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**Record Group/Collection:** George H.W. Bush Presidential Records  
**Collection/Office of Origin:** Speechwriting, White House Office of  
**Series:** Grant, Mary Kate, Files  
**Subseries:** Subject File, 1988-1991

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**OA/ID Number:** 13882  
**Folder ID Number:** 13882-008

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**Folder Title:**  
National Association of Wholesalers, 2/1/89

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Stack:	Row:	Section:	Shelf:	Position:
<b>G</b>	<b>19</b>	<b>2</b>	<b>7</b>	<b>7</b>

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REMARKS FOR MEETING WITH NATIONAL ASSOCIATION  
OF WHOLESALER-DISTRIBUTORS  
WEDNESDAY, FEBRUARY 1, 1989

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

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

2

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

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

3

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

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

4

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

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

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

5

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

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

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

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

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

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

**# # #**

2nd Draft

((Grant))

January 30, 1989

8 p.m.

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

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

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

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

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

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

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

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

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

We've got to make sure no one breaks the back of this economic recovery that we've got going for over six years now. I'm excited that we have Nick Calio, the former Senior Vice President of the NAW, on board here at the White House in Legislative Affairs to help on that front. He'll be working with Congress to keep the economic expansion rolling and keep the hand of government out of our back pockets.

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

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

VALIS ASSOCIATES

December 27, 1988

The Honorable David Demarest  
Office of the President Elect  
1825 Connecticut Avenue, N.W.  
Washington, D.C. 20270

Dear Dave:

I enclose a copy of my letter to Jim Cicconi, which I believe is self-explanatory. As you can see, I am requesting that the President address the 200 elected officers of the National Association of Wholesaler-Distributors on Wednesday, February 1, 1989, at approximately 3 - 4:30 p.m. in room 450 of the Old Executive Office Building. Whether or not the President is available, I am trying to arrange a program featuring Elizabeth Dole, Dick Darman and John Sununu.

NAW was the first business PAC to formally endorse George Bush for President (see July 15 NAW Report), and Dirk Van Dongen and Nick Calio have excellent ties with Lee Atwater, Rich Bond and most of the high Bush command. I am certain they will endorse this project.

More important, this will be a great outreach opportunity to leaders of the 120 trade associations that comprise the NAW. Virtually the entire power structure of the nationwide wholesaler/distributor infrastructure will be present. It will be an "invitation only" opportunity for the presidents and executive directors of these associations.

If you have any questions, please feel free to call me, or to check with Cicconi, Atwater, Bond or Elizabeth Dole. They will confirm what staunch allies the NAW members are. With best wishes.

Sincerely,



Wayne H. Valis

Encl.

1747 Pennsylvania Avenue, N.W.  
Suite 1201  
Washington, D.C. 20006  
202 833-5055

December 27, 1988

The Honorable Elizabeth H. Dole  
Secretary-Designate, Department of Labor  
Union Pacific  
Columbia Square  
555 13th Street, N.W., Suite 450 West  
Washington, D.C. 20004

Dear Elizabeth:

First, congratulations on your appointment. The President couldn't have made a better pick. You will do an outstanding job in bridging the gulfs among the Bush Administration, labor and the business community. As you well know, you will be facing many contentious issues that will be highly visible. As always, I am only too happy to be of assistance to you.

Second, I will be sending two or three resumes to you via Bob Davis. I will only forward the resumes of outstanding individuals who combine excellent character, loyalty, political savvy and honesty. I also may have some information on the political coalitions that deal with labor issues, which I will forward via Bob.

Finally, I would like to request a favor of you for our friend Dirk Van Dongen. Dirk and NAW are conducting their Annual Meeting in Washington (for the first time) on Wednesday, February 1, 1989. He has arranged a wonderful program, with stars from the worlds of business, the media and the Congress. Unfortunately, there is a hole in his program during the afternoon (approximately 3 - 5 p.m.) which was to be "Policies and Priorities of the New Administration", and has been advertized as "representatives of the new administration".

As you can see from my enclosed letters to Jim Cicconi and Dave Demarest, I am requesting, for NAW, an EOB 450 briefing from 3 - 4 p.m. for the 200 elected heads of the 120 associations that comprise the NAW and its Board. I am asking you to address this group, as well as to assist in scheduling the briefing, regardless of your availability. I am also asking Jim and Dave to assist in getting President Bush, Dick Darman and John Sununu to appear. Dirk has had some discussions with Jim Cicconi on this already.

You know Dirk's leadership role with the business community, his organization's early endorsement (in July) of George Bush (see attached), and the importance of NAW's active support to the success of the new Administration. I will expend whatever efforts are necessary to help my friend make his first Washington Annual Meeting a rousing success. I hope you will be able to assist us in this and I look forward to discussing this with you or a member of your staff.

Elizabeth Dole

-2-

December 27, 1988

Thanks once again for the courtesy of your pre-Christmas phone call. Your kindness, thoughtfulness and friendship are appreciated more than you can possibly know. I hope to repay them in some small measure during the next several decades of what I hope will be our productive and continuing friendship.

As ever,

*Wayne*

Wayne H. Valis

Encl.

*Thanks again!*

December 27, 1988

The Honorable James W. Cicconi  
Office of the Secretary Designate  
Department of State  
S-TT Room 1208A  
Washington, DC 20520

Dear Jim:

As you know, Dirk Van Dongen and the National Association of Wholesaler-Distributors, for the first time, is conducting its 1989 annual meeting in Washington, DC (instead of at a warm-weather resort, as is their custom). They have a wonderful program arranged with heavyweights from the Congress and the media. However, there is a hole in their program on Wednesday, February 1 in the afternoon (3 - 5 p.m.). This is scheduled to be the session on "Policies and Priorities of the New Administration" and is advertised to the NAW leadership as "representatives of the new administration". At the moment, due to the normal vagaries of the transition, no representatives of the Bush Administration have been scheduled. Time flies and Dirk now needs to move to schedule this program.

I am asking your assistance in scheduling room 450 of the Old EOB from approximately 3 - 4 p.m. to brief the elected officers of the 120 associations that comprise NAW. This "invitation only" event would be a great outreach opportunity to directly address the power structure of the nationwide wholesaler-distributor infrastructure. I propose a power packed lineup that would include President Bush, Secretary Dole, Director Darman and Chief of Staff Sununu. The entire event would be about an hour long. Should the President not be available, I would respectfully suggest going ahead with the program and these guests.

I need not belabor points by reminding you of the political importance of NAW, or the fact that NAW was the first business PAC to endorse George Bush for President (see enclosures). You know Dirk and his efforts on behalf of tax, budget and virtually all this Administration's domestic policy agenda. These efforts will continue in spades during the Bush Administration, and this would be a wonderful opportunity to ask for NAW's continued support of the President's domestic policy agenda. With Dirk's entire power structure in attendance, I hope that you can use your good offices to arrange President Bush's call to action to them.

J. Cicconi

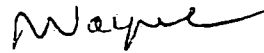
-2-

December 27, 1988

I am certain that Lee Atwater, Rich Bond, Elizabeth Dole, Dick Darman and many others would endorse this project. Dirk is one of the real leaders in the Washington business community and his organization is a key one. I am willing to go to the mat on this and expend whatever political capital is necessary. Please let me know what I can do to help get this scheduled.

Thanking you in advance for your courtesy and consideration,  
I am,

As ever,



Wayne H. Valis

Encl.

15<sup>5</sup> Draft

((Grant))

January 27, 1989

8:00 a.m.

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

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

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

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

Back in 1981 after ~~we won that important vote on Gramm Latta~~  
~~-- with the help of the NAW --~~ I was in the East Room *at a*  
*reception* ~~congratulating our supporters.~~ Dirk [Van Dongen, NAW President]  
came up to me ~~during the reception~~ and said, "Mr. Vice President,  
it's great to see you in the White House." Well, today I can  
say, it's great to see all of you in the White House."

As I look at some of the faces in this room, I know we have  
here the top leadership of the wholesale distribution industry.

I appreciate the support you've given me over the years, and I ~~now we're facing the~~ look forward to working with you on the issues that matter to us

-- reducing the deficit, keeping taxes down, ~~fighting mandated~~ <sup>sustaining econ</sup> growth, ~~and expanding econ opportunities~~ <sup>benefits</sup>, and working toward product liability reform. These are issues that will be at the forefront early on, and we need your help -- especially at the grassroots level -- from the very start.

[insert]

<sup>just heard from</sup> [I understand you met earlier this afternoon with Dick Darman and Secretary Dole, and I know <sup>she</sup> I can count on the you industry's support as my Administration prepares to move ahead on these issues.]

We've got to make sure no one breaks the back of this economic recovery that we've got going for over six years now. I'm excited that we have Nick Calio, the former Senior Vice President of the NAW, on board here at the White House in Legislative Affairs to help on that front. He'll be working with Congress to keep the economic expansion rolling and keep the hand of government out of our back pockets.

One final note: I met with the COFIRE Coalition in December, and I know the NAW is very active in <sup>supporting our efforts</sup> ~~this as we work to~~ <sup>to bring down the def w/o new taxes</sup> ~~keep taxes down~~. To Dirk and Vick [Kanners, outgoing Chairman of NAW], I want to say thanks for your good work -- and I hope that I can count on the support of your Chairman-elect, Ernie Hodas.

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

You know I've been speaking a little of ethics - and the need for the highest standards both in and out of government. I'm a big believer in leadership by example. And I believe the example you set will go a long way in leading workers to a more ethical way of life. ~~This is something very important to me, and I would like it to be for you~~

THE WHITE HOUSE  
WASHINGTON

January 30, 1989

MEMORANDUM FOR CHRISS WINSTON  
DEPUTY ASSISTANT TO THE PRESIDENT  
FOR COMMUNICATIONS

FROM: C. BOYDEN GRAY *CBG*  
COUNSEL TO THE PRESIDENT

SUBJECT: Presidential Remarks: Meeting With National  
Association of Wholesaler-Distributors

Counsel's office has reviewed the above-referenced Presidential remarks, and we believe that portions do not strike an appropriate Presidential tone. We are particularly concerned that these campaign-style remarks, and particularly the reference to hiring a former NAW officer, will be viewed as a promise to benefit NAW as a trade-off for their past and future support. We believe this sends the wrong signal to this and other groups.

We are also concerned that praising the NAW for its work in support of previous legislation and the call for them to engage in grassroots lobbying on behalf of future initiatives raises the "anti-lobbying" restrictions in 18 U.S.C. § 1913 and various appropriations acts. We are reviewing these restrictions as they relate to the President's own particular interests in separation-of-powers issues, but believe that we should take a conservative approach until the results of that review are ready.

cc: James W. Cicconi

**WHITE HOUSE STAFFING MEMORANDUM**

1/27/89

1/30/89 NOON

DATE: \_\_\_\_\_ ACTION/CONCURRENCE/COMMENT DUE BY: \_\_\_\_\_

SUBJECT: PRESIDENTIAL REMARKS: MEETING WITH NATIONAL ASSOCIATION OF  
WHOLESALE-DISTRIBUTORS

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input checked="" type="checkbox"/>	NEWMAN	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	STUDDERT	<input type="checkbox"/>	<input type="checkbox"/>
BATES	<input type="checkbox"/>	<input type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
BREEDEN	<input type="checkbox"/>	<input type="checkbox"/>	WINSTON	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
CICCONI	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HAGIN	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

**REMARKS:**

Please forward your comments directly to Chriss Winston, x2930, Rm. 122, with an info copy to my office, by noon on Monday, January 30, 1989. Thank you.

**RESPONSE:**

James W. Cicconi  
Assistant to the President  
and Deputy to the Chief of Staff  
Ext. 2702

((Grant))

January 27, 1989

8:00 a.m.

PRESIDENTIAL REMARKS: MEETING WITH NATIONAL ASSOCIATION  
OF WHOLESALER-DISTRIBUTORS  
WASHINGTON, D.C.  
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[I understand you met earlier this afternoon with Dick Darman and Secretary Dole, and I know I can count on the industry's support as my Administration prepares to move ahead on these issues.]

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One final note: I met with the COFIRE Coalition in December, and I know the NAW is very active in this as we work to keep taxes down. To Dirk and Vick [Kanners, outgoing Chairman of NAW], I want to say thanks for your good work -- and I hope that I can count on the support of your Chairman-elect, Ernie Hodas.

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