I trust parents -- not the government -- to make the decisions that matter in life. //

I trust parents -- not the government -- to choose their children's schools: public, private or religious. //

I trust parents -- not the government -- to choose their

children's child care. // When the other side says, "government knows best" -- I say: Parents know better. Parents know better than some bureaucrat in Washington, D.C. //

But the number one issue today is the economy -- it's jobs. That's what's keeping people up late at night -- worrying about how they're going to pay the bills ... put food on the table ... care for their kids ... and still manage to put away something for their own retirement.

These concerns aren't mere matters of economics. Trust matters here, too. I trust you to spend and save your money more wisely than some budget planner in Washington.

Six months ago in my State of the Union, I proposed a common-sense, comprehensive plan to get this economy moving faster -- right now. Tax incentives -- to encourage businesses to hire new workers. A $5000 tax credit -- $5000 dollars right off the income tax you owe -- as a break for young families struggling to scrimp and save and buy that first home.

If Congress had acted -- my economic plan would have created half a million jobs.

Instead, Congress sat on my plan -- and sent me one full of new government spending, and new taxes.

You know the story. I sent it back. //

I'm still waiting -- America's still waiting -- almost 200 days later. My economic recovery plan is being held hostage and the ransom note reads, "wait 'till after the election."

There are some signs Congress may be getting the message.

Last Wednesday, the Senate Finance Committee approved a package including a tax credit for first time homebuyers of $2500 dollars. It's half a year late ... half as much as I asked for ... half way through the Congress.

People ask what I think? That's not half bad. //

But what I'm going to say to Congress is: The American people are waiting. They want action. Pass a bill that helps us get this economy growing again. //

Let me close today with a few words from the heart. // Barbara and I are blessed -- blessed to serve at a moment in history when so many of the old fears have been driven away ... when so many new hopes stand within our reach.

Since the day I took the oath of office, I've made it my duty always to work for what's right for America. //

This election is about the big issues. The issues that shape the world -- and the values close to home: I'm talking about jobs, about family and faith -- about neighborhoods free from crime ... about a world free from fear. About trusting a leader who trusts you.

Today, I say to all the good people of this state: together we've made a great beginning. Give me four more years to finish the job. //

Thank you all for this warm welcome -- and may God bless this great nation, the United States of America.

# # #

S. Provost

Johns/Aarhus
Draft three
July 30, 1992

PRESIDENTIAL REMARKS FOR JACKSONVILLE RALLY
Monday August 3, 1992
Jacksonville, Florida, 12:30pm

Keep

Senator Mack, thank you. What a fantastic job you are doing for this great state.

Congressmen Cliff Stearns and Craig James, Minority Leader Crenshaw, State Treasurer Gallagher, Councilwoman Fowler -- thank you all.

And Mayor Austin, thank you for your hospitality here today. Thanks even more for your support -- and for your open-mindedness toward the "other side." Though I have to warn you, Mayor, there may be a few moments during the next few minutes that you may want to cover your ears for what I'm about to say.

And thank you to the Fletcher High Marching Band. Great job. And Amerikids, thank you all.

It's great to be back in the Sunshine State. When I think of Jacksonville, I think of all the greatness this city has produced -- Pat Boone, Rita Coolidge, James Weldon Johnson. Great Americans all.

And then there's the great southern rock band Lynyrd Skynyrd -- another super product of your home town. Maybe they're a little out of my generation, but I always wondered why they sang "Sweet Home Alabama" -- not "Sweet Home Jacksonville?"

Yesterday, I was in Elk Grove, Illinois -- today, in Dalton, Georgia -- talking about what's at stake in this election -- talking to them about trust.

But while I've been talking about trust, my opponent has been bashing away -- telling us what's wrong with America. You know, there's a little joke going around that the Democrats have a new diet. It's a sure fire way to stay thin: You only get to eat dessert when the Democrats say something positive about America.

I've never believed in that approach to politics. Ever since I've been active in public life, I've been guided by this ideal: trust the people. And, as I've followed this ideal, I've never been disappointed. The beauty of America...the greatness of our land...always has been the ingenuity of Americans -- and your achievements right here in Jacksonville are a testament to that ingenuity.

Let me cut to the heart of the matter about the important choice we face this November 3rd. You know, we've really got two options. I believe that a government worthy of the people's trust must trust the people.

This is why I'm leading the charge to allow parents to send their children to the school of their choice -- public, private, or religious.

This is why I'm fighting to give parents greater leeway on where they send their kids for childcare.

And this is why I'm fighting for tax relief for first-time home buyers, why I believe we've got to get government off the back of the people and out of their wallets.

You know about the other option. It's what my opponent and their friends in Congress have to offer. Deep down, they believe that the American people really can't be trusted, that -- if we want to solve problems -- we've got to put our trust not in people and families, but in government and big bureaucracy. Forgive me if I say that I have more faith in you to do the right thing.

I'm sure I don't have to tell you: The other side is working overtime to repackage their old liberal ideas. A new wrapping. A nice bow. Lots of smiles and cameras and slick campaign themes. But what these guys really have to offer you is castor oil -- and it really doesn't matter how pretty the glass is. That's their vision for America. No faith in people. More government. More taxes. They believe in managing failure; we believe in creating success.

And, Jacksonville, let me fill you in on a little secret: Over the next 90 days, I'm going to take my message to the American people. I'm going to fight hard for what's right, the values that you and I share -- support for God and family, a pro-growth economic agenda -- getting the government off our backs, making our streets safe at home, and keeping America strong abroad.

These are the things that made America great, and these are the things that we will not surrender. And here is where I need your help: We cannot let them tear down our accomplishments and preach their negative politics. We can't let them run down our great country and tie us down with their regulations.

Often times, at big political rallies like this, candidates come before the people and they ask for favors. And I guess I'm no exception. Let me be clear: I need your vote this November.

But I also want to take a moment to offer you some thanks -- thanks for your support as we have rebuilt America and reshaped our world.

FIND PLACE

Together, you have stood with me through some of this nation's most challenging moments -- I think back to our bid to ensure that the vital Panama Canal was not controlled by a drug-running dictator. With your support, we chased Mr. Noriega and we ran him to ground. Today, Panama is free and Mr. Noriega -- he's anything but.

Then, you stood with me against Soviet tyranny. Together, Ronald Reagan and I promised you in 1981 that we would revive this nation's defenses and support those brave men and women fighting for freedom around the world. You supported me, and today imperial communism is dead.

And when Saddam Hussein sought to expand his power in the Persian Gulf, and threatened American interests, you stood with me. He invaded Kuwait, and he was prepared to continue his march. It was a grave hour for America. But, with your support, we faced

down Saddam. Maybe you remember my words: this will not stand. And then, with the help of our brave fighting forces -- including a lot from right here in Jacksonville -- we drove Saddam right out of Kuwait. You supported me, you supported our troops, and America prevailed.

First place for

Let me say this: We still have a little bit of unfinished business south of this great state. Let me make this prediction: The days of a certain gray-bearded tyrant -- you know who I'm talking about -- are numbered. In my next term, I look forward to being the first American President to set foot on the beaches of a free and democratic Cuba.

When it comes to America's security in the world, let's not close our eyes to history. If history tells us anything, it tells us this: The next four years will likely bring us new threats; some may be severe. Thanks to American persistence, the Soviet bear is extinct. But many wolves remain. I will do all in my power to keep America safe and the wolves at bay.

As you look at the changes we have achieved together, you need to be a little skeptical about a candidate who now -- looking around for a rallying call -- says 'Hey, how about some change?' Well, let me remind them: we are the change, and -- over the past four years -- we have proven our ability to achieve what many thought was the impossible. Today, as we join together here in Jacksonville, our nation is more secure, our children are safer -- and the world knows one thing for sure: Let the critics say what they will, America is the world's leader.

Now, we're going to do it again -- on the domestic front. Today, I want to ask you for your support for our domestic crusade. But this election is not just about change, because change has a flip side. And that flip side is called trust. And so I stake my claim in a simple philosophy: To lead a great nation you must first trust the people you lead.

I trust parents -- not the government -- to make the decisions that matter in life.

I trust parents -- not the government -- to choose their children's schools: public, private, or religious.

I trust parents -- not the government -- to choose their children's child care. When the other side says, "government knows best" -- I say: Parents know better. Parents know better than some bureaucrat in Washington, D.C.

We also need to push for other key reforms -- changes that will restore trust to government:

We need discipline in our federal spending. I ask you, join me in my call for a line-item veto and a balanced budget agreement.

We need the faith of our founders back in our schools: I ask you, join me in my call for voluntary prayer in our nation's classrooms.

We need safer streets: I ask you, join me in my call for stronger prison sentences for the crack dealers and the death penalty for drug kingpins that prey on our kids.

And above all, we need to reform the Congress: I ask you: join me in my call for term limitations for members of Congress.

Ladies and gentlemen, there has been much we have done together. We have made a good beginning. Without your support, I'm sure we could not have done what we have done. Thank you so very much.

We have still more to do. And we will meet these challenges, you and I. Let the other guys run this country down -- tell us what's wrong with America. We'll focus on what's right about America -- and we will continue working to build a government that doesn't dictate to its people, but trusts them.

Thank you. God bless you all. And God bless America.

THE WHITE HOUSE

WASHINGTON

fld

July 31, 1992

MEMORANDUM FOR THE PRESIDENT

THROUGH: DAN MC GROARTY

FROM: MICHAEL JOHNS MJ

SUBJECT: JACKSONVILLE, FLORIDA RALLY

I. SUMMARY

On Monday, August 3, at 12:30 p.m., you will address approximately 6,000 people gathered at The Landing, a riverfront site in Jacksonville, Florida. You will be introduced by Senator Connie Mack.

II. DISCUSSION

~~Your remarks (13 minutes, on cards) highlight a theme of trust -- trusting the people, not the government, to make the important decisions in their lives. Additionally, you thank your supporters for all they have done to help you lead this country, rebuild America and reshape the world.~~

With the exception of the local color, your remarks (& minutes, on cards) are identical to the Elk Grove picnic rally ~~event~~ speech.