

# FOIA MARKER

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**Collection/Record Group:** Clinton Presidential Records

**Subgroup/Office of Origin:** Public Liaison

**Series/Staff Member:** Alexis Herman/Ruby Moy

**Subseries:**

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**OA/ID Number:** 4276

**FolderID:**

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**Folder Title:**

Health Care Information March 22, 1994 thru Present [binder] [1]

**Stack:**

**S**

**Row:**

**29**

**Section:**

**5**

**Shelf:**

**7**

**Position:**

**1**

# Withdrawal/Redaction Sheet

## Clinton Library

| DOCUMENT NO.<br>AND TYPE | SUBJECT/TITLE | DATE | RESTRICTION |
|--------------------------|---------------|------|-------------|
|--------------------------|---------------|------|-------------|

|           |                                                          |            |      |
|-----------|----------------------------------------------------------|------------|------|
| 001. list | [Personally Identifiable Information] [partial] (1 page) | 04/07/1994 | b(6) |
|-----------|----------------------------------------------------------|------------|------|

### COLLECTION:

Clinton Presidential Records  
Public Liaison  
Alexis Herman  
OA/Box Number: 4276

### FOLDER TITLE:

Health Care Information March 22, 1994 thru Present [binder] [1]

2012-0741-F

rs2639

### RESTRICTION CODES

#### Presidential Records Act - [44 U.S.C. 2204(a)]

- P1 National Security Classified Information [(a)(1) of the PRA]
- P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
- P3 Release would violate a Federal statute [(a)(3) of the PRA]
- P4 Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA]
- P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [(a)(5) of the PRA]
- P6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA]

C. Closed in accordance with restrictions contained in donor's deed of gift.

PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).

RR. Document will be reviewed upon request.

#### Freedom of Information Act - [5 U.S.C. 552(b)]

- b(1) National security classified information [(b)(1) of the FOIA]
- b(2) Release would disclose internal personnel rules and practices of an agency [(b)(2) of the FOIA]
- b(3) Release would violate a Federal statute [(b)(3) of the FOIA]
- b(4) Release would disclose trade secrets or confidential or financial information [(b)(4) of the FOIA]
- b(6) Release would constitute a clearly unwarranted invasion of personal privacy [(b)(6) of the FOIA]
- b(7) Release would disclose information compiled for law enforcement purposes [(b)(7) of the FOIA]
- b(8) Release would disclose information concerning the regulation of financial institutions [(b)(8) of the FOIA]
- b(9) Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]

PUBLIC LIAISON

ALEXIS HERMAN

RUBY MOY

3 BOXES OF MATERIAL SENT TO FILE

Box 1

Booklet - Health Security Plan Briefing Book - September 22, 1993

Booklet - Health Care Reform Briefing - Tuesday February 15, 1994

Booklet - Briefing for the African American Health Care Providers  
Thursday, February 17, 1994

Binder - Health Care and Business - 1994

Binder - Health Care and Business - 1993

Binder - Health Care Notebook - (date order)

ENCLOSURES FILED OVERSIZE ATTACHMENTS

4274  
NARA 2965

Box 2

Binder - Health Care Information II

Binder - Health Care Information III

ENCLOSURES FILED OVERSIZE ATTACHMENTS

4275  
NARA 2966

Box 3 -

Binder - Health Care Support

Binder - Health Care Information - March 22, 1994 to present

ENCLOSURES FILED OVERSIZE ATTACHMENTS

4276  
NARA 2967

3 boxes filed 11/26/95 rr

**Alexis Herman**  
**Office of Public Liaison**

**Health Care Information**

**March 22, 1994 thru Present**



WW 2FL

# **Health Care Information**

**March 22, 1994 thru Present**

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**Alexis Herman**  
**Health Care Information**  
**Index**

| <i>Tab Num</i> | <i>Name/Title</i>             | <i>Description</i>                              |
|----------------|-------------------------------|-------------------------------------------------|
| 10.            | Bob Burkett                   |                                                 |
| 9.             | Cabinet/Chiefs Meetings       | Talking Points<br>Employer & Trade Assoc.       |
| 5.             | CEO/ Letters & Support        |                                                 |
| 4.             | Chain Drug Stores             | (Small Business)                                |
| 7.             | Companies by District         |                                                 |
| 6.             | Employee Based Reform Support | Family USA Letter                               |
| 11.            | Mike Lux- Memos               |                                                 |
| 8.             | POTUS/FLOTUS- Memos           |                                                 |
| 1.             | Quick Reference               | Targeted Districts                              |
| 2.             | Targets                       |                                                 |
| 3.             | Wexler Communication          | (Big Business)<br>Target Calls<br>Cong. Letters |

**Updated: September 12, 1994**

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## **Clinton Presidential Records Digital Records Marker**

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This is not a presidential record. This is used as an administrative marker by the William J. Clinton Presidential Library Staff.

This marker identifies the place of a tabbed divider. Given our digitization capabilities, we are sometimes unable to adequately scan such dividers. The title from the original document is indicated below.

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### **1. Quick Reference**

Divider Title: \_\_\_\_\_

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7

# Energy and Commerce

| DISTRICT         | PAID MEDIA                                                                           | MAIL                                                                | PAID PHONES                                                                                                       | CANVAS | PLANNED UPCOMING ACTIVITIES                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|------------------|--------------------------------------------------------------------------------------|---------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|--------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Bilirakis (R-FL) | CHS start:<br>Radio and TV,<br>"Give Us What<br>You've Got"<br><br>3/28-4/3:<br>AARP | 3/29 wk:<br>HCRP 8,500<br><br>Recess: CA<br>10,000 &<br>handwritten | HCRP phones<br>follow up<br><br>Recess: CA<br>phones 10,000<br><br>4/4: AFSCME<br>5,000<br><br>4/4: HCRP<br>4,000 | CA     | 3/24: 2 CA PCs for<br>CHS ads<br>Ongoing: CHS Pledge<br>Campaign<br>3/28: LTCC walk ins<br>3/29: Town Hall mtg<br>4/4 wk: LTCC walk-ins<br>4/4: CHS PC<br>4/4: Sec Gober, Cong<br>Gibbons Tampa HC<br>Forum<br>4/6-7: HCRP Talk<br>Show Blitz<br>4/7: Torres-Gil visit<br>Recess: NHCC visit<br>Recess: local coalition<br>leafletting, talk shows,<br>public meetings, op<br>eds; CA building<br>around CHS ads<br>(refusing mtg reqs -<br>bombarding w/reqs)<br>?Researching Airport<br>Send-off<br>4/19: FUSA/HCRP<br>rises "How People Lose<br>Their Health Care" |

## Key:

AAA: Area Agency on Aging  
 CA: Citizen Action  
 CHS: Campaign for Health Security  
 CLUW: Coalition of Labor Union Women  
 FUSA: Families USA  
 HCRP: Health Care Reform Project  
 LTCC: Long Term Care Campaign  
 NCSC: National Council of Senior Citizens  
 NLCHCR: National Leadership Coalition for Health Care Reform  
 NHCC: National Health Care Campaign

PC: Press Conference  
 PF: Public Forum

4/8/94

|                |                                                                                   |                         |                                                                                                   |  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|----------------|-----------------------------------------------------------------------------------|-------------------------|---------------------------------------------------------------------------------------------------|--|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Boucher (D-VA) | 3/29-4/10:<br>HCRP TV<br>"Small<br>Business"/<br>"Imagine";<br>Radio<br>"Imagine" | 3/29 wk:<br>HCRP 20,000 | 3/22: labor<br>mtg -- calls<br>made<br>3/25: calls<br>during UMW<br>mtg<br><br>4/4: HCRP<br>4,000 |  | 3/23: HCRP ltrs to all<br>news editors re:HIAA<br>3/24: WH State Opn<br>Ldrs<br>3/29: HCRP press rels<br>on ads<br>3/30: HCRP ltr to ed on<br>sm business (25 papers)<br>4/7: HCRP provider PC<br>on quality and choice<br>4/6: POTUS town hall<br>satellite<br>4/8: HCRP spk at<br>AARP mtg<br>4/9: 2 town hall mtgs<br>4/13: AAA present on<br>lrc<br>4/16: 3 town halls<br>Recess: Families USA<br>media blitz<br>Recess: NHCC visit                        |
| Bryant (D-TX)  |                                                                                   | 3/29 wk:<br>HCRP 4,000  |                                                                                                   |  | 3/21: insurance<br>fundraiser protest<br>3/28: wk CA PC for<br>CHS ads<br>3/28: "Unhealthy<br>Money" Report<br>released<br>3/31: Bryant at<br>Columbia Institute<br>4/4: Shalala/Cong Hall<br>Event<br>4/4: 4 Town Hall Mtgs<br>4/6: Bryant "Reception<br>on Health Care"<br>4/6-7: Talk Show Blitz<br>4/7: 2 Bryant Town<br>Hall Mtgs<br>4/13: AFL-CIO mtg<br>4/18: AARP 6 stop bus<br>tour<br>4/19: FUSA/HCRP<br>rls, "How People Lose<br>Their Health Care" |

|                  |                                                                               |                                                                                                                               |                                                                   |                                 |                                                                                                                                                                                                                                                                                                                                                                                                   |
|------------------|-------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------|---------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Cooper (D-TN)    | CHS start: TV and Radio, "Give Us What You've Got"                            | 3/21: AFSCME (20-30,000 to Af-Am cmtty)<br><br>3/29 wk: HCRP 5,000<br><br>CHS                                                 | 4/4: HCRP 4,000                                                   |                                 | 4/3: Easter sermons incorporate hc; ltr writing following church<br>4/6: "Nurses Day on Capitol Hill"; Nashville Convention Center<br>Recess: LTCC walk ins<br>Ongoing: CHS Pledge Campaign<br>4/19: FUSA 2 PCs/Rls<br>Rpt on Health Insurance                                                                                                                                                    |
| Franks (D-CT)    | 3/28-4/3: AARP                                                                | Recess: CA 10,000<br>3/28: ltr writing at anti-Franks rally<br>3/29 wk: HCRP 22,500<br>4/5: HCRP 50 handwritten               | Recess: CA 10,000<br><br>4/4: AFSCME 5,000<br><br>4/4: HCRP 4,000 | CA                              | 4/2: Waterbury leafletting event<br>4/5: UAW Retirees mtg: fliers, etc.<br>4/7: Johnson town mtg<br>4/9: Public clinic outside Frank's house (drs/nurses - blood pressure, blood lead scrning)<br>Recess: local coalition leafletting, opeds, talk shows, local radio, ltrs to ed: "Give Us What We Gave You"<br>Recess: NO PUBLIC MTGS<br>4/14: NASW Annual Conference (200+)<br>4/25: LWF-EF PF |
| Greenwood (D-PA) | HCRP: Radio 3/30-4/8<br><br>3/28-4/3: AARP                                    | 3/29 wk: HCRP 13,500                                                                                                          | 4/4: AFSCME 5,000<br><br>4/4: HCRP 4,000                          |                                 | 3/31: Planned Parenthood/NARAL<br>Recess: LTCC walk-ins<br>Recess: NHCC visit cancelling meetings, prep for trip to Russia                                                                                                                                                                                                                                                                        |
| Klug (D-WI)      | 3/24 start: CHS TV and Radio, "Give Us What You've Got"<br><br>3/28-4/3: AARP | 3/29 wk: HCRP 24,000<br>Recess: CA handwritten (by neighbors)<br>4/8: Ltr reqs SOS mtg<br>4/13, 4/19: Ltr req WI aging groups | 4/4: AFSCME 5,000<br><br>4/4: HCRP 4,000                          | CHS<br>CA (including Mrs. Klug) | 3/24: CHS PC for ads<br>3/24-25: CA radio talk show<br>3/25: AFL petition<br>3/30: Ed bd mtg<br>Recess: CA following him; "Unhealthy Money" rpt                                                                                                                                                                                                                                                   |

|                |                                                                                     |                                                 |                                                |  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|----------------|-------------------------------------------------------------------------------------|-------------------------------------------------|------------------------------------------------|--|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Lambert (D-AR) | Recess: NCSC<br>radio ads                                                           | 3/29 wk:<br>HCRP 7500                           | 4/4: HCRP<br>4,000                             |  | 3/19: NHCC<br>teleconference<br>w/FLOTUS<br>3/29: CD Seniors Visit<br>w/Lambert<br>3/31: Bowles HC event<br>4/4 wk: LTCC walk ins<br>4/6: HCRP signs and/or<br>?'s at Sen. Nickles at<br>Republican Fundraiser<br>4/18: HCRP mtg<br>4/18: farmers mtg<br>4/19: FUSA/HCRP<br>rlse "How People Los<br>Their Health Care"                                                                                                                                                               |
| Lehman (D-CA)  | 3/29-4/10:<br>HCRP TV<br>"Small<br>Business"/<br>"Imagine"<br><br>3/28-4/3:<br>AARP | Recess: CA<br>10,000<br>3/29 wk:<br>HCRP 14,300 | Recess: CA<br>10,000<br><br>4/4: HCRP<br>4,000 |  | 3/19: NHCC<br>teleconference<br>w/FLOTUS<br>3/25: LWV Ed Fund PF<br>HCRP: ltr to ed bd re:<br>HIAA<br>4/6: PC by SEIU,<br>HCRP, NHCC (5 sm<br>business owners<br>speaking) good media<br>4/7: HCRP providers<br>event at public hospital<br>4/8: Event outside cd<br>office<br>Recess: NHCC visit<br>Recess: SEIU public ed<br>drive; sm bus/srs<br>recruitment<br>Recess: Noon Time<br>Drives every day post<br>cards/petitions; Fresno<br>(check - pcs?)<br>not accepting meetings |

5

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|----------------|-------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------|----|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| MMM (D-PA)     | <p>3/30-4/8:<br/>HCRP Radio<br/>"Imagine"</p> <p>4/3: AARP<br/>and NCSC tv<br/>ads go up</p> <p>**4/5: New<br/>CSE tv and<br/>radio spots**</p> | <p>3/29 wk:<br/>HCRP 24,300</p> <p>Recess:<br/>AFSCME<br/>10,000 CA<br/>mbrs</p>                  | <p>Recess:<br/>AFSCME<br/>10,000 CA<br/>mbrs</p> <p>4/4: AFSCME<br/>5,000</p> <p>4/4: HCRP<br/>4,000</p> |    | <p>3/19: NHCC<br/>teleconference<br/>w/FLOTUS</p> <p>3/25: NLCHCR public<br/>meeting w/MMM</p> <p>3/25: HCRP mtg</p> <p>3/25: NARAL/womn's<br/>groups mtg</p> <p>3/25: Labor mtg</p> <p>HCRP: Ed bd ltr re:<br/>HIAA</p> <p>Recess: NHCC meeting</p> <p>4/1: AGJ in Philly</p> <p>4/4: HCRP op eds</p> <p>4/4 wk: LTCC walk ins</p> <p>4/6: Leadership of<br/>Philly Citizens for<br/>Children and Youth<br/>mtg</p> <p>4/6-7: HCRP radio talk<br/>show call in</p> <p>4/7: HCRP provider pc</p> <p>4/9: LWF PF</p> <p>4/11: NCOD Town Mtg</p> <p>4/19: Rls FUSA Rpt on<br/>health insurance</p> |
| Pallone (D-NJ) |                                                                                                                                                 | <p>3/29 wk:<br/>HCRP 24,200</p> <p>4/4: HCRP 55<br/>handwritten<br/>ltrs</p>                      | <p>4/4: AFSCME<br/>5,000</p> <p>4/4: HCRP<br/>4,000</p>                                                  | CA | <p>3/31: HCRP CD Visit;<br/>Pallone agrees to sign<br/>HCRP principles</p> <p>3/31: Town Mtg</p> <p>4/4 wk: LTCC walk ins</p> <p>4/5: HCRP rls on<br/>Pallone ??</p> <p>Recess: NHCC meeting</p> <p>Recess: CA public<br/>meetings, op eds, talk<br/>shows, ltrs to ed, mtg<br/>w/ed bds: providing<br/>cover</p>                                                                                                                                                                                                                                                                                |
| Schenk (D-CA)  | <p>3/30-4/8:<br/>HCRP Radio<br/>"Imagine"</p> <p>3/28-4/3:<br/>AARP</p>                                                                         | <p>SEIU<br/>LTCC hand<br/>ltrs</p> <p>3/28: NHCC<br/>phone bank</p> <p>3/29 wk:<br/>HCRP 7500</p> | <p>4/4 wk: SEIU</p> <p>4/4: AFSCME<br/>5,000</p> <p>4/4: HCRP<br/>4,000</p>                              |    | <p>3/30: NCOD Town Mtg</p> <p>Recess: NHCC visit</p> <p>Editorial Bd ltr re:<br/>HIAA</p> <p>4/10: HCRP Recess</p> <p>Send Off Rally</p> <p>Providing Cover</p>                                                                                                                                                                                                                                                                                                                                                                                                                                  |

(6)

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| Sharp (IN)    |                                                                                                                                               | 3/29 wk:<br>HCRP 34,500<br>3/31: ltrs at<br>UAW mtg<br>4/4: ltrs at<br>UAW retirees<br>mtg<br>4/6: ltrs at<br>Central Labor<br>Council mtg | 4/4: HCRP<br>4,000                              |  |                                                                                                                                                                                                                                                                                                                                                                              |
| Slattery (KS) | 3/28: NCSC<br>radio<br>"Insurance as<br>Assurance"<br><br>3/29-4/10:<br>HCRP TV<br>"Small<br>Business"/<br>"Imagine"<br><br>3/28-4/3:<br>AARP | 3/29 wk:<br>HCRP 20,000                                                                                                                    | 4/4: HCRP<br>4,000                              |  | 3/19: NHCC<br>teleconference<br>w/FLOTUS<br>3/30: Shalala tour and<br>press w/Slattery<br>Recess: NHCC meeting<br>4/4 wk: LTCC walk ins<br>4/4: HC Forum on ltr/<br>ltr campaign<br>4/5: talk show - labor<br>4/6: NCOD Town Mtg<br>4/7: POTUS town hall<br>and sm business tour<br>4/18: HCRP/FUSA PC<br>rlse study on ways<br>people lose insurance<br>4/18: FUSA blitz wk |
| Tauzin (D-LA) |                                                                                                                                               | 3/29 wk:<br>HCRP 6,400<br><br>4/1: 1200 ltrs ?                                                                                             | 4/4: HCRP<br>4,000                              |  | Recess: NHCC meeting<br>3/25: Columbia<br>Institute Forum<br>4/5: town hall<br>4/6: 2 town halls<br>4/6-7: Talk Show Blitz<br>4/19: FUSA/HCRP<br>rls "How Many People<br>Lose Their Health<br>Care"<br>Refusing meetings                                                                                                                                                     |
| Upton (R-MI)  | 3/24 start:<br>CHS TV and<br>Radio "Give<br>Us What<br>You've Got"                                                                            | 3/29 wk:<br>HCRP 14,000                                                                                                                    | 4/4: AFSCME<br>5,000<br><br>4/4: HCRP<br>4,000  |  | 4/4: AARP Forum<br>w/Upton<br>CHS: Pledge Campaign                                                                                                                                                                                                                                                                                                                           |
| Wyden (D-OR)  |                                                                                                                                               | 3/29 wk:<br>HCRP 10,100<br>3/29: local<br>unions ltr<br>campaign<br>Recess: CA<br>5,000                                                    | Recess: CA<br>5,000<br><br>4/4: AFSCME<br>5,000 |  | 4/4: town hall<br>4/7: town hall<br>Recess: CA meetings<br>Recess: ltrs to ed<br>4/21: NCSC health care<br>reform workshop                                                                                                                                                                                                                                                   |

**Ways and Means**

| DISTRICT        | PAID MEDIA                                                                                                                                         | PAID MAIL                                                                                            | PAID PHONES                                                                              | CANVAS | UPCOMING PLANNED ACTIVITIES                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|-----------------|----------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|--------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Brewster (D-OK) | 3/29-4/10:<br>HCRP TV<br>"Rain"/<br>"Imagine"                                                                                                      | 3/29 wk:<br>HCRP 12,200<br><br>LTCC target<br>for ltr<br>campaign<br><br>4/1:<br>Alzheimer's<br>4500 | 4/4: HCRP<br>4,000                                                                       |        | Recess: NHCC visit<br>Recess: CHS thousands<br>post cards<br>3/30: Columbia<br>Institute Forum chaired<br>by Boren(Magaziner,<br>Chafee, Nickles,<br>Brewster, McCurdy)<br>4/4: FUSA blitz wk (cd<br>mtgs, reform rallies,<br>leafleting, speaking to<br>srs)<br>4/4: Shalala at U Tulsa<br>4/6: HCRP Rally for<br>Reform, Oklahoma City<br>4/6: Rally for Reform<br>(local coalition/HCRP)<br>4/7: HCRP Victims PC<br>(LTCC, FUSA, AARP)<br>4/8: HRC Visit<br>4/19: FUSA/HCRP rls<br>"How People Lose<br>Their Health Care" |
| Hoagland (D-NE) | 3/28: NCSC<br>radio ads,<br>"Insurance as<br>Assurance"<br><br>3/28-4/3:<br>AARP<br><br>3/29-4/10:<br>HCRP TV<br>"Small<br>Business"/<br>"Imagine" | Recess: CA<br>10,000<br>AFSCME<br>mbrs<br>CA: 50<br>handwritten<br>3/29 wk:<br>HCRP 24,000           | Recess: CA<br>10,000<br>AFSCME<br>mbrs<br>4/4: AFSCME<br>5,000<br><br>4/4: HCRP<br>4,000 |        | Recess: NHCC visit<br>Recess: HCRP mtg<br>Recess: CA leafletting,<br>public meetings, ltrs to<br>ed, ed bd mtgs, talk<br>shows<br>4/4: HCRP mtg<br>4/4: LTCC tv event<br>w/Kerrey<br>4/6: Rehab and physical<br>therapy profs mtg<br>4/6: VPOTUS<br>fundraiser<br>4/6: HCRP Radio Talk<br>Show call in day<br>4/7: POTUS down link<br>4/10 wk: AARP date?<br>4/14: AARP televised<br>town mtg                                                                                                                                |

|                 |                                                             |                                                                               |                                                                           |    |                                                                                                                                                                                                                                                                                                                                                          |
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| Houghton (R-NY) |                                                             | 3/29 wk:<br>HCRP 15,000<br>Recess: CA<br>10,000                               | Recess: CA<br>10,000<br><br>4/4: AFSCME<br>5,000                          | CA | 4/1: ltrs/leaflet Elmira<br>4/3-4/7: group mtgs<br>4/6: HCRP mtg<br>4/11-16: "Phone<br>Houghton" District<br>Office Week<br>Recess: CA tracking<br>mbr, leafletting, public<br>meetings, ltrs to ed, ed<br>bd mtgs, talk shows<br>Recess: NHCC visit                                                                                                     |
| Jacobs (D-IN)   |                                                             | AFSCME<br>3/29 wk:<br>HCRP 24,400<br>3/29 wk: 300<br>handwritten<br>ltrs      | CA<br><br>4/4: AFSCME<br>5,000                                            | CA | 4/5: LWV-EF PF;<br>reception w/Jacobs                                                                                                                                                                                                                                                                                                                    |
| Kennelly (D-CT) | 3/28-4/3:<br>AARP                                           | Recess: CA<br>5,000<br>Recess: AFL<br>local unions<br>3/29 wk:<br>HCRP 20,500 | Recess: CA<br>5,000<br><br>4/4: AFSCME<br>5,000<br><br>4/4: HCRP<br>4,000 |    | Recess: AFL state fed<br>tv/radio appearances;<br>ed bd mtg/op ed piece<br>Recess: NHCC meeting                                                                                                                                                                                                                                                          |
| Klecza (D-WI)   | 3/29-4/10:<br>HCRP TV<br>"Imagine"<br><br>3/28-4/3:<br>AARP | 3/29 wk:<br>HCRP 18,000                                                       | 4/4: AFSCME<br>5,000<br><br>4/4: HCRP<br>4,000                            |    | 3/29: Shalala to<br>Community Hlth Ctr<br>3/29: NCSC mtg<br>4/4: HCRP bus tour<br>w/victims, visit to<br>Klecza<br>HCRP: Ltr to Ed bds re:<br>HIAA<br>4/6: Event w/Reich<br>4/7: HCRP bus tour<br>w/victims and visit to<br>office<br>4/8: Chlge to debate<br>health reform w/CEo of<br>Time Insurance, HIAA<br>mbr<br>4/8: POTUS satellite<br>town hall |
| Kopetski (D-OR) |                                                             | 3/29 wk:<br>HCRP 17,000                                                       | 4/4: AFSCME<br>5,000                                                      |    |                                                                                                                                                                                                                                                                                                                                                          |

|                |                                                                                     |                                                                     |                                                                                                                  |  |                                                                                                                                                                                                                                                                                                                                          |
|----------------|-------------------------------------------------------------------------------------|---------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|--|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| McNulty (D-NY) | 3/30-4/6:<br>HCRP TV<br>"Imagine"                                                   | AFSCME<br>100,000<br>handwritten<br>HCRP<br>3/29 wk:<br>HCRP 21,000 | AFSCME<br><br>4/6: AFSCME.<br>CSEA<br>4/7: CA<br>4/8: AARP<br><br>4/4: AFSCME<br>5,000<br><br>4/4: HCRP<br>4,000 |  | Recess: NHCC meeting<br>3/30: LWF-EF PF<br>3/30: HCRP mtg<br>3/31: AFSCME mtg<br>4/4 wk: LTCC walk ins<br>4/6-7: HCRP radio talk<br>show call in<br>4/7: HCRP providers pc<br><br>HCRP: Ed Bd Ltr Re:<br>HIAA                                                                                                                            |
| Neal (D-MA)    | 3/29-4/10:<br>HCRP TV<br>"Imagine"                                                  | 3/29 wk:<br>HCRP 14,400<br>Recess: CA<br>6,000                      | Recess: CA<br>6,000<br><br>4/4: HCRP<br>4,000                                                                    |  | Recess: HCRP<br>activities<br>Recess: CA meetings,<br>tracking mbr,<br>leafletting, public<br>meetings, ltrs to ed, ed<br>bd mtgs, talk shows<br>4/4 wk: LTCC walk-ins<br>4/6-7: Radio Talk Show<br>call in<br>4/7: HCRP providers pc<br>4/7: CA Rally ag<br>insurance (signs and<br>pickets on streetside, ltr<br>writing, leafletting) |
| Payne (D-VA)   | 3/29-4/10:<br>HCRP TV<br>"Small<br>Business"/<br>"Imagine"<br><br>3/28-4/3:<br>AARP | 3/29 wk:<br>HCRP 12,000                                             | 4/4: HCRP<br>4,000                                                                                               |  | 3/19: NHCC teleconf<br>3/21 AARP mtg<br>HCRP: Ltr to Ed Bds<br>re: HIAA<br>3/30: HCRP PC on ads<br>4/? : health care town<br>mtg<br>4/6-7: HCRP Radio<br>Call In Day<br>4/7: POTUS town hall<br>satellite                                                                                                                                |

|                 |                                          |                                                                                                  |                                      |                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
|-----------------|------------------------------------------|--------------------------------------------------------------------------------------------------|--------------------------------------|---------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Pickle (D-TX)   |                                          | CA: 350 handwritten targetting Af-Am/Latino cmt<br>3/29 wk: HCRP 14,100<br>4/1: Local 1624: 1000 | 4/4: AFSCME 5,000<br>4/4: HCRP 4,000 | CA: Af-Am/Hispanic communities              | 3/30: Sec.J.Brown/<br>Pickle Tour Clinic/<br>Remarks<br>3/30: HCRP ed bd mtg<br>3/31: AFSCME mtg<br>Recess: NHCC mtg<br>4/4: No More Band-Aids for Austin PC (20ft styrofoam bandaid at public hospital)<br>4/5: 2 Town Hall Mtgs (NCOD is one)<br>4/6: Altman w/Pickle<br>4/6-7: Talk Show Blitz<br>4/7: CA mtg w/ 6 mos of petitions, ask commit to CHS pledge<br>4/7: POTUS town hall satellite<br>4/19: FUSA/HCRP rls "How People Lose Their Health Care" |
| Santorum (R-PA) | 3/24: CHS "Give Us What We've Given You" | 3/29 wk: HCRP 10,600                                                                             | 4/4: AFSCME 5,000                    | targeted homes of mbrs, staff, donors<br>CA | 3/24: CHS PC for ads<br>Recess: NHCC meeting<br>3/28 wk: talk shows<br>4/1: NHCC April Fools PC (re: Santorum plan)<br>4/4: CA hit week on pledge and campaign contributions<br>4/6-7: Talk Show Blitz<br>4/8: SEIU, CA, CHS "Give Us What You've Got" Action at cd office<br>Recess: CA meetings, tracking mbr, leafletting, public meetings, ltrs to ed, ed bd mtgs, talk shows<br>Recess: FUSA debates                                                     |

Finance

| DISTRICT      | PAID MEDIA                                    | MAIL                                                       | PAID PHONES        | CANVAS | PLANNED UPCOMING ACTIVITIES                                                                                                                                                                                                                                                                                                                                                        |
|---------------|-----------------------------------------------|------------------------------------------------------------|--------------------|--------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Boren (D-OK)  | 3/29-4/10:<br>HCRP TV<br>"Rain"/<br>"Imagine" | 3/29 wk:<br>HCRP 15,000<br><br>4/1:<br>Alzheimer's<br>4500 | 4/4: HCRP<br>4,000 |        | Recess: NHCC visit<br>3/30: Columbia<br>Institute Forum chaired<br>by Boren(Magaziner,<br>Chafee, Nickles,<br>Brewster, McCurdy)<br>4/4: FUSA blitz wk<br>4/4: Shalala at U Tulsa<br>4/6: HCRP Rally for<br>Reform, Oklahoma City<br>4/7: HCRP Victims PC<br>(AARP, LTCC, FUSA)<br>4/8: HRC Visit<br>4/19: FUSA/HCRP rls<br>"How People Lose<br>Their Health Care"                 |
| Breaux (D-LA) |                                               | 3/29 wk:<br>HCRP 21,300                                    | 4/4: HCRP<br>4,000 |        | 3/25: Columbia<br>Institute Forum<br>3/28: NHCC allies mtg<br>4/4 wk: rural mtgs?<br>4/5: NHCC allies mtg<br>4/5: Shalala/Jefferson<br>bfast,tour hospital,lunch<br>4/5: Shalala/Fields town<br>hall<br>**4/5: CSE PC**<br>4/6-7: Talk Show Blitz<br>Recess: NHCC visit<br>on-going ltr to ed and<br>radio call-ins<br>4/19: FUSA/HCRP rls<br>"How People Lose<br>Their Insurance" |

|               |     |                                                                      |                    |  |                                                                                                                                                                                                                                                                                                                                           |
|---------------|-----|----------------------------------------------------------------------|--------------------|--|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Chafee (R-RI) | CHS | HCRP<br>Postcard<br>Campaign<br>(ongoing)<br>3/29 wk:<br>HCRP 22,600 | 4/4: HCRP<br>4,000 |  | 3/26: 2 town halls mtgs<br>3/29: CLUW letter-<br>writing campaign at mtg<br>Recess: NHCC meeting<br>HCRP sm business<br>recruitment- national<br>pro-reform letter<br>4/6-7: HCRP radio talk<br>show call in<br>4/19: HCRP pc/rls<br>FUSA rpt on uninsured<br>HCRP: Ed Bd Ltr re:<br>HIAA<br>4/25: HCRP blitz wk<br>(house parties, etc.) |
|               |     |                                                                      |                    |  |                                                                                                                                                                                                                                                                                                                                           |

Education and Labor

| DISTRICT       | PAID MEDIA                                                 | MAIL                                                    | PAID PHONES                              | CANVAS | PLANNED UPCOMING ACTIVITIES                                                                                                                                                                                                                                                                                                                                                    |
|----------------|------------------------------------------------------------|---------------------------------------------------------|------------------------------------------|--------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Roukema (R-NJ) | 3/24 start:<br>CHS TV and Radio, "Give Us What You've Got" | 3/29 wk:<br>HCRP 18,200<br><br>4/4: HCRP 30 handwritten | 4/4: AFSCME 5,000<br><br>4/4: HCRP 4,000 | CA     | Ongoing: CHS Pledge Campaign<br>3/24: CHS PC<br>3/26: Community Roundtables<br>3/26: Town mtgs<br>3/28?: CA rlse<br><u>Unhealthy Dollars</u> rpt w/picket at ofc<br>Recess: CA meetings, tracking mbr, leafletting, public meetings, ltrs to ed, ed bd mtgs, talk shows<br>4/4 wk: LTCC walk ins<br>4/7: Rutger's forum<br>4/11: leaflet/caravan<br>? CA rls Unhealthy Dollars |

April 8, 1994

MEMORANDUM FOR DISTRIBUTION

FROM: Mike Lux  
Debbie Fine

SUBJECT: Update on Group Activities During Recess

Attached is an update of group activities scheduled during the recess in selected districts. We would remind you that it primarily documents coalitional activity, rather than individual group activity.

During recess, approximately 250,000 paid phone bank calls were made in 32 districts; 1,785,000 pieces of mail were dropped; paid television and radio advertising is running in approximately 40 media markets; and approximately 200 events have been organized in 32 districts. Additionally, the local coalitions are conducting letter writing campaigns at their meetings; organizing vigils and a variety of activities to generate free media; turning out for public town hall meetings and administration activities; leafletting; canvassing; and setting up private meetings with members of Congress.

Attached is a summary of mailings, phone banking and advertisements from the last two weeks from HCRP, as well as clips from some of the events.

Key:

|         |                                                      |
|---------|------------------------------------------------------|
| AAA:    | Area Agency on Aging                                 |
| CA:     | Citizen Action                                       |
| CHS:    | Campaign for Health Security                         |
| CLUW:   | Coalition of Labor Union Women                       |
| FUSA:   | Families USA                                         |
| HCRP:   | Health Care Reform Project                           |
| LTCC:   | Long Term Care Campaign                              |
| NCSC:   | National Council of Senior Citizens                  |
| NLCHCR: | National Leadership Coalition for Health Care Reform |
| NHCC:   | National Health Care Campaign                        |

13

Other abbreviations:

PC: Press Conference  
PF: Public Forum

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2B Kingsport Times-News / Sunday, April 3, 1994

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| Dept.                                    | Phone #      |            |
| Fax #                                    | 763-565-7413 |            |

# HCRP pushing Clinton's health care plan

By JOE DICK  
Southwest Virginia Bureau

Representatives of the Health Care Reform Project have been touring Virginia's 9th Congressional District for the last month, gathering input from health care groups and private citizens regarding their problems and advocating the adoption of President Clinton's reform plan.

The HCRP is a national coalition of various agencies ranging from care providers to unions, from automobile manufacturers to service groups for the disabled.

The coalition was formed last year, and John Wancheck, field coordinator for Families USA, and Sam Church, head of the United Mine Workers' Coal Miners Political Action Committee (COMPAC) have been touring the Fighting 9th in an attempt to localize interest and eliminate misconceptions about the president's reform package.

"Coverage for everybody,



Times-News photo — Joe Dick

John Wancheck, left, and Sam Church have been touring Virginia's Fighting 9th District promoting President Clinton's health care reform package.

comprehensive benefits, cost containment and employer-based financing. The coalition is all in agreement on these principles that they think should underlie whatever health care legislation gets

through Congress this year," said Wancheck.

"The groups in HCRP did a comparison of bills (presently before Congress)," he said.

Please see HCRP, page 2B

## Project presents five key points in reforming health care

By JOE DICK  
Southwest Virginia Bureau

The Health Care Reform Project (HCRP), a coalition of consumer, medical groups, businesses, children's advocates and labor unions, is spreading the word throughout Virginia's 9th District, that President Clinton's health care reform plan is the best available.

The project presents five key points in reforming health care, points that mirror the plan presented by the Clinton administration.

The HCRP's agenda includes calls for

Please see HCRP, page 2B

# Project presents five key points

Continued from page 1B  
immediate and permanent health care coverage for all Americans; comprehensive benefits packages that would include coverage for all ages regardless of state of health or pre-existing conditions; equitable and adequate financing required by employers both large and small; and cost containment that would prohibit insurance companies from arbitrarily and wantonly raising premiums.

The coalition has compiled a checklist of four proposals currently before Congress — two are up to snuff, according to HCRP, and two others fall short of their goals. Way short, in fact, when compared to the plan presented by Clinton and an alternative one introduced by Rep. Jim McDermott, D-Wash., and Sen. Paul Wellstone, D-Minn.

The two plans are remarkably similar, according to the coalition, except for the fact that the latter entails socialized medicine in its truest form — health care coverage that goes way beyond Clinton's government intervention, and calls for total federal control of health care.

John Wancheck of Families USA and Sam Church, the head of the United Mine Workers political action committee COMPAC, say the McDermott-Wellstone bill is equally comprehensive, but the fact that it is government-run leaves it little chance of acceptance by the general public.

HCRP representatives are trying to erase misconceptions that Clinton's plan is, in fact, socialized medicine. Such is not the case, Wancheck said — Clinton's proposal simply calls for more regulation of the private insurance industry, and not complete removal of that institution.

With that single difference in mind, both plans would insure the following:

- Perpetual and cost-effective coverage for all, regardless of income or employment status.

- Long term care for conditions such as Alzheimer's disease and chronic, crippling arthritis, coverage that would extend to care in the home.

- Rate increase caps that would prohibit insurance companies from arbitrarily raising rates as much as 30 percent annually.

- Protection to small-business employers from unreasonable and unaffordable rates, via pro-rated employer provided coverage, where companies having larger workforces at greater wages would pay more than service industries with few employees earning at or near minimum wage. Still, the larger employer would pay less than he is now, Wancheck claimed.

- Continued coverage even during periods of unemployment or job transition.

- Insurance policy "fine print" protection.

- Reduction of burdensome paperwork that forces health care providers to pass on intangible costs to consumers.

- Liaisons that the consumer can consult if the latter has complaints about a doctor or hospital.

- Coverage of prescription drugs, particularly to those on Medicare.

HCRP says that the plan presented by Rep. Jim Cooper, D-Tenn., and Sen. John Breaux, D-La., meet only half those checkpoints, and a Republican proposal introduced by Sen. John Chafee of Rhode Island and Rep. Bill Thomas of California falls even shorter.

The Cooper-Breaux proposal would guarantee all Americans access to health care, but not necessarily at a reasonable rate, Wancheck said.

# HCRP pushing Clinton's

Continued from page 1B

"The conclusion was that of all the bills that have been introduced, only the president's ... even starts with trying to achieve the principles the groups in this project think are crucial."

A health reform checklist compiled by the group shows that a bill introduced by Rep. Jim McDermott, D-Wash., and Sen. Paul Wellstone, D-Minn., is equally comprehensive, but Wancheck said their bill relies on government-run health care, while Clinton's plan relies on reform of the private insurance industry.

And that, Church and Wancheck agree, is one of the misconceptions about Clinton's plan that needs to be addressed.

"The main attacks from insurance companies is against the Clinton plan," Wancheck said. "What they fail to point out is that Clinton's plan isn't government-run health care. It builds on private insurance, guaranteeing employer-provided coverage by private insurers."

Church and Wancheck place the blame for spiraling health care costs squarely on two institutions — insurance companies and pharmaceutical suppliers.

"If insurance companies are allowed to continue what they've been doing, with uncontrolled rate increases, and we turn around and ask small businesses to pay into reform, that business is obviously going to be vulnerable," Wancheck said.

"It needs to be legislated where insurance companies can't raise premiums beyond a certain amount annually. That way, an employer has protection in that at least he knows

companies are raising their premiums 25 to 30 percent annually," Wancheck continued.

Church said that, "Of insurance premiums paid, 25 percent of that cost stays with the company for overhead and administration. Paperwork and red tape drive up the costs. I don't personally know what the CEO of an insurance company makes, but 25 percent stops right there at the company."

As an example, Wancheck pointed out that Medicare, essentially government-controlled health care, has an overhead of about 8 percent.

"These echoes of socialized medicine keep coming back up, but Medicare is basically a form of that," he said.

Wancheck added, "Insurance companies that have popped up all over the place in recent years, providing insurance to the young and healthy at a great rate. Once you hit 45, they start to change their tune, and your premiums begin to rise."

Wancheck and Church agree that providing universal health care is essentially risking short-term costs for the potential of long-term gains.

"As everybody gets covered, there's a slight increase in costs for maybe two years, and then things begin to level off," Wancheck said.

He spared no wrath on drug companies, either.

"Drug companies have been in fat city for years because they can charge whatever they want. The CEO of Squibb Pharmaceuticals, for example, makes about \$13 million a year, yet they'll oppose a strategy where the federal government could purchase mass amounts of drugs at a discount price.

example — everybody could have access to childhood immunizations through government-provided medicines. Drug companies oppose that tooth and nail, because they like their unrestrained pricing structure," he said.

"In 1978, the UMW plan cost an employee about \$175 per month for family coverage," Church noted. "Today, that premium may run as high as \$1,000 per month. Too, people who have insurance, who pay their premiums, are picking up the price for people who don't have insurance."

Wancheck said insurance rates have tripled since 1980, and are expected to double again by the year 2000 if reforms are not made in the industry.

He added that family coverage in Virginia averages about \$7,000 annually.

Clearly, one of the big factors in increased costs is that you have so many people without insurance," Wancheck said. "Hospitals provide indigent care by one of two methods — jack up the prices on the care of the insured to cover the uninsured, so it comes back to the employer or the individual in the form of increased premiums. Insurance companies, like anybody else in business, simply pass that cost on to the consumer."

"Or, the hospital can take the indigent to court," he said — trying to draw blood from the proverbial turnip, in other words.

Church presented some personalized examples of people he's been in contact with since the reform project began.

"We talked to a lady that gets \$4.65 an hour at a full-time job, \$5 an hour at a part-

# health care reform plan

week and still can't afford coverage. There's nothing out there for her to buy. It would take about 40 percent of what she earns just to buy insurance for her family," he said.

Another...

"A man that gets laid off, and someone in his family has a chronic illness, he's going to have to pay a large premium if he can afford insurance at all. The Clinton plan doesn't allow insurance companies to refuse coverage if he goes to work for another company. They can't refuse to provide insurance on the basis of a pre-existing condition," he said.

Wancheck added, "Under some of the competing reform plans, you're allowed access ... but a new employee may be left with a premium he can't possibly pay. It's a little trick — guaranteed access, but who can afford to pay?"

Another advantage of the Clinton plan is a provision allowing Medicare coverage of prescription drugs, especially beneficial to the elderly, Church said.

"Medicare doesn't provide coverage for prescription drug purchases," Wancheck noted. "A lot of seniors have a small monthly income. Unless they can afford a supplement plan such as Blue Cross/Blue Shield, you may not be able to afford a \$160 drug on \$400 per month."

"Clinton's plan would be affordable and transferable. Nobody's left with this Russian roulette decision where they need insurance but can't af-

"We're providing various groups with a variety of materials and encouraging people to tell their own stories," Wancheck said.

"We're trying to make sure those stories get to congressmen as well, and not just insurance companies' myths about increased bureaucracy, costs or whatever," he said.

Church's allegiance is clear. A lapel button he was

wearing states boldly, "Give 'em health, Hillary."

Said Wancheck: "The Clinton plan does the trick. It gets coverage to everybody. HCRP is saying if Congress can change the plan to satisfy the objections, fine. But don't lose the original goal in the process. Don't settle for anything short of immediate coverage for everyone."

# Group Touts Clinton Plan For Benefits

BY DAVID C. BEEDER  
WORLD-HERALD BUREAU

Washington — Families USA, a 150,000-member consumer organization that favors President Clinton's health-care plan, championed the proposal Wednesday as offering greater benefits at less cost than the current system.

Ron Pollack, executive director, said the Clinton plan would reduce average health-care payments per family from \$11,070 a year to \$10,375 a year by 2003.

"The losers will be the insurance industry," Pollack said at a press conference.

He said the effect of the Clinton plan would be to limit what the insurance industry could charge for coverage.

"At the local level, once the premiums are established, those would be the baseline," he said. "Insurance companies that wish to sell their coverage will have to stay within those guidelines."

With no changes, Pollack said, health costs will consume 20.1 percent of the average family's income by 2003.

Under the Clinton plan, he said, the figure would be 18.9 percent.

Pollack also said the Clinton plan by 2003 would provide new prescription-drug coverage to 56 million Americans already insured either privately or through Medicare, including 457,000 Nebraskans and 859,000 Iowans.

Those estimates, he said, were done by the Lewin-VHI health-care consulting firm, which used data from the Congressional Budget Office.

Pollack said other new health benefits in the Clinton plan include dental, vision, mental-health and drug-treatment coverage.

Nationwide, he said, 122.7 million privately insured Americans would have dental insurance for the first time, 145.8 million would gain vision coverage and 155.9 million would be covered for mental health and drug abuse.

In Nebraska, 877,000 would be covered for the first time for dental work, 1.03 million for vision care and 1.01 million for mental health and drug abuse, he said.

In Iowa, dental coverage would be extended to 1.6 million people, vision benefits to 1.8 million and mental-health and drug-abuse coverage to 1.8 million, he said.

Families USA is a consumer organization that accepts contributions from individuals and foundations "believing in health-care reform," Pollack said.

Its report, titled "More for Less," included a section on "limitations of this analysis." It said the estimates, the best available, "should be considered illustrative of potential impacts rather than point estimates of actual policy out-



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## Congressional delegation needs health care reform reminder

**SALEM** — The Oregon AFL-CIO is urging affiliates to keep in contact with congresspersons as the debate over national health care reform moves forward.

"Opponents of reform, especially the insurance industry and drug companies, are spending millions of dollars to protect their special interests and shift the cost of health care to working Americans," said Irv Fletcher, president

of the Oregon AFL-CIO.

The state labor federation is asking affiliates to write to Oregon's congressional delegation to remind them that they won't settle for a health care reform bill that does not include universal coverage, employer responsibility in helping pay for coverage, tax-free benefits, cost-containment, and the right of states to set up single-payer programs.

OMAHA WORLD-HERALD Thursday, March 31, 1994

73

# Cabinet Members Beat Bushes to Boost Support for Health Plan

Washington (AP) — Top Clinton administration officials are blitzing the country — visiting hospitals, holding town meetings, even going on talk radio — to pump new life into health-care reform.

The two-week roadshow will hit more than 25 states, in a last public push for President Clinton's Health Security Act before Congress plunges back into the issue next month.

Clinton joins the push next week when he and Hillary Rodham Clinton visit a number of cities.

"Mostly we're out here listening," Health and Human Services Secretary Donna Shalala said in an interview Wednesday after visiting a hospital in

*They're asking hard questions about what it's going to cost. Mostly they're concerned that we're going to have a lot of local input . . . that we're not going to have a cookie-cutter program from Washington.'*

— Donna Shalala, Health and Human Services secretary

Omaha, Kan. "They're asking hard questions about what it's going to cost. Mostly they're concerned that we're going to have a lot of local input . . . that we're not going to have a cookie-cutter program from Washington."

The trips got under way as support for Clinton's plan declined. A new ABC News-Washington Post poll indicated only half of Americans think it's better than the current system, down from 64 percent when Clinton unveiled it last

fall.

Every Cabinet member is on the road. They've visited hospitals, holding town meetings from Milwaukee to San Francisco and going on talk radio in Chicago. Vice President Al Gore heads to Pennsylvania today to woo the elderly. Ms. Shalala visits nine states in 11 days.

They're reminding Americans that Clinton's plan guarantees private insurance, doctor choice, preservation of Medicare and health benefits at work and outlays immer abuses.

The administration decided on that message after a recent Wall Street Journal poll indicated most Americans support those five issues but aren't sure they're in any health plan.

"We decided we had a real strength here," said Meredith Miller, the assistant Labor Department secretary for job benefits. "The message is: This is what you said you wanted; this is what you still support; and our plan can meet your needs."

Americans are asking specific questions.

Small-business owners in Blackwood, N.J., asked Labor Secretary Robert Reich how they could afford insurance for their workers. He outlined subsidy plans.

The first question for Veterans Affairs Secretary Jesse Brown in La Jolla, Calif., Tuesday: Would a veteran's daughters be covered if they suffered problems

because of his exposure to Agent Orange? Yes, Brown assured the man, because Clinton has pledged to veto any plan that doesn't include health coverage for everyone.

Kansas residents asked how rural health-care would be improved. Clinton's plan offers young doctors up to \$1,000 a month in tax credits to work in rural areas and would invest in "telemedicine," facilities linking rural doctors with experts around the country, Ms. Shalala said.

Voters understood only part of Clinton's plan ever could pass, said Rep. Jim Slattery, D-Kan. Still, they want concrete details.

# Don't waste health-care reform

America is on the brink of joining the rest of the individualized world by ensuring quality health care for all. For the sake of our country's future — and particularly for that of its working people — Congress must not squander this rare opportunity.

Unfortunately, the next few months of debate and decision will afford our legislators ample temptation to avoid what really has to be done to solve the current health crisis — a crisis that has been created by a market system that penalizes employers provide health coverage to their workers, while rewarding those employers who deny health coverage to their employees. The solution is to create a new system that provides universal coverage and requires all employers to contribute to the cost.

Now, a barrage of criticism, instigated by those who profit from the status quo, has come down on the only proposals that would accomplish these aims — namely the administration's Health Security Act and the single-payer proposal.

What many of these entrenched interests really want is to do nothing at all — in other words, to allow health costs to continue to skyrocket, to leave a third of Americans without adequate health insurance and to continue a system that denies affordable coverage to people who have pre-existing medical conditions.

If you don't believe that, then



Guest Opinion

Irv  
Fletcher

take a close look at what many are supporting as the alternative to the Health Security Act, the so-called Cooper bill (named after Jim Cooper, D-Tenn). Though the Cooper bill is portrayed as a moderate reform program (Cooper himself has referred to it as "Clinton Lite"), the measure more accurately can be described as what to do instead of comprehensive health-care reform. It is not real reform but an impostor that would, for most Americans, result in higher costs and fewer choices for the health care they need.

The Health Security Act would instead build on the strengths of the current health-care system by requiring all employers and working people to participate in its financing. Because everybody would be guaranteed access to a comprehensive package of benefits, working people would have true security and portability.

The Cooper bill would require only that employers offer their workers access to health care. Employees still could be required

to pay 100 percent of the premium, and employers still would have the incentive to gain a competitive advantage by not contributing to the health-care costs of their workers.

The Congressional Budget Office has estimated that the enactment of the administration's health-care bill will save American businesses \$20 billion in the year 2000 over the cost of doing nothing. And that figure doesn't even include an additional \$15 billion that businesses will save through provisions covering early retirees.

Opponents claim that the Health Security Act is too complex. Not if you compare it to the status quo, which has doctors and patients spending more time filling out insurance forms than interacting with one another. Besides, if one considers that it took 2,000 pages to describe free trade in the recent NAFTA legislation, the considerably shorter Health Security Act should not be discounted on the grounds that it's too complex.

The crisis is real. The time is now. We urge Congress to discard the alternatives that do nothing but perpetuate the status quo, and pass real health-care reform, and thereby provide every citizen with health care that never can be taken away.

□ Irv Fletcher is the president of the Oregon AFL-CIO, Salem.

6 NEWS

# Rallies Held for, Against Clinton

By Barbara Hoberack  
World Capital Bureau

**OKLAHOMA CITY** — The state Capitol was a battlefield Wednesday for supporters and opponents of President Clinton's health-care proposal.

Both sides are preparing for the upcoming U.S. Senate health-care deliberations.

The battle intensifies Friday when first lady Hillary Rodham Clinton visits Muskogee and Oklahoma City to pitch the administration's health-care plan.

U.S. Sen. Don Nickles, R-Okla., and state Rep. Mary Fallin,

R-Okla. City, held a 10 a.m. press conference Wednesday to release a study which said Clinton's plan would have a negative impact on 48 states, including Oklahoma.

Nickles has introduced his own health-care plan.

Key findings of the study, sponsored by the American Legislative Exchange Council and done by two Ohio University economists for \$10,000, concluded 1,400 Oklahoma jobs would be lost under Clinton's plan. Also, \$890 million would be lost in wages and benefits; \$1.06 billion lost in personal income; \$350 in per capita income loss; and \$1,240 income loss for a family of four. Those findings were estimates for 1998.

The study's findings may be conservative, Nickles said.

The study is one of several done on Clinton's plan.

Employers, who will pay 80 percent of Clinton's plan, will ei-

ther go bankrupt, lower wages to pay for the plan, eliminate raises or lay off workers, Nickles said.

Employees would be compensated with a form of "government knows best health care" which would outlaw health agreements between companies and employees, he said.

Nine out of 10 Oklahoma businesses are small, Fallin said. Half provide health insurance. Those who don't can't afford to, Fallin said.

Nickles called the Clinton plan "over promised and under funded," noting that a proposal to tax smokers wouldn't raise nearly the money needed.

"God bless the smokers, but they are not smoking near enough to pay for this," Nickles said.

Two hours later, several groups organized by Families USA rallied on the Capitol steps to push for comprehensive health-care reform and Clinton's plan.

Deborah Dion, a Families USA spokesperson, criticized the report released by Nickles and Fallin, saying the American Legislative Exchange Council is billing itself as a non-partisan group. But it is largely made up of Republicans, she said, and added that its health-care task force is funded by industries which oppose the Clinton plan.

About 10 percent of the exchange council study was paid by the council's task force, which includes several pharmaceutical companies, insurance associations and medical organizations, according to its Washington, D.C., office. The remaining 90 percent was paid by foundations.

Dion said Families USA has studied all the plans on the table and endorses the Clinton plan because it is the only plan with universal comprehensive coverage.

One of four Oklahomans don't have health-care coverage, Dion said.

Many of the crowd of 80 at the Capitol carried manufactured signs, reading "Health-Care Reform Now," and "Guaranteed Affordable Health Coverage."

A few carried hand-written signs criticizing Nickles, such as "The Nickles Health Plan, Nothing for Nobody."

Speakers urged the crowd to write legislators, specifically U.S. Rep. Bill Brewster, D-Okla., who serves on the House Ways and

## Proposal

Means Committee, and U.S. Sen. David Boren, D-Okla., who serves on the Senate Finance Committee.

At 2 p.m., Citizens for a Sound Economy held a press conference to announce the beginning of a statewide media blitz to oppose three Oklahoma bills dealing with health-care reform, Senate Bills 983, 1177 and 1178.

The television and radio ads say Senate Bill 983 will cost taxpayers \$2.5 billion, or \$3,000 for a family of four, and is the largest tax increase in state history.

Larry Stein, deputy press secretary for former Gov. Henry Bellmon, former director of communications for the state Republican Party and past KTOK radio and Oklahoma News Network reporter, was named director of the Oklahoma office, which has yet to find a location.

The group has some 250,000 members, of which 4,000 are in Oklahoma. Based in Washington, D.C., it also has offices in New Jersey, New York and Virginia.

The Citizens for a Sound Economy, which calls itself a nonpartisan organization defending and promoting free enterprise, opposes Clinton's plan.

Citizens for a Sound Economy recently released its own health-care study, which found that by the year 2000, about 8,800 Oklahoma jobs would be gone.

# The Business Journal

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Candace Clement  
President/Publisher

## LETTERS TO THE EDITOR

WEEK OF APRIL 1, 1994

### Purchasing alliances make sense

Dear Editor:

Scott Gailbraith's March 18 letter faults President Clinton's Health Care reform proposal establishing regional purchasing alliances as an unwarranted restriction on the consumer's choice of health care. In fact, just the opposite is true!

Americans today face staggering increases in health care costs that have forced many small businesses and self-employed individuals out of the health care market completely. These rising costs have also prompted many large employers to cut benefits or offer plans that restrict their employees' choice of physicians. Small businesses that offer even minimal health care coverage often find themselves at a competitive disadvantage. Millions of Americans without insurance are forced to postpone or do without necessary health care altogether.

Under President Clinton's plan every American would be guaranteed private health insurance. Regional purchasing alliances would negotiate with private insurers to assure consumers a choice of health plans including HMOs, PPOs and fee-for-service plans.

The alliances would shift the choice of health plan from employers to individuals,

allowing consumers to choose from a wide array of private insurance plans. They would use the economics of joint purchasing to cut the high administrative cost that currently account for 40 percent of small business and individual health insurance expenditures. They would reduce bureaucracy by eliminating the need for insurance brokers and underwriters.

Health alliances, under the President's plan, would be governed by boards composed of equal numbers of consumers and employers to assure quality and cost containment. Each alliance would have an ombudsman to protect both consumers and employers by resolving problems quickly and equitably.

Finally, the idea of purchasing alliances is neither new nor untested. The Federal Employees Health Plan and the California Public Employees Retirement System (PERS) have both been buying health insurance for large groups of employees for years.

Clearly, purchasing alliances offer the best hope of achieving the goals of real reform, including cost containment, consumer choice and quality health care for all Americans.

George Curtin  
American Federation of Labor and  
Congress of Industrial Organizations

OMAHA WORLD-HERALD Thursday, March 31, 1994

**1993 PAC and Individual Contributions**

|                                     | Kerrey         | Bereuter     | Barrett       | Hoagland      |
|-------------------------------------|----------------|--------------|---------------|---------------|
| Insurance                           | \$48,765       | 7,600        | 7,800         | 39,415        |
| Health professionals                | 46,840         | 250          | 3,650         | 16,900        |
| Health institutions                 | 24,850         | 500          | 250           | 11,500        |
| Health services                     | 32,000         |              | 250           |               |
| Pharmaceuticals,<br>health products | 17,588         | 1,550        | 500           | 6,500         |
| <b>Totals</b>                       | <b>169,843</b> | <b>9,900</b> | <b>12,500</b> | <b>74,315</b> |

Source: World-Herald analysis of campaign contributions filed with the Federal Election Commission.

## Health-Care Debate Boosts Contributions

BY PAUL GOODSELL  
WORLD-HERALD BUREAU

Washington — Mutual of Omaha doesn't always agree with Rep. John Dingell, the Michigan Democrat who heads the House Energy and Commerce Committee.

For example, Dingell is a co-sponsor of President Clinton's health-care bill, which Mutual opposes. But in a measure of Dingell's importance on Capitol Hill, Mutual's political action committee already has given him \$2,000 for his 1994 re-election campaign.

"You may not be in 100 percent agreement with a given representative all the time," said Terry Calcik, a Mutual vice president and director of public affairs. "But there are different aspects of legislation that you're always working with them on."

Mutual's contributions to Dingell and scores of other lawmakers are among at least \$11.3 million that the health-care and insurance industries have given to congressional campaigns from Jan. 1, 1993, to Jan. 31, 1994, according to a recent study by Citizen Action.

The Washington, D.C.-based consumer group said individuals and PACs from the health industry gave at least \$7.5 million during those 13 months, up 35 percent from the same period in 1991-92. Insurance PACs and individual donors gave \$3.8 million, a 7 percent increase.

"With the possible overhaul of the health industry at stake, campaign contributions by the PACs and large (individual) donors of the health and insurance industry have increased substantially," Citizen Action said.

The group based its numbers on campaign-finance reports filed with the Federal Election Commission. The study included PAC contributions from the full 13 months and individual contributions from the first half of 1993.

The World-Herald recently analyzed all 1993 individual and PAC contributions to Nebraska lawmakers who are running for re-election this year. That analysis showed:

■ Rep. Peter Hoagland, D-Neb., received \$74,315 from health or insurance industry sources. The money accounted for 26 percent of his itemized PAC and

individual contributions.

■ Sen. Bob Kerrey, D-Neb., had \$169,843 from health or insurance donors, or 12 percent of his itemized contributions.

■ Rep. Bill Barrett, R-Neb., collected \$12,500 in health and insurance money, or 15 percent.

■ Rep. Doug Bereuter, R-Neb., received \$9,900, or 13 percent.

Citizen Action said Sen. J.J. Exon, D-Neb., received no contributions from the health and insurance industry during the recent 13-month period.

In Iowa, the group said, Rep. Fred Grandy, R-Iowa, had \$67,822 in health and insurance money and Sen. Tom Harkin, D-Iowa, had \$64,998. Other western Iowa lawmakers: Rep. Neal Smith, D-Iowa, \$16,750; Rep. Jim Ross Lightfoot, R-Iowa, \$8,650; Sen. Charles Grassley, R-Iowa, \$1,900.

Not surprisingly, some of top Nebraska and Iowa recipients of health and insurance money serve on key congressional committees that will consider health-care reform.

Grandy and Hoagland, ranked seventh and ninth by Citizen Action in insurance contributions to House members, are members of the House Ways and Means Committee. Harkin is on the Senate Education and Labor Committee, while Kerrey is an active proponent of health-care reform.

Despite his earlier backing of the Clinton plan, Dingell has been open to insurance industry concerns. Mr. Calcik said. He now is working to win his committee's support for an alternative plan that does not require individuals and most businesses to obtain health coverage through government-run purchasing cooperatives.

Aside from committee leaders, most of Mutual's contributions to lawmakers on the two panels went to Republicans and moderate or conservative Democrats who may support the insurance industry.

By early 1994, Mutual had given \$93,932 to congressional candidates — all incumbents except for Republican Senate candidate Jan Stonoy of Nebraska, who received \$5,000. Mr. Calcik said Mutual plans to give about \$200,000 by the end of the two-year cycle — a 60 percent increase over 1991-92 giving.

# LOCAL NEWS

|                |        |
|----------------|--------|
| INSIDE         |        |
| ALBANY         | B6     |
| NEW YORK STATE | B3     |
| OUTRARIEN      | B4, B2 |
| OPINION        | B10    |
| RENNELAND      | B6     |
| SARATOGA       | B4, 5  |
| SCHENECTADY    | B9     |
| STOCKS         | B7-9   |

## Clinton aide explains health reform plan

By BRIAN NEARING  
Gazette Reporter

ALBANY — The head of the federal Medicare and Medicaid programs on Wednesday said President Clinton's health care plan is "very close" to having the votes it needs to pass Congress.

Bruce Vladeck, administrator of the Health Care Financing Administration, spoke to the staff at Albany Medical Center Hospital on various aspects of the plan.

Vladeck, a Clinton appointee, is responsible for running Medicare and Medicaid, two federal programs that cover about 85 million people at an annual cost of \$260 billion.

He has a key role to play in how Clinton's plan would pay for health reform.

Clinton wants to help pay for his plan by trimming about \$125 billion over five years from Medicare, a federal program that provides health insurance to people over age 65.

The biggest Medicare cuts would come from lower payments to hospitals.

This includes cuts in annual hospital payment increases, reduced bonuses for training medical interns and residents, reduced payments for hospital capital expenses, cuts in payments for outpatient services and slower growth in payments to hospitals that treat low-income and uninsured people.

These cuts have drawn opposition from the American Hospital Association and the Healthcare Association of New York State, which represents about 400 non-profit hospitals, nursing homes and health maintenance organizations.

He said hospitals should not be so worried. "If you take a system [Medicare] whose cost increases are running at 10 percent a year, and you take it down to 6 percent a year," that should produce at least \$100 billion in savings by the year 2000.

That assessment was dismissed by Joanne Cross, a spokeswoman for the Healthcare Association of New York State.

She said the Clinton plan would bring about \$9.7 billion in new revenue to state hospitals between 1994 and 2000, but cost them about \$14.5 billion in lost federal payments from

See HEALTH, Page B12



BRUCE VLADECK, administrator of the federal Health Care Financing Administration, says President Clinton's health plan is close to having enough votes for passage.

## Shooting

## Health plan detailed in Albany

Continued from Page B1

Medicare and Medicaid, for a net loss of about \$4.8 billion.

She warned that the plan would hurt academic hospitals like Albany Medical Center because it would limit the total number of medical graduates based on the proportion choosing to go into primary care fields.

The plan calls for medical schools to graduate at least 50 percent of their students into primary care,

which includes family practice and general medicine.

A young medical student at Albany Medical College asked Vladeck what the future holds for him when he enters the field of ophthalmology.

"Do physicians make too much ... Are we really the bad guys?" he asked.

Vladeck said that was "not the right question. ... The question is do patients exist in a world where they pay what they can pay."

## Red Cross sets bloodmobiles

ALBANY — The Albany Chapter of the American Red Cross announced its bloodmobile schedule for the week of April 10:

• Monday — Blood donation center, Hackett Boulevard and Clara Barton Drive, Albany, 8 to 10:45 a.m.

Belle Avenue, Latham, noon to 6 p.m.

— Saratoga Springs United Methodist Church, Fifth Avenue at Henning Board, 9 a.m. to 2:30 p.m.

— Sharon Springs High School, Route 20, noon to 6 p.m.

— Saratoga Springs High School, Route 20, noon to 6 p.m.

# Register Star

April 1, 1994 • Vol. 42 No. 183 • Friday, April 1, 1994 • 16 Pages • A Park Newspaper

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## Moynihan fields questions on health care, other issues

**By ROBERT MITCHELL**  
**HATHAM** — No one professes to mind the Administration's proposal for a single-payer health plan, but it had to be a well-informed crowd at Chatham Fitch House on Thursday night of probing questions on that and others, for U.S. Sen. Daniel Patrick Moynihan, D-N.Y., Moynihan, running for another six-term and chairman of the powerful Finance Committee, said he has been immersed in health care legislation in Washington, D.C., and was refusing to survey New York.

was not a matter of the standing-only "town meeting" of whether the state would accept a national health plan — there were no payers — but it was one of the many proposals it did not have in attendance. A show of hands for a show of hands appeared a little

surprised to find a majority preferred a single-payer health plan, which would eliminate private insurers, rather than the plan proposed by the Democratic Administration.

The single-payer plan is sponsored by Rep. Jim McDermott, D-Wash., and Sen. Paul Wellstone, D-Minn. It would see broad coverage, cover mental illness and nursing home care and abortion.

States would administer the plans and pay medical bills, as provinces in Canada do.

Asked and urged several times to back a single-payer plan, Moynihan said it was incumbent on him as chairman of a working committee to support President Bill Clinton's health care plan, but he could see it as a state option.

"The legislation we are dealing with goes from the Virgin Islands to Hawaii, from the Rio Grande to the Arctic Circle, and not one size fits all,"

said Moynihan.

Despite the heat from television lights and the closeness of a packed room, Moynihan spent two hours tirelessly demonstrating the formwork of a career politician.

He frequently asked for a show of hands, quipped, demonstrated a knowledge of interesting arcane, detailed the history of heroin, disagreed with those who disagreed with him, and the answers to direct questions sometimes appeared to get lost in anecdotes.

Moynihan said there was general legislative agreement on the need for insurance reform, implementation nationwide of a community rate, no denial for pre-existing conditions, and affordability, "so people can leave one job and take another without losing their insurance."

"But beyond that, it is one step at a time...to see what can be agreed to, to get a bill," he said.

"I want to get a bill that says universal health care coverage...that I want to get, and the rest, I think, is negotiable," said Moynihan.

Representatives of Citizen Action of New York distributed leaflets suggesting questions the audience could ask Moynihan.

The focus Thursday did not always stay on health care. Moynihan fielded questions on topics ranging from drug policy to foreign entanglements.

To a single-payer plan, Moynihan said he wasn't sure it was a good idea to eliminate private health insurers.

Moynihan asked for a show of hands for a single-payer plan. Getting an overwhelming majority, Moynihan said to considerable applause, "that is very impressive...four to one for a single-payer," he said.

"Well, that didn't happen on the floor of the House of Representatives," said Moynihan.

Please turn to back page



Sen. Daniel Patrick Moynihan

Continued from page A-1

Moving on quickly from one raised hand to another, he ran straight into more recommendations for a single-payer plan.

He asked for a show of hands on how many people got their health insurance through their employer, to one form or another — again a majority raised their hands, but Moynihan either didn't hear, or ignored, calls for a show of hands of those who did not have insurance.

Moynihan took some flak for apparently contending on a Sunday morning talk show there is no health care

crisis.

The statement has been taken out of context and gives political enemies ammunition, critics charged.

For those who were asked to pay, it is not a crisis, but for millions of Americans it is a crisis, he said.

"I would suggest," continued the senator, "you consider several times before flitting saying there is no crisis."

Moynihan suggested Sunday morning talk shows could take the blame for the remark, and said what he had meant was that while Americans have the best medical delivery system in the world, the insurance system is complex, inadequate and incomplete.

Other issues touched on Thursday included homeopathic care coverage — Moynihan is for it; Medicare's limitations; Social Security; regional alliances or purchasing cooperatives as part of the plan — Moynihan didn't rate their chances; nursing home coverage; and long-term health care — where the money will come from, not "waste, fraud and abuse."

There were questions about what was said to be a pending bill that would cut funding to rural housing programs and senior citizen housing — Moynihan said it wouldn't happen; rethinking the country's drug policy; coverage for mental illness, aid to Ukraine; reclassifying tobacco as a drug; and school issues.



No health care crisis? Come on Sunday Moynihan got real

**FIELDING QUESTIONS** — on health care is U.S. Sen. Daniel Patrick Moynihan, D-N.Y., at left, during a packed "town meeting" at the Chatham Fitch House on Thursday night. A show of hands among the generally receptive audience indicated wide support for the "single payer" proposal. The organization, Citizen Action, including Co-Chairman Deanne Grimaldi, inset, maintained a low-key presence and distributed flyers to participants afterward. (Photos by Stephen Weaver)

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PITTSBURGH POST GAZETTE  
3-27-94

### Healthy treasuries

Sen. Harris Wofford, D-Pa., and Reps. Marjorie Margolies-Mezvinsky, D-Montgomery County, and Rick Santorum, R-Mt. Lebanon, continue to collect more money from the health care industry than other members of the Pennsylvania congressional delegation, according to a new survey.

The survey by Citizen Action shows that between January of 1993 and last January, Wofford raised \$86,200 from individuals and political action committees linked to the health care industry. They included physicians, hospitals and health insurance companies.

Margolies-Mezvinsky, a member of the House Energy and Commerce Committee, which will write large sections of any health care reform bill, collected \$54,267 from the same groups, while Santorum accepted \$44,000.

Wofford is a major supporter of President Clinton's health care bill, which is sharply opposed by the health insurance industry, while Santorum is a chief critic of the White House plan.

# Campaign gifts and health reform

## Giving linked to policy, group says

By Jean Christensen  
Staff Writer

Washington, D.C.

Sen. Dave Durenberger, R-Minn., has raised the third-highest sum of money in the Senate from health and insurance industries since 1979, the consumer advocacy group Citizen Action reported Sunday.

Durenberger, who received about \$1 million in health-related campaign contributions, got slightly less than Republican Sens. Phil Gramm of Texas and Bob Packwood of Oregon. But he trailed far behind the leading Senate recipient for the period between Jan. 1, 1993, and Jan. 31, 1994, receiving \$61,000 compared to Texas Republican Kay Bailey Hutchison's \$406,184, according to the report.

Citizen Action, which advocates a Canadian-style single-payer health care system, is the national affiliate of Minnesota Citizens Organized Acting Together. The group said in its report that members of Congress who oppose President Clinton's

health care plan in favor of more market-oriented plans were more likely to receive heavy health industry donations.

But the report contained several noteworthy exceptions. In the House, the five biggest health industry money raisers from 1979 to 1994 were Richard Gephardt, D-Mo.; California Democrats Fortney (Pete) Stark, Henry Waxman and Vic Fazio, and Dan Rostenkowski, D-Ill. — all cosponsors of the Clinton plan. Stark, Waxman and Fazio are also cosponsors of the single-payer plan offered by Rep. Jim McDermott, D-Wash.

Durenberger is a key Senate sponsor of a plan offered by Rep. Jim Cooper, D-Tenn., that shuns the cost controls and employer mandates of the Clinton plan and instead attempts to use tax credits to bring down insurance costs. Durenberger is the ranking minority member of the Medicare and Long-Term Care Subcommittee of the Senate Finance Committee.

Durenberger continued on 2A

## Durenberger

Continued from page 2A

Ed Rothschild, a spokesman for Citizen Action, said that given the senator's views and committee clout, it is not surprising to find him among the biggest health care money raisers. But Durenberger's chief of staff, Rick Evans, rejected the connection made by Citizen Action between policy support and contributions.

"Any way you look at it, the accusation doesn't line up," Evans said. "They make it because they need to find a bogeyman for why their ideas are so unpopular." He faulted the group for lumping several "innovative and creative solutions" into a single negative category.

Minnesota representatives voiced similar criticisms. Republican Rep. Rod Grams, who led the state's House delegation in the report with \$14,850 in contributions last year, said his support of a health plan

"I have my constituents in mind," Grams said. "When I've gone to town meetings, the biggest message I get from 95 percent-plus is, 'Keep the government out of health care.'"

A spokesman for Rep. Jim Ramstad, R-Minn., who according to Citizen Action received \$14,318 in the last year, said the report erroneously implies that the single-payer concept has widespread support outside the corporate health community. Ramstad also supports the Heritage plan, which would require individuals to have minimum catastrophic insurance coverage; the federal government would provide tax credits for costs not covered by employers.

"It's his [Ramstad's] reform plan — not a government-run single-payer regime that limits choice of doctors and ration care — that's most widely supported by his constituents," the Ramstad spokesman said.

The spokesman also questioned why Citizen Action included a \$2,500 donation from the American Veterinary Medical Association in Ramstad's

Star Tribune

Monday

March 28/1994

2A

Among the remaining Minnesota representatives, all Democrats, Martin Sabo received \$12,010 last year. David Minge \$5,150, Collin Peterson \$4,350, Bruce Vento \$2,950, James Oberstar \$1,000 and Tim Penny nothing. Those figures included \$500 donations from the veterinary association to Grams, Peterson and Minge.

Vento, Sabo and Oberstar are cosponsors of both the Clinton and McDermott plans. Until last week, Sabo was also a cosponsor of the Cooper plan. Minge is a cosponsor of both the Clinton and Cooper plans. Penny and Peterson have not cosponsored any of the plans mentioned in the report, according to Citizen Action. According to the report, Cooper was the leading House recipient of health industry contributions last year, with \$163,846.

Sen. Paul Wellstone, D-Minn., the chief Senate sponsor of the single-payer plan, pledged not to take money from political action committees until passage of campaign finance reform or the beginning of his 1996 reelection cycle, said spokeswoman Pam McKinney. The report said the first-term senator received \$24,875 in health industry contributions during the 1979-1994 period and no contributions last year.

Wellstone's plan would abolish the health insurance industry and replace it with a single insurer — the federal government. "It's not a secret that a lot of the pharmaceutical and insurance industry interests are not single-payer supporters," McKinney said. "And certainly any time you bump up against huge frameworks of money and power, you're very aware

NIGHT  
FINAL

CITY EDITION

# The Seattle Times

MONDAY  
MARCH 28, 1994

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35 CENTS IN SEATTLE METRO AREA

## Health lobbies gave to Moynihan, a key figure in debate

*Only one other senator received more from industry, consumer group says*

BY DENA BUNIS  
Tuesday

WASHINGTON — New York's junior senator, Daniel Moynihan, one of the most powerful players in this year's health-care reform debate, received \$200,370 in campaign contributions from health and insurance industry groups last year, including \$3,000 from the lobby that brought the Harry and Louise advertisement to America.

Only Texas Republican Kay Bai-

ley Hutchison, who won a special election last year, received more from insurance-industry groups during the same 13-month period, according to a report issued today by Citizen Action, a consumer-advocacy group that supports a government-financed health system. The report says Hutchison received \$406,184.

"They're buying more than access," said Ed Rothchild, spokesman for Citizen Action. He said the companies have amassed a \$15.8 million



*Daniel Patrick Moynihan*

war chest, an increase of 40 percent since Jan. 1, 1993. "They're trying to buy influence," Rothchild said. "They're trying to limit the scope of the plan."

"Why isn't

Moynihan taking a much stronger position for comprehensive health-care reform?" Rothchild asked. "There may be several reasons for it, but one of them is the fact that he recognizes where some of his campaign financing is coming from."

"That's outrageous," said Bill Cunningham, chairman of Moynihan's re-election campaign. "That goes to his honor, his integrity and his honesty, and it's absolutely outrageous. These are legal contributions, openly reported in compliance with the federal election law. To impugn his integrity because he accepts a legal contribution is absolutely out of bounds."

The Health Insurance Association of America, which represents small insurance companies, has spent nearly \$15 million in an advertising campaign featuring a middle-class American couple — Harry and Louise — strongly criticizing portions of President Clinton's health

plan, of which Moynihan is a co-sponsor.

"He's clearly one of the leaders in Congress in the health care and insurance area," HIAA Executive Vice President Chip Kahn said of Moynihan.

Kahn said his organization did not contribute to Moynihan's last campaign six years ago — before he became Finance Committee chairman — but he said that a recent donation of at least \$3,000 was not an effort to win Moynihan's support for HIAA's positions.

Cunningham said that while Moynihan co-sponsored Clinton's bill, "He has to lead a consensus on that bill. It's not up to him to stake

out a position that makes it harder to get a bill out of committee."

Sen. Edward Kennedy, D-Mass., who lambasted HIAA's advertising campaign from his platform as chairman of the Labor and Human Resources Committee, which also has jurisdiction over a health bill, did not receive any HIAA contributions, according to Citizen Action's records.

Contributions from health and insurance lobbies increased faster than any other interest, rising 22 percent between the congressional election period two years ago and the current election cycle. Giving by non-health and insurance political action committees rose by about 2 percent during that same period.

The Courant's address is 285 Broad St., Hartford, CT 06115

For complete contest details, please see this Sunday's TV Week.

Want To Be a Cowboy's Sweetheart? sold a million copies in 1936, performed Friday night in Cookeville, Tenn. with. He was foolish. It's not a serious case. Compiled from wire reports

# Health industry's contributions to members of Congress up sharply

By JOHN A. MacDONALD  
Courant Staff Writer

WASHINGTON — As President Clinton was drafting his plan to overhaul the nation's health care system last year, the industry his proposal would affect increased its contributions to members of Congress by 22 percent, a consumer group reported Sunday.

The group, Citizen Action, said its analysis of Federal Election Commission reports showed that contributions from doctors and other health professionals increased by 29 percent.

Other increases were 21 percent

from the pharmaceutical and medical equipment industry, and 7 percent from insurance companies and agents' associations.

By contrast, contributions from organizations that are not part of the health care industry increased 2 percent, said Citizen Action, which contends the contributions are designed to stall reform efforts.

In recent years, Citizen Action has regularly analyzed contributions to candidates from the health care and health insurance industry. The latest report contrasts the 13-month period that started Jan. 1, 1993, the beginning of the current

election cycle with a comparable period starting in 1991, before health reform became a major national issue.

According to Citizen Action, Sen. Joseph I. Lieberman, D-Conn., received far more from the health and insurance industry than any other member of the state's congressional delegation — \$174,150, about a third of it from the insurance industry. Lieberman, who is up for reelection this fall, supports a conservative alternative to Clinton's reform proposal.

Next highest in the Citizen Action report were Connecticut Reps. Nan-

cy L. Johnson, R-8th District, and Barbara B. Kennelly, D-1st District, both members of the influential House Ways and Means Committee.

Johnson received \$45,200 and Kennelly accepted \$43,050, Citizen Action said. In both cases about half the amounts came from insurance industry sources, the report said.

Johnson supports three conservative alternatives to Clinton's plan. Kennelly has co-sponsored the president's proposal but wants to modify it.

Traditionally, members of the House Ways and Means and Energy

and Commerce committees, along with those on the Senate Finance and Labor and Human Resources committees, have received large contributions from health and insurance organizations because those panels have jurisdiction over issues affecting the industry.

Lieberman is not a member of any of those committees but received about \$5,000 more than Sen. John H. Chafee, R-R.I., a senior member of the Senate Finance Committee. Only three senators received more from the health care industry than Lieberman, Citizen Action said.

Health care industry contributions to other members of the Con-

necticut delegation were: Rep. Gail A. Franks, R-5th District, a member of the Energy and Commerce Committee, \$28,850; Rep. Rosa L. DeLauro, D-3rd District, \$16,450; Rep. Sam Gejdenson, D-2nd District, \$13,200; and Rep. Christopher Shays, R-4th District, \$1,000.

No Connecticut member was among the top 10 House recipients of health industry contributions, according to Citizen Action.

Sen. Christopher J. Dodd, D-Conn., a member of the Senate Labor and Human Resources Committee, received \$14,700 from industry sources, the report said. Dodd is not up for re-election until 1998.

## 2 shooting victims die after carjacking

Associated Press

LOS ANGELES — Flaps at a tiny liberal arts college flew at half-staff for two students shot in a carjacking. Both teenagers, one of them a Japanese exchange student and the other a Japanese-American, were declared dead Sunday.

"It's such an appalling event. It's just very difficult for all of us to comprehend," said Janet Bremseth, co-director of college relations at Marymount College.

Takuma Ito died Sunday night after doctors disconnected his life-support systems. Go Matsura was declared dead several hours later, said Harbor-UCLA Medical Center spokesman Ran-

do. Ito, a Japanese citizen, and Matsura, a U.S. citizen who grew up in Japan, were freshmen at Marymount, a secluded college on the affluent Palos Verdes Peninsula south of downtown Los Angeles.

Their families arrived from Japan on Sunday.

Ito and Matsura were shot as they got out of a white 1994 Honda Civic in a supermarket parking lot in the city's San Pedro area, police said. The gunman drove off in the car. Police found the car in the San Pedro area Sunday afternoon after an anonymous tip to police, said Officer Don Cox.

The shootings were the lead item on many Japanese news-

## Clinton aide's call on S&L probe downplayed

Washington Post

WASHINGTON — The leading Republican critic of President Clinton's involvement in Whitewater Sunday said the angry White House reaction to the appointment of a partisan Republican to investigate civil cases for the Resolution Trust Corp. was "pretty natural" and too much should not be made of it.

Rep. Jim Leach, R-Iowa, said it would be "premature to draw any extraordinary conclusions" about a telephone call senior White House adviser George Stephanopoulos made in February to Joshua Steiner, chief of staff at the Treasury Department.

Sources have described Stephanopoulos as angrily asking Steiner

how Resolution Trust came to name former federal prosecutor Jay B. Stephens to investigate possible civil cases against Madison Guaranty Savings & Loan and whether that hiring could be reversed.

Stephens, a former Republican U.S. attorney for the District of Columbia, was sharply critical of Clinton when the president fired him as part of the removal of all the U.S. attorneys who were appointed by the Bush administration. Stephens also has considered running for political office.

He was hired by the Resolution Trust Corp. in early February; among the cases the agency is examining for possible civil action is the Rose Law Firm's representation of Madison before Arkansas regula-

Hillary Rodham Clinton, then a partner at Rose and a partner in the Whitewater Land Development Co. with her husband, who was then the governor, and James B. McDougal, who owned Madison, asserted to the state regulators that Madison was on the road to financial health. It later collapsed, requiring a \$60 million taxpayer bailout.

Leach, the senior Republican on the House Banking Committee, who is leading the GOP charge on Whitewater, told NBC-TV's "Meet the Press" Sunday that the Stephanopoulos phone call "may have been a mistake," but he added, "I hope we don't make too much of this part of the story."

Instead, Leach pressed for a full congressional investigation of the relationship between Madison and

Whitewater.

Leach has maintained that Whitewater and Madison were so intertwined that the Clintons ended up with financial benefits from Madison even as it was collapsing and their Whitewater land development was failing. The president maintains he lost \$46,000 on Whitewater.

Leach's benign view of the Stephanopoulos conversation, first reported Saturday in The Washington Post, was backed by House Speaker Thomas S. Foley, D-Wash., and by Marlin Fitzwater, who was press secretary to President George Bush.

"I have to admit that if you stand in George Stephanopoulos' shoes, it would be a little difficult not to be surprised and outraged by that appointment" of Stephens, Fitzwater told a C-SPAN interviewer.

## Study warned about squadron concentration at base

# Health, insurance industries boost spending to influence reforms, group says

By John Fairhall  
Washington Bureau of The Sun

WASHINGTON — The health and insurance industries are pouring exceptionally large sums of money into congressional campaigns in hopes of influencing the health care reform debate, a consumer group charged today.

The industries contributed \$11.3 million in 1993 and the first month of 1994, reported Citizen Action, a national group with ties to organized labor. That's a 22 percent increase over what the industries contributed during the comparable period leading to the 1992 elections — all of 1991 and the first month of 1992.

Millions more in industry contributions are expected as the November elections approach. Federal campaign finance reports filed by the industries and examined by Citizen Action show that health and insurance companies have nearly \$16 million in the bank, waiting to be dispensed to candidates.

The actual amount of money spent so far may be significantly higher than \$11.3 million because computerized Federal Election Commission reports of individual donors are available only through last June, Citizen Action said. The group's figures represent direct contributions by individual donors who work in

these industries and by industry political action committees that raise money from employees.

In addition to making campaign contributions, these industries are spending millions more on advertising, congressional lobbying and other efforts aimed at influencing health care legislation. One insurance consortium, the Health Insurance Association of America, has spent \$14 million on TV ads attacking parts of President Clinton's health care reform plan.

Most of the campaign contributions last year went to lawmakers in key leadership positions and those sitting on committees with jurisdiction over health reform legislation. But the leading recipient, by far, is a new member of the Senate elected in a special election last year, Kay Bailey Hutchison, a Texas Republican who took in \$408,000.

The 10 Maryland lawmakers received a combined \$168,200 in 1993 and the first month of 1994, led by Rep. Steny H. Hoyer, a high-ranking House Democratic leader who received \$47,050. Rep. Benjamin L. Cardin, a Baltimore Democrat who sits on the House Ways and Means Committee and is an important player in the reform debate, collected \$43,050.

Citizen Action attributes the sharp increase in industry campaign

## HEALTH CARE CONTRIBUTIONS

Health and insurance industry contributions to Maryland members of Congress, Jan. 1, 1993 to Jan. 31, 1994:

| LEGISLATOR                        | LARGEST CONTRIBUTION AND DONOR               | TOTAL    |
|-----------------------------------|----------------------------------------------|----------|
| Sen. Paul S. Sarbanes (D)         | \$1,000 National Assoc. of Life Underwriters | \$21,950 |
| Sen. Barbara A. Mikulski (D)      | \$2,000 Nat. Atlantic Medical Services Assn. | 7,200    |
| Rep. Wayne T. Gohmert (R-1st)     | \$2,000 American Dental P.A.C.               | 3,350    |
| Rep. Helen Delich Bentley (R-2nd) | \$2,000 American Dental P.A.C.               | 11,900   |
| Rep. Benjamin L. Cardin (D-3rd)   | \$2,000 National Assn. of Life Underwriters  | 43,050   |
| Rep. Albert R. Wynn (D-4th)       | \$2,000 American Hospital Assn.              | 11,300   |
| Rep. Steny H. Hoyer (D-5th)       | \$2,000 American Chamber of Commerce         | 47,050   |
| Rep. Roscoe G. Bartlett (R-6th)   | \$2,000 National Assn. of Life Underwriters  | 2,500    |
| Rep. Kweil Murre (D-7th)          | \$2,000 American Family P.A.C.               | 10,350   |
| Rep. Constance A. Morella (R-8th) | \$1,000 American Academy of Ophthalmology    | 9,750    |

SOURCE: Citizen Action

SUN STAFF GRAPHIC

spending to reform legislation, which would profoundly affect the income of doctors, insurers, hospitals and others. Most of the groups contributing money are fighting for major changes in the reform blueprint Mr. Clinton submitted to Congress, which would restrain increases in fees and premiums charged by doctors, hospitals and insurers.

The groups won a victory last week when a House subcommittee, taking the first congressional vote on reform, watered down Mr. Clinton's proposal to have powerful "health al-

liances" collect insurance premiums and negotiate prices with health plans.

Citizen Action official Michael Podhorzer charged: "The health and insurance industries are desperate to prevent health care reform."

Asserting that "special interests" are "buying special favors that will surely undermine the vital health care needs of most Americans," he said campaign contributions "create a direct conflict of interest when members of Congress vote on health care."

Citizen Action is lobbying for health reform legislation that would have the government pay all medical bills and permit people to use any private doctor they choose. This approach, which would raise taxes but eliminate most insurance premiums and most insurance companies, has not had enough political support to advance in Congress.

The leading House recipients of health and insurance industry contributions in the 13-month period examined by Citizen Action were Reps. Jim Cooper, a Tennessee Democrat (\$164,000); Pete Stark, a California Democrat (\$130,000); Richard A. Gephardt, a Missouri Democrat (126,000); and Dan Rostenkowski, an Illinois Democrat (\$117,000).

Mr. Cooper is the author of a reform plan that insurers generally would prefer to Mr. Clinton's. It would create insurance purchasing cooperatives mainly to benefit small employers. Mr. Rostenkowski and Mr. Stark are leaders of the Ways and Means Committee; Mr. Gephardt is the majority leader of the House.

In the Senate, Daniel Patrick Moynihan, a New York Democrat and chairman of the Finance Committee, was second to Mrs. Hutchison with \$200,000.

Next were Sen. Orrin G. Hatch, a Utah Republican (\$180,000); Joseph I. Lieberman, a Connecticut Demo-

crat (\$174,000); and John H. Chafee, a Rhode Island Republican and GOP health reform leader (\$169,000).

Mr. Cooper was not available for comment. Mrs. Hutchison's press secretary, Nick Voinis, said the space for reason she received as much money as she did was because she ran for office last year in a special election to fill the seat left by Sen. Lloyd M. Bentsen, who resigned to become treasury secretary.

"She is against the Clinton plan," Mr. Voinis said. She supports more conservative approaches that would require less government regulation and spending.

Of all the groups contributing money, doctors and other health practitioners increased their spending the most. They spent \$2.6 billion, up from \$1.9 billion in the same period two years ago, a nearly 40 percent change.

Pharmaceutical and medical equipment manufacturers stepped up their contributions by 21 percent, from \$1.3 million to \$1.5 million.

The American Dental Association political action committee contributed more than any other PAC, \$475,000.

The American Medical Association PAC spent \$412,000 on behalf of its physician members.

An AMA spokesman declined to comment on the group's PAC.

The Atlanta Journal / The Atlanta Constitution

NATION

\*\*\*\*\* Tuesday, March 29, 1994 A15

# PACs, professionals targeting lawmakers

by Andrew Morrison

WASHINGTON BUREAU

Washington — Health and insurance executives and professionals have given campaign contributions since January 1993 to every member of the Georgia congressional delegation except Democratic Sen. Sam Nunn, a new report says.

Rep. Newt Gingrich, who is House Republican whip and in line to become the House GOP leader next year, received \$75,961. That was the seventh-highest total in Congress, the report by Citizen Action said.

Citizen Action is a non-profit advocacy group that often disagrees with large segments of the health and insurance industries. Its report tallied gifts from individuals through June 30, 1993, and gifts from political action committees (PACs) through Jan. 31, 1994.

Since there are divisions over



health care policy within each of the industries, and between them, it is hard to tell what effect, if any, the \$11.3 million contributed to incumbents and other candidates will have.

Figures for other Georgians in Congress:

Senators:

Paul Coverdell (R), \$43,000 (including \$16,500 from PACs); Nunn, zero.

Representatives:

Gingrich, \$75,961 (\$42,111 from PACs); John Lewis (D), a chief deputy Democratic whip, \$56,012 (\$42,512 from PACs); J. Roy Rowland (D), a physician on one of the three committees drafting health care bills,

\$33,473 (\$33,173 from PACs).

Don Johnson (D), \$19,100 (\$16,850 from PACs); John Linder (R), \$18,050 (\$15,550 from PACs); Sanford Bishop (D), \$12,500 (\$10,000 from PACs); Mac Collins (R), \$12,200 (all from PACs); George "Buddy" Darden (D), \$11,500 (\$10,000 from PACs); Jack Kingston (R), \$10,208 (\$9,658 from PACs); Cynthia McKinney (D), \$7,450 (\$6,300 from PACs); and Nathan Deal (D), \$6,450 (\$6,050 from PACs).

Here is how much each type

of PAC gave the top three Georgians:

► Doctors', dentists' and nurses' PACs: Gingrich, \$11,800; Lewis, \$13,500; Rowland, \$11,873.

► Hospital, HMO and nursing home PACs: Gingrich, \$6,000; Lewis, \$5,000; Rowland, \$3,200.

► Pharmaceutical and medical equipment PACs: Gingrich, \$3,500; Lewis, \$9,512; Rowland, \$8,400.

► Insurance PACs: Gingrich, \$20,411; Lewis, \$24,500; Rowland, \$8,500.

## Young adults most likely to lack insurance coverage

By Carrie Teegardin  
STAFF WRITER

Nearly half of the nation's young adults did not have health insurance coverage for a month or more between 1990 and 1992, according to a U.S. Census Bureau study released today.

Age and income were the strongest predictors of whether someone would lose coverage.

Just 1 percent of Americans over 65 — most of whom are covered by Medicare — experienced a lapse in coverage. The poorest Americans were five times more likely to go without insurance than those from the richest families.

Nationwide, one in four people lost insurance for a temporary period or had no coverage at all between February 1990 and September 1992.

"Younger people, in general, are in a transition period," said Sarah Snider, an analyst at the Employee Benefit Research In-

stitute in Washington, D.C. "They are leaving their parents' homes, going to college, leaving college, and their incomes are not very high. They feel like they're healthy and the risk doesn't seem that great."

Nearly one-third of children were without coverage, at least temporarily, as were one-third of those between ages 25 and 34, and about one-fifth of those between 35 and 64.

Other census statistics have shown that about one in seven Americans is without coverage at any one time.

Although age and income appear to be the strongest indicators of who has insurance, employment also played an important role. Thirteen percent of those who worked full-time during the 1990-92 period experienced a loss in coverage, compared with 22 percent of people who worked part-time and 38 percent of those who were without a job for at least a month.

# THE ARIZONA REPUBLIC

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27, 1994

Phoenix, Arizona

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104th year, N

## POLITICAL



### Consumer group goes after Kyl again

Four months ago, a consumer group released a report calling on Rep. Jon Kyl, R-Ariz., to quit taking campaign contributions from health-industry "fat cats."

This weekend, the group began Round 2 of its offensive by issuing another report — this one focusing on Kyl's gifts from political-action committees.

The study by Arizona Citizen Action says Kyl, a candidate for the U.S. Senate, collected \$95,000 in contributions from health and insurance PACs and large industry donors from January 1993 through January 1994.

The group says the total, which ranks Kyl fifth in the House, is conservative because it does not include an additional \$70,000 in donations from "rich doctors" whose contributions still were being computerized in government records.

Kyl, who could not be reached for comment Friday, has accused Citizen Action, which favors a Canadian-style, government-financed national health plan, of using the survey to push its own agenda. Kyl is backing a different plan and says he does not receive an inordinate percentage of contributions from the medical industry.

weaker. They keep losing." But TIMES notes that the insurance cos. "merely pass the cost" on to other policyholders by raising premiums. Univ. of Colorado's Dr. Curt Freed: "If we knew a way other than patients pressuring insurance companies and suing them, we'd be happy to follow that course. But it seems that the established procedure is pressure and lawsuits" (Gina Kolata, 3/28).

===== THE PLAYING FIELD =====

\*6 CITIZEN ACTION: IS PAC MONEY BUYING HEALTH REFORM VOTES?

Pres. Clinton's "health care reform effort has opened the spigot for congressional campaign contributions from the health care and insurance industries," S.F. CHRONICLE reports (Sabin Russell, 3/28). A study released by Citizen Action today found that health and insurance interests increased their giving to congressional campaigns by more than 22% compared to the same period in the last election cycle. During '93 and the first month of '94, health interests gave \$11.3M, compared to \$9.2M in the same 13 month period in '91 - '92. Most of the contributions went "to lawmakers in key leadership positions and those sitting on committees with jurisdiction over health reform legislation." Citizen Action's Michael Podhorzer: "The health and insurance industries are desperate to prevent health reform" (John Fairhall, Balto. SUN, 3/28). Leading Senate recipients during the 13-month period: Kay Bailey Hutchison (R-TX), \$406,184; Sen. Finance Cmte. Chair Pat Moynihan (D-NY), \$200,370; Orrin Hatch (R-UT), \$179,700; Joe Lieberman (D-CT), \$174,150; and John Chafee (R-RI), 169,375. Top House recipients: Jim Cooper (D-TN), \$163,846; Ways & Means health subcmte. Chair Pete Stark (D-CA), \$130,270; Maj. Ldr. Dick Gephardt (D-MO), \$125,901; Ways & Means Cmte. Chair Dan Rostenkowski (D-IL), \$117,000; and Jon Kyl (R-AZ), \$95,000. Furthermore, the study found that insurance cos. have "amassed" a \$15.8M "war chest," up 40% from 1/1/93 (W.S. JOURNAL, 3/28).

\*7 NAIC: DRAFTING MODEL ALLIANCE LEGISLATION FOR STATES

The Nat'l Assn. of Insurance Commissioners has been studying health alliances "for months" and is "expected to release model legislation that states can use to pattern their own laws," W.S. JOURNAL reports. Health Policy and Strategy Associates' Robert Laszewski said that whether the alliances "make it through the political maze to become part of the final health reform plan," Washington "will rely on states for follow-up." The NAIC -- comprised of insurance commissioners from every state -- is the "closest thing there is to national oversight of the [insurance] industry." The model legislation for alliances would be "a voluntary plan in which co-ops compete with insurance companies for business." Under the plan, states could have many alliances and each alliance would "serve a distinct region without competition from other alliances." Health plans sold through the alliances would be required to offer identical sets of benefits and "the plans would have to charge everyone in the same age group and region the same rate regardless of health, gender and

LINE Washington Wire:  
A Special Weekly Report From  
The Wall Street Journal's  
Capital Bureau

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By Ronald G. Shafer

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SOURCE WALL STREET JOURNAL (J), PAGE A1  
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HEALTH-CARE LOBBYISTS move to deluge lawmakers during the Easter recess.

- \* The Health Care Reform Project, including backers of both the Clinton plan and a government-paid system, sends a million-piece mailing to 16 congressional districts that declares: "Insurance companies are spending MILLIONS to kill health-care reform." The Campaign for Health Security, a 30-member coalition for universal coverage, produces TV and radio ads that will first air in five congressional districts.

The National Federation of Independent Business is heading to Florida to stir smallbusiness owners' complaints about the Clinton plan. "The one that really gets them is the paperwork," says lobbyist John Motley. Meantime, an association representing big companies on benefit matters begins plotting how to combat the payroll taxes in two House committees' plans.

The Campaign for Health Security urges "legislation that guarantees every American quality health-care coverage like every member of Congress has."

A NEW SHOWDOWN looms with North Korea over its nuclear arsenal.

Spent fuel from a nuclear reactor expected to be shut down temporarily this summer could enable the North Koreans to make two or three more bombs, possibly doubling its arsenal, intelligence analysts warn. The International Atomic Energy Agency wants its inspectors to be there for the closedown.

Some in the Pentagon suggest that attacking the plant during the shutdown would be one way to destroy it without creating a radioactive plume. The mere threat could force North Korea to keep the plant running, which would eventually overcook the plutonium and make it unusable for bomb-making. But some warn that loose talk about raids is dangerously provocative.

WHITE HOUSE WOMEN grumble that they don't have equal clout on the job.

Political director Joan Baggett, after a maternity leave, unhappily finds much of her work is handled by male aides who are closer to Clinton. White House aide Ann Walker gets a new boss, Donald Baer, whose post includes overseeing the research operation she heads. Other female aides privately complain that women hold positions of real influence only on the first lady's staff.

Women's groups complain, too. Though President Clinton has more female aides than past presidents did, "there are not many women in his most immediate inner circle," says the National Organization of Women's Kim Gandy. "Presidents surround themselves still with their buddies," adds Harriett Woods of the National Women's Political Caucus.

But Ricki Seidman, the president's scheduler, rises; she suggested the Clintons' Gridiron dinner lampoon of the "Harry and Louise" health-insurance commercial.

NOW PITCHING: Hillary Rodham Clinton agrees to throw out the first ball at the Chicago Cubs opening-day game April 4 against the New York Mets. The first lady had accepted the honor last year, but withdrew when her father became fatally ill.

FIRST-BROTHER-IN-LAW Hugh Rodham's campaign manager Michael Copperthite angers Democratic leaders in a private meeting by allegedly calling party officials "hacks" and saying he doesn't need their help. Copperthite denies the statements, but Washington operatives want him removed from Rodham's Florida Senate campaign.

BABY BELL phone companies prepare an ad campaign urging changes in the Senate telecommunications bill to give them a free hand to offer long-distance service. The Bells are still deciding whether to use the ad in key senators' states over the Easter recess. AT&T Chairman Robert Allen personally lobbies against such changes.

CHURCH AND STATE: Justice Ginsburg may be the deciding vote in a ruling on New York state's creation of a "public" school district for a Hasidic community. Several justices may try to overturn a 1971 precedent and let government accommodate religion in such cases. Ginsburg has indicated a reluctance to dump precedent.

WELFARE OVERHAUL faces delay as Clinton searches for ways to pay for it.

The president's welfare proposal isn't likely to reach Congress by late April, as was originally expected. Clinton sends cabinet officials and aides back to work on funding ideas. A gambling tax is still considered as a "lesser of evils," but a few smaller levies are also examined.

The overhaul plan is still at least \$2 billion short of the \$7.4 billion needed to fund full implementation by 1999. In 2001, the price may rise above \$8 billion annually. The indelicate choice: adopt only a modest program or raise taxes.

Republican William Bennett says he would prefer "no reform at all" this year if the bill doesn't focus more on the problem of family breakdown.

MINOR MEMOS: Al Gore says it was so cold in Washington this winter that people were "huddling around Bob Dole for warmth." . . . At the Senate Finance Committee's health-care retreat this week, lawmakers and staff divided into two teams -- the Mandates and the Nonmandates -- to play darts. The winner: the Mandates. . . . Deputy Treasury chief Altman's admissions of additional White House meetings on Madison Guaranty were written on RTC stationery with the motto: "Resolving the Crisis, Restoring the Confidence."

See GOLD, A-13, Col. 1

# Clinton picks KC for event

By MIKE HENDRICKS  
Staff Writer

President Clinton plans to visit Kansas City next Thursday for a televised town hall meeting as part of a weeklong focus on health-care reform, according to an official at the television station arranging the event.

The 90-minute broadcast will be carried live on KCTV, Channel 5, beginning at 7 p.m. from its studios in Fairway, news director Don North said.

The White House declined to comment Wednesday on whether the event will take place, saying Clinton's schedule can't be confirmed beyond Friday, when he is scheduled to return to Washington from a vacation in St. Ignace.

North, however, said Clinton staffers called Tuesday to set up the meeting. That call came in response to a letter North sent Clinton a year ago, after he held his first televised town hall meeting as president in Detroit.

Clinton wants to discuss health care, but there will be no restrictions on sub-

See CLINTON, A-13, Col. 5

associated Press  
one victim.

cue awareness  
years old

Thursday, March 31, 1994 The Kansas City Star **A-11**

# Clinton to visit KC next week to hold town hall meeting

Continued from A-1

ject matter. Whitewater and other topics are fair game, North said.

The station will choose the audience, numbering 100 to 200, from mailed requests. Those who wish to be in the audience should send in their responses as soon as possible.

"They are very interested in us coming up with the audience," North said. "They don't want to be accused or thought of as packing the audience."

White House spokeswoman Lisa Mortman said that's standard practice for the nearly dozen town hall meetings Clinton has conducted since becoming president.

"The White House has no involvement with audience selection," she said.

KCTV is asking prospective audience members to mail in a health-care-reform question they'd like the president to address. From those letters an audience will be chosen.

"We will select the questions and then invite the people who sent in those questions," North said. Audience members, however, won't have to stick to that question once they are in the studio, North said.

Clinton also is expected to make stops in Topeka and Omaha on Thursday before traveling to Kansas City. The Kansas City town hall meeting is one of several the president has scheduled for next week.

North said Clinton's proposed itinerary included town hall meetings in Charlotte, N.C., Philadelphia and Minneapolis, but Mortman declined to comment on the schedule.

KCTV's senior anchorman, Wendall Anschutz, will host the Kansas City town hall meeting.

Prospective audience members should mail their health-care question to:

Clinton Town Hall Meeting  
KCTV P.O. Box 5555  
Kansas City, Mo. 64109

**Why you shouldn't wait to have your**

DAILY OKLAHOMAN  
OKLAHOMA CITY, OK

# Rally Protests Nickles' Study On Health Care

By Kelly Kurt

Associated Press Writer

Proponents of universal health coverage accused Republican Sen. Don Nickles on Wednesday of using scare tactics in an attempt to weaken support for President Clinton's reform plan.

Nickles, R-Ponca City, unveiled a study earlier Wednesday that showed Clinton's plan would cost Oklahoma 11,400 jobs and more than \$1 billion in lost income.

"I think those are scare tactics used by people who are fundamentally opposed to health reform," state Sen. Angela Monson, D-Oklaoma City, said during a rally of reform supporters at the state Capitol two hours after Nickles' news conference. "They're trying to scare people into thinking it's a choice — either jobs or health care."

According to the study, businesses would be forced to cut wages and jobs to pick up employees' health care costs as the president's reform plan mandates.

"Business will either lay people off, or individuals wouldn't get pay raises or may even get a pay cut to pay for these mandates," Nickles said.

The bipartisan American Legislative Exchange Council commissioned the study. The commission is made up of about 2,000 state legislators nationwide. Two Ohio economics professors conducted the research.

The study showed Clinton's plan would cost Oklahoma 11,400 jobs; \$890 million in lost wages and more than \$1 billion in lost personal income.

Nickles called the study "very credible" and "even conservative" in its estimates of job loss.

Nickles has been circulating his own health reform plan which favors choice in health care.

About 80 people representing educators, nurses, retirees and the AFL-CIO gathered on the state Capitol steps to show their support for the president's health care plan.

"This is a life or death issue," Monson told them. "Health care that can never be taken away is national security."

State Insurance Commissioner Cathy Weatherford also endorsed Clinton's plan.



## Health Care Rally

Meg Holman, Barbara Starks and Mary Bradsher, from left, all from St. and all with the League of Women Voters, show their support for health reform during a rally at the state Capitol on Wednesday. Story, Page 7.

6 NEWS

TULSA WORLD, THURSDAY

# Rallies Held for, Against Clinton

By Barbara Hoberack  
World Capitol Bureau

**OKLAHOMA CITY** — The state Capitol was a battlefield Wednesday for supporters and opponents of President Clinton's health-care proposal.

Both sides are preparing for the upcoming U.S. Senate health-care deliberations.

The battle intensifies Friday when first lady Hillary Rodham Clinton visits Muskogee and Oklahoma City to pitch the administration's health-care plan.

U.S. Sen. Don Nickles, R-Okla., and state Rep. Mary Fallin,

R-Oklahoma City, held a 10 a.m. press conference Wednesday to release a study which said Clinton's plan would have a negative impact on 48 states, including Oklahoma.

Nickles has introduced his own health-care plan.

Key findings of the study, sponsored by the American Legislative Exchange Council and done by two Ohio University economists for \$10,000, concluded 1,400 Oklahoma jobs would be lost under Clinton's plan. Also, \$890 million would be lost in wages and benefits; \$1.06 billion lost in personal income; \$350 in per capita income lost; and \$1,240 income loss for a family of four. Those findings were estimates for 1998.

The study's findings may be conservative, Nickles said.

The study is one of several done on Clinton's plan.

Employers, who will pay 80 percent of Clinton's plan, will ei-

ther go bankrupt, lower wages to pay for the plan, eliminate raises or lay off workers, Nickles said.

Employees would be compensated with a form of "government knows best health care" which would outlaw health agreements between companies and employees, he said.

Nine out of 10 Oklahoma businesses are small, Fallin said. Half provide health insurance. Those who don't can't afford to, Fallin said.

Nickles called the Clinton plan "over promised and under funded," noting that a proposal to tax smokers wouldn't raise nearly the money needed.

"God bless the smokers, but they are not smoking near enough to pay for this," Nickles said.

Two hours later, several groups organized by Families USA rallied on the Capitol steps to push for comprehensive health-care reform and Clinton's plan.

Deborah Dion, a Families USA spokesperson, criticized the report released by Nickles and Fallin, saying the American Legislative Exchange Council is billing itself as a non-partisan group. But it is largely made up of Republicans, she said, and added that its health-care task force is funded by industries which oppose the Clinton plan.

About 10 percent of the exchange council study was paid by the council's task force, which includes several pharmaceutical companies, insurance associations and medical organizations, according to its Washington, D.C., office. The remaining 90 percent was paid by foundations.

Dion said Families USA has studied all the plans on the table and endorses the Clinton plan because it is the only plan with universal comprehensive coverage.

One of four Oklahomans don't have health-care coverage, Dion said.

Many of the crowd of 80 at the Capitol carried manufactured signs, reading "Health-Care Reform Now," and "Guaranteed Affordable Health Coverage."

A few carried hand-written signs criticizing Nickles, such as "The Nickles Health Plan. Nothing for Nobody."

Speakers urged the crowd to write legislators, specifically U.S. Rep. Bill Brewster, D-Okla., who serves on the House Ways and

## Proposal

Means Committee, and U.S. Sen. David Boren, D-Okla., who serves on the Senate Finance Committee.

At 2 p.m., Citizens for a Sound Economy held a press conference to announce the beginning of a statewide media blitz to oppose three Oklahoma bills dealing with health-care reform, Senate Bills 983, 1177 and 1178.

The television and radio ads say Senate Bill 983 will cost taxpayers \$2.5 billion, or \$3,000 for a family of four, and is the largest tax increase in state history.

Larry Stein, deputy press secretary for former Gov. Henry Bellmon, former director of communications for the state Republican Party and past KTOK radio and Oklahoma News Network reporter, was named director of the Oklahoma office, which has yet to find a location.

The group has some 250,000 members, of which 4,000 are in Oklahoma. Based in Washington, D.C., it also has offices in New Jersey, New York and Virginia.

The Citizens for a Sound Economy, which calls itself a nonpartisan organization defending and promoting free enterprise, opposes Clinton's plan.

Citizens for a Sound Economy recently released its own health-care study, which found that by the year 2000, about 8,800 Oklahoma jobs would be gone.

# Foes Target Health Care Bills

By John Greiner  
Capitol Bureau

A group called Citizens for a Sound Economy launched an advertising campaign Wednesday against health care legislation pending in the Oklahoma Legislature, saying it could be costly to Oklahomans.

The group is a Washington-based organization which has established an Oklahoma office.

Larry Stein, a for-

mer newsman who also worked for the state Republican Party and for a cogeneration company, is director of the Oklahoma office.

The advertising campaign is targeting Senate Bill 983 and Senate Bills 1177 and 1178, all sponsored by Sen. Angela Monson, D-Oklahoma City.

Stein and Michele Isele, vice president for government relations for Citizens for a

Sound Economy, said they want to make sure the Legislature knows the importance of the legislation and its impact.

SB 983, called the Oklahoma Health Security for Everyone Act, is designed to set up a universal health care system for Oklahomans.

It requires the state to develop by 1996 a system for universal health care coverage for state citizens.

The system then would be submitted to a vote of the people.

If the voters rejected it, the state would continue to work on the problem, she said.

Monson said there are at least 600,000 Oklahomans who have no health care coverage.

Senate Bill 1177 would allow the state to set standards by which groups can form health care cooperatives, Monson said.

SB 1178 establishes a process for regulating managed health care groups, she said.

Citizens for a Sound Economy claimed the bills could cost Oklahoma \$2.5 billion.

"It's totally inaccurate," Monson said of the group's claims of the cost of the legislation.

She said there is no way to determine the cost before the universal health care plan has been designed.

Daily OK

# Altman discusses health care reforms

■ Deputy treasury secretary predicts Congress will pass legislation this year

By Dick Stanley  
American-Statesman Staff

Deputy U.S. Treasury Secretary Roger Altman said Wednesday in Austin that the Clinton administration expects major health care reforms to pass Congress this year.

U.S. Rep. Jake Pickle, D-Austin, who invited Altman to Austin for a public forum, said he expects the House of Representatives to pass some sort of reform as soon as May.

Altman, one of several designated Clinton health care reform salespeople, said his job was to maintain political focus on key principles of the administration's proposed reforms.

"Serious legislative action is now on the front burner," he said. "We're trying to focus public opinion in the interests of getting a good bill."

He predicted any passed legislation would preserve the main points of the administration's reform plan, such as guaranteed employer-provided insurance for all, choice of doctors, preservation of Medicare and an end to such prac-



Holly Nell Wilson says she attended the public forum on health care reform because she is "mad at the sys-

tem." She brought three of her five children, from left, Summer, 2, Kelsey, 4, and Cade, 9 months.

tices as insurance exclusions for pre-existing health problems.

Altman told about 200 people who filled the City Council Chambers that he expected all this without imposing more than an average of 70 cents a day in health insurance costs on employers.

Opponents "talk about how small business would be obliterated," said Altman. "It's just not true."

Health care expenditures, about 14 percent of the nation's gross domestic product are out of hand "and we've got to do something about it," Pickle said.

Pickle said he doubted that the part of the administration's plan involving health care alliances —

See Austinfile, B2



Deputy Treasury Secretary Roger Altman, center, listens to Mayor Bruce Todd, left, at Wednesday's forum. Rep. Jake Pickle is at right.

Continued from B1

Proposed national corporations of buyers of health insurance would survive.

He said he only many other members of Congress believe the alliances would be too political to be successful.

Altman, who testified last month before a grand jury investigating the Whitewater investment by President Clinton and first lady Hillary Rodham Clinton, predicted the controversy would not derail reform.

"I don't think there is evidence that (Whitewater) is slowing the process," he said. "The Congress clearly wants to do health care this year."

He said financial losses at city-owned Brecksville Hospital and smaller hospitals across the country, due to caring for people with no means to pay, would be resolved by reform.

"It's a world of universal coverage," he said, "that would largely go away."

Altman was met by demonstrators outside the City Council Chambers carrying signs demanding the administration not give in to the groups of doctors, lawyers, hospitals and others who oppose the reform plan.

The forum audience was composed mostly of reform proponents, such as members of the Austin Health Care Reform Coalition, which includes more than 40 groups from the Texas AFL-CIO to Planned Parenthood of Austin to the Texas League of Women Voters.

Max Sherman, dean of the Lyndon B. Johnson School of Public Affairs of the University of Texas, read written questions from the audience. Most of Altman's responses drew applause.

To a question about whether doctors would be the financial losers under health care reform, Altman said he doubted it.

"Demand will go up, not down," he said. "So I don't think this plan will be devastating for physicians."



# Clinton to visit Topeka business

## Clinton's schedule

- 11:45 a.m.** — Clinton arrives at Forbes Field, Air National Guard terminal.
- 12:15 p.m.** — Clinton greets the public at Forbes Field; event open to public.
- 1:30 p.m.** — Clinton participates in a round-table discussion on health-care reform, Topeka Foundry and Iron Works, 300 S.W. Jackson. Event is closed to the public; the media will have access.
- 4:15 p.m.** — Clinton departs by helicopter from Forbes Field for Kansas City.

— The Capital-Journal

By JOE TASCHLER  
The Capital-Journal

**J**ack Bybee was at home watching the St. Louis Cardinals vs. Cincinnati Reds baseball game Sunday night when the White House called.

"I almost said, 'Yeah, and I'm Abe Lincoln's grandson,'" Bybee said.

The caller asked him if it would be OK if the president visited his business, Topeka Foundry and Iron Works Co., 300 S.W. Jackson.

"I was thinking, 'This is some sort of joke,'" Bybee said.

After the call was finished, he called the White House back and officials there said it was no joke. Bybee's business was one of three being considered for a presidential visit.

On Monday, the White House called Bybee back and said they didn't want to disrupt his

Continued on page 2-A, col. 1

2-A The Topeka Capital-Journal, Wednesday, April 6, 1994

## Clinton to visit Topeka firm

Continued from page 1-A

business and had chosen another location in Topeka for the visit.

Bybee went to lunch around noon Tuesday, then paid visits to three of his clients — a typical afternoon.

By the time he got back to the office at 2 p.m., the White House had changed its mind and the president was coming after all.

Secret Service agents and White House advance team members arrived a short time later.

"I was rather surprised," said the 50-year-old Bybee. "It was kind of a frantic afternoon."

Bybee said he has no idea why his business was picked. He isn't a political insider. He describes himself as an "independent" who votes for "whoever's going to do the best job."

He sounded exasperated Tuesday night as White House staffers and Secret Service agents continued to tour his business.

"It's quite a happening," he said.

President Clinton is planning to hold a round-table discussion on health care at Bybee's business on Thursday afternoon.

Topeka Foundry and Iron Works has been a part of Bybee's family for three generations.

The business was founded in 1876. The business has three main areas: a machine shop, a structural fabrication manufacturing section, and a specialty hardware department.

Among the products the company manufactures are structural steel support beams

for buildings as well as finished hardware such as steel doors, hinges and door frames.

The company employs about 70 people.

Bybee said he knows very little about the Clinton health-care plan.

"We've been providing health insurance for our employees and their families for 40 years," Bybee said, and Clinton's proposal that employers provide insurance for their employees "wouldn't put any new burden on us."

Clinton's tentative schedule, confirmed for The Capital-Journal by White House sources Tuesday night, is as follows:

At 11:45 a.m., the president arrives at the Kansas Air National Guard terminal at Forbes Field. At 12:15 p.m., the public will be able to catch a glimpse of the president at Forbes Field during a presidential greeting which is open to public. More information about attending this event will be available today.

From there, Clinton is scheduled to travel to Topeka Foundry and Iron Works, where he will convene a round-table discussion of health care issues at 1:30 p.m. Media will be allowed to cover the discussion, but the event is closed to the public.

The round-table is scheduled to last nearly three hours. The President is scheduled to depart Forbes Field by presidential helicopter at 4:15 p.m. His Topeka departure is closed to the public. He will fly to Kansas City for a live health-care town hall meeting at a Kansas City television station.

The town hall meeting will be broadcast locally on WEBW-TV.

OMAHA WORLD-HERALD Thursday, March 31, 1994

## 1993 PAC and Individual Contributions

|                                  | Kerrey         | Bereuter     | Barrett       | Hoagland      |
|----------------------------------|----------------|--------------|---------------|---------------|
| Insurance                        | \$48,768       | 7,600        | 7,850         | 39,418        |
| Health professionals             | 46,840         | 250          | 3,650         | 16,900        |
| Health institutions              | 24,850         | 500          | 250           | 11,500        |
| Health services                  | 32,000         |              | 250           |               |
| Pharmaceuticals, health products | 17,588         | 1,550        | 300           | 8,500         |
| <b>Totals</b>                    | <b>169,043</b> | <b>8,900</b> | <b>12,500</b> | <b>74,318</b> |

Sources: World-Herald analysis of campaign contributions filed with the Federal Election Commission.

# Health-Care Debate Boosts Contributions

BY PAUL GOODSELL  
WORLD-HERALD STAFF WRITER

Washington — Mutual of Omaha doesn't always agree with Rep. John Dingell, the Michigan Democrat who heads the House Energy and Commerce Committee.

For example, Dingell is a co-sponsor of President Clinton's health-care bill which Mutual opposes. But in a measure of Dingell's importance on Capitol Hill, Mutual's political action committee already has given him \$2,000 for his 1994 re-election campaign.

"You may not be in 100 percent agreement with a given representative all the time," said Terry Calet, a Mutual vice president and director of public affairs. "But there are different aspects of legislation that you're always working with them on."

Mutual's contributions to Dingell and scores of other lawmakers are among at least \$11.3 million that the health-care and insurance industries have given to congressional campaigns from Jan. 1, 1991, to Jan. 31, 1994, according to a recent study by Citizen Action.

The Washington, D.C.-based consumer group said individuals and PACs from the health industry gave at least \$7.3 million during those 33 months, up 35 percent from the same period in 1991-92. Insurance PACs and individual donors gave \$3.8 million, a 7 percent increase.

"With the possible overhaul of the health industry at stake, campaign contributions by the PACs and large (individual) donors of the health and insurance industry have increased substantially," Citizen Action said.

The group based its numbers on campaign-finance reports filed with the Federal Election Commission. The study included PAC contributions from the full 33 months and individual contributions from the first half of 1993.

The World-Herald recently analyzed all 1993 individual and PAC contributions to Nebraska lawmakers who are running for re-election this year. That analysis showed:

■ Rep. Peter Hoagland, D-Nebr., received \$74,318 from health or insurance industry sources. The money accounted for 26 percent of his itemized PAC and

individual contributions.

■ Sen. Bob Kerrey, D-Nebr., had \$169,543 from health or insurance donors, or 12 percent of his itemized contributions.

■ Rep. Bill Barrett, R-Nebr., collected \$12,500 in health and insurance money, or 15 percent.

■ Rep. Doug Bereuter, R-Nebr., received \$9,900, or 13 percent.

Citizen Action said Sen. J.J. Exon, D-Nebr., received no contributions from the health and insurance industry during the recent 33-month period.

In Iowa, the group said, Rep. Fred Grandy, R-Iowa, had \$47,832 in health and insurance money and Sen. Tom Harkin, D-Iowa, had \$64,998. Other western Iowa lawmakers: Rep. Neal Smith, D-Iowa, \$16,750; Rep. Jim Ross Lightfoot, R-Iowa, \$8,650; Sen. Charles Grassley, R-Iowa, \$1,900.

Not surprisingly, some of top Nebraska and Iowa recipients of health and insurance money serve on key congressional committees that will consider health-care reform.

Grandy and Hoagland, ranked seventh and ninth by Citizen Action in insurance contributions to House members, are members of the House Ways and Means Committee. Harkin is on the Senate Education and Labor Committee, while Kerrey is an active proponent of health-care reform.

Despite his earlier backing of the Clinton plan, Dingell has been open to insurance industry concerns, Mr. Calet said. He now is working to win his committee's support for an alternative plan that does not require individuals and most businesses to obtain health coverage through government-run purchasing cooperatives.

Aside from committee leaders, most of Mutual's contributions to lawmakers on the two panels went to Republicans and moderate or conservative Democrats who may support the insurance industry.

By early 1994, Mutual had given \$93,932 to congressional candidates — all incumbents except for Republican Senate candidate Jan Stony of Nebraska, who received \$5,000. Mr. Calet said Mutual plans to give about \$200,000 by the end of the two-year cycle — a 60 percent increase over 1991-92 giving.

# Some kind of health reform will pass, Jacobs predicts

By Robert N. Bell  
STAR STAFF WRITER

Some type of health care reform will be adopted by Congress this year, U.S. Rep. Andy Jacobs Jr. predicted Tuesday night.

Speaking to a crowd of about 200 people at a Health Care Forum at The Children's Museum of Indianapolis, Jacobs said the reform package "will advance incrementally."

"Without saying what it would be, the Democrat from Indianapolis said, "A step is going to be taken this year, a very, very large step... to be followed by several others."

Concerning the health care plan proposed by President Clinton, Jacobs said, "There has been so much name-calling, so much commotion, that hardly anyone knows what it is."

He said he believes Congress should try to fix the present health care system before replacing it and says most of his colleagues on Capitol Hill feel the same way.

Jacobs was one of four speakers at the forum, one of several being sponsored nationwide by the League of Women Voters and the Henry J. Kaiser Family Foundation.

Others were: Joanne Martin, assistant professor of community health nursing at the Indiana Uni-



The Photo

**TAKING STEPS:** Rep. Andy Jacobs Jr. says Congress will try to fix, not replace, the health care system.

versity School of Nursing; David Weinschrott, a research fellow at the Hudson Institute; and Bruce Rogers, chief executive officer of the Indiana State Teachers Association Insurance Trust Fund.

Martin, pointing out the need for reform, said 56 percent of all health care expenditures comes from 5 percent of the population. She said 18 percent of the population is not insured, and in a two-

year period one in four people is not insured.

"Americans will do the right thing after exhausting all other possibilities," said Martin, paraphrasing the late British Prime Minister Winston Churchill.

Weinschrott said part of the health care crisis has arisen because of the way the insurance industry is doing business. In the past, there were two groups: the healthy group paid the cost of caring for the sick group, he said.

But in the last 20 years, that has changed, and the two groups have been "cut into little pieces," with the sick groups paying high fees.

He also blamed the federal government, because it will only pay 80 percent of most hospital costs in its Medicare program. That loss is picked up by private groups, he said.

Rogers, citing the need for change, said 10 million children are without health care insurance and 40 percent of the individuals who are covered had their benefits reduced last year.

He said there is \$80 billion in fraud and abuse by the health care industry each year.

"Health care, I believe, must be an American right. All Americans must have access to health care," Rogers said.

"You must not ask what's good for me but what's good for the American people."

...that they were  
having marital problems.

uses a wheelchair  
gest children

# Medical student has eyes on salary

■ He wonders whether Clinton's health care plan will reduce doctors' incomes

By Rick Kallen

Staff writer

ALBANY — In a briefing at Albany Medical Center on Wednesday, a high-ranking Clinton administration official stressed the need for Congress to pass legislation this year to provide universal health care coverage.

But in one exchange with his audience of 50 doctors, medical students and other health care professionals, the question for Bruce Vladeck focused on what the White House plan would mean for doctors' incomes.

A medical student, who said he was about to graduate and specialize in ophthalmology, or eye care, was blunt about what doctors earn. "Do they make too much money in this country? Are we really the bad guys?" he asked.

Vladeck's answer wasn't as direct. He said the real problem with health care in the United States was the complexity of dealing with third-party payers, such as insurance companies, and the lack of health coverage for the uninsured.

The student asked again: "The bottom line is, one way or another, it's going to affect my earnings potential," he said. "How much of a hit are we going to be expected to take?"

Vladeck replied: "There are only so many cataracts to go around in the population."

Clinton officials have long said proportionately more general-practice family physicians and relatively fewer highly paid specialists, such as eye doctors, are needed.

Vladeck, administrator of the Federal Health Care Financing Administration, said he believes that Congress will come up with some form of health care reform by the fall.

HEALTH B-4

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Staff writer  
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Times Union/JACK MACLEAN

A "G" is missing on one of the street signs marking the intersection of Pangburn Road and Maple Avenue in Altamont.

Continued from B-1

## HEALTH: Medical student worried about income

This is the time when the wheel of historical fortune comes around, Vlaseck said.

Meaningful reform, Vlaseck said, will come down to whether or not Congress pushes through some kind of universal health insurance coverage. That coverage, he said, will be funded by higher taxes or mandated employee insurance.

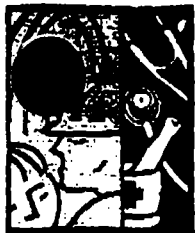
Vlaseck oversees the nation's vast Medicare and Medicaid systems, which pay out about \$230 billion a year.

On Wednesday, he was the President's point man on health care reform. For months now, Clinton administration officials have been selling health care reform directly to

the public, in town meetings, briefings before professional groups and telephone conferences with local media.

Following Wednesday's briefing, Vlaseck said he has been talking with New York state officials about what health reform would mean for Medicaid, the state-federal insurance program for the poor (Medicare provides insurance for the elderly and disabled).

Vlaseck was in town to speak at a Wednesday evening meeting of the Hospital Association of New York State. "Part of what we're trying to do is accept any invitation we get to talk about the plan," he



**HEALTH CARE  
REFORM PROJECT**

THE VOICE OF  
AMERICANS FOR  
CHANGE NOW

## Health Care Reform Project Summary Overview Update on National Recess Activities

(4/7/93 - district activities reported separately)

### PRO-REFORM ADVERTISING

**HCRP Advertising:** TV Advertising 3/29 - 4/10 in Fresno, Topeka, Roanoke/Lynchburg, Charlottesville, Albany, Milwaukee, Springfield, Omaha, Ada-Ardmore/Tulsa. Radio advertising 3/30-4/8 San Diego, Philadelphia.

**AARP Advertising:** 3/21-4/3: Chicago, Detroit, New York, St. Louis. 3/28-4/3: Hartford, Elmira, Providence/New Bedford; Baltimore; Philadelphia; Roanoke/Lynchburg; Orlando; Tampa/St. Petersburg; Atlanta, Tri-Cities, TN; South Bend; Madison; Milwaukee; Sioux City; Topeka; Minneapolis; St. Louis; Omaha; Jonesboro; Albuquerque; Bakersfield; Fresno/Visalia; Sacramento/Modesto; San Diego; Portland; Spokane.

**Families USA Advertising:** Radio Network donated time.

**NCSC Advertising in the following districts:** Lambert's; Slattery's; Klink; Hoagland's; Reed.

**ILGWU Advertising** (Unknown buy)

**LWV Advertising** (Unknown buy)

**Campaign for Health Security Advertising:** Roukema; Bilirakis; Klug, Cooper; Upton

### MAILINGS

#### **AAFP**

Member mailing 75,000

#### **AARP**

Alerts: 1 million

**APA**

Mailing to Members: 55,000

Mailgrams sent to Members:

E&C 3,829

W&M 2,633

**AFL-CIO**

Retirees Mailing 43,711

**Health Care Reform Project**

AARP 292,000 pieces

AFL-CIO 200,253 pieces

AFT 68,126

APA 2,384

Families USA 993

**Campaign for Health Security Mailing:**

AFSCME/Citizen Action: 131,000

CWA 36,624

ILGWU: 4,698 (not yet dropped)

NEA: 63,925

NCSC : 12,907

SEIU 8,451

UAW: 91,261

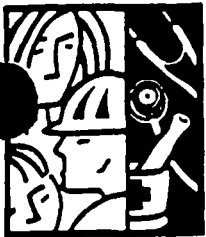
**Families USA**

ASAP Network n Employer Mandate: 11,000

**PHONE CALLS**

AFSCME CALLS FOR HCRP TOTAL: total calls: 100,000

HCRP Calls for AFT, CA, AFL-CIO, Families USA: total estimated  
completes: 30,000; about 100,000 dials



**HEALTH CARE  
REFORM PROJECT**

**THE VOICE OF  
AMERICANS FOR  
CHANGE, NOW.**

2550 M Street, N.W.  
Washington, D.C. 20037



For Immediate Release  
March 30, 1994

Contact: Charlie Leonard  
Bob Chlopak  
202-296-2777

### **Health Care Reform Project Intensifies Pro-Reform Campaign With New Ads, Direct Mail, Phone Banks Over Recess**

Washington, D.C. -- The Health Care Reform Project (HCRP) today launched its most aggressive pro-reform activities to date aimed at winning crucial votes in the House Energy and Commerce and Ways and Means Committees. The four pronged campaign, timed to generate support for comprehensive health reform over the Easter/Passover recess which precedes full committee consideration in the House, includes new television and radio advertising, direct mail, phone banks and extensive grassroots activities in key Congressional districts.

The latest thrust of the HCRP campaign is designed to capitalize on the momentum generated by the successful vote in the Ways and Means Subcommittee chaired by Congressman Stark (D-CA), and to frame the choices facing most Americans and Members of Congress more clearly. The new ads and direct mail continue the pattern of recent HCRP advertising by countering the misleading claims made by health insurance companies and informing voters about the basic elements of the President's plan.

Four different commercials are featured in the new campaign that begins today in 15 cities.

- "Small Business" reinforces the fact that most businesses, including most small businesses, already provide health insurance. It features a small businessman, Michael Elins of Berkley Upholstering, who provides his workers with health insurance because it's "the right thing." He says that "other companies cut corners by not covering their workers and that gives them an unfair advantage." The spot concludes with Elins saying: "I don't agree with the President on everything...but on providing health care at work...he's got it right."
- "Imagine" is an informational spot that focuses on many of the features of the President's plan which are overwhelmingly supported by voters. The ad then tells viewers that these elements are included in the Clinton plan and suggests that the \$14 million insurance industry campaign has given viewers a misleading impression of the President's plan.
- "Rain" points out that health care reform will help the hard working middle class. Over a shot of a blue-collar worker standing in the cold rain, the announcer says that: "Today the well-off can afford the best insurance. The

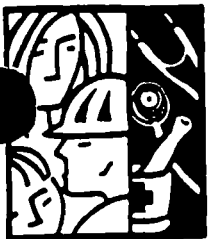
poor get some help. But millions of Americans who work are left out in the cold with no insurance, or the fear that...they could fall through the cracks." After describing some of the features of the Clinton plan, the spot closes with a car pulling up to give the worker a ride as the announcer says: "Hard working Americans rarely get a break. But real health care reform will take them out of the cold."

- Finally, "Barrels" is a humorous depiction of insurance lobbyists spreading \$14 million around Washington to kill health reform. The spot urges voters to: "Call to make sure your member of Congress is siding with us for real health care reform...and not joining the health insurance companies...and taking us all for a ride."

The new commercials will be supported by more than 1 million pieces of mail, over 125,000 telephone calls, and grassroots activities including canvasses, rallies, town hall meetings and campaign-style lawn signs.

The Health Care Reform Project is a national coalition representing more than 60 million Americans including business, labor, consumer groups, health care providers, older Americans and children's advocates.

A copy of the ad scripts are attached and the mail piece is available.



**HEALTH CARE  
REFORM PROJECT**

**THE VOICE OF  
AMERICANS FOR  
CHANGE, NOW.**

2550 M Street, N.W.  
Washington, D.C. 20037



Health Care Reform Project  
"Imagine" Final  
TV :30

Imagine there's a health care reform plan...

That guarantees everyone will always be covered...

Provides a choice of doctors and health plans, covers home care and prescription drugs, stops insurance company price gouging.

Sound good? It is.

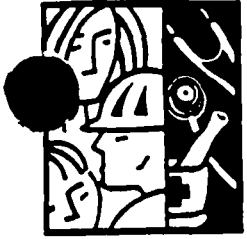
And it's all part of the President's health care reform plan.

Insurance companies have spent \$14 million trying to kill the plan.

TV ads with actors, lobbyists, distortions.

Don't be fooled.

Tell your Member of Congress to support real health care reform.  
Nothing less.



**HEALTH CARE  
REFORM PROJECT**

**THE VOICE OF  
AMERICANS FOR  
CHANGE, NOW.**

2550 M Street, N.W.  
Washington, D.C. 20037



Health Care Reform Project  
"Small Business" Final  
TV :30

Running a small business is tough....

But I do the right thing and pay for my workers' health insurance.

Other companies cut corners by not covering their workers.

And that gives them an unfair advantage.

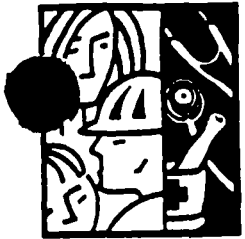
The President's health care proposal fixes that mess.

He builds on the current system. Every business provides health insurance. Small business gets discounts.

I don't agree with the President on everything....but on providing health care at work -- he's got it right.

Chyron:

Michael Elins  
Berkley Upholstering



**HEALTH CARE  
REFORM PROJECT**

**THE VOICE OF  
AMERICANS FOR  
CHANGE, NOW.**

2550 M Street, N.W.  
Washington, D.C. 20037



Health Care Reform Project  
"Rain" Final  
TV :30

In our health care system today, the well-off can afford the best insurance.

The poor get some help.

But millions of Americans who work are left out in the cold...with no insurance, or the fear that any day.. they could fall through the cracks.

The President's health plan fixes that mess. Everyone who works will have coverage provided by their employer. Everyone...Everyday.

Hardworking Americans rarely get a break. But real health care reform will take them out of the cold.

Chryon:

The well-off can afford insurance

The poor get some help.

Millions of Americans who work have no insurance,

Or fear they could fall through the cracks.

Everyone who works will have coverage.

Everyone. Everday.



## **HEALTH CARE REFORM PROJECT**

**THE VOICE OF  
AMERICANS FOR  
CHANGE, NOW.**

2550 M Street, N.W.  
Washington, D.C. 20037



Health Care Reform Project  
"Barrels of Money" Final  
TV :30

You can spot them.

They're all over Washington, D.C.

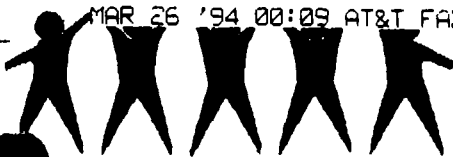
Health insurance lobbyists. The health insurance PAC's.

Spreading wheel barrels full of cash -- over \$14 million -- to kill real health care reform.

You see, the President's proposal guarantees everyone is covered and stops insurance companies from jacking up rates and reducing benefits.

Call to make sure your Member of Congress is siding with us for real health care reform...

...and not joining the health insurance companies -- and taking us all for a ride...



# Campaign For Health Security

Third Street, N.W. ♦ Washington, DC 20001 ♦ Phone: 202/434-1186 ♦ Fax: 202/434-1201

**PRESS RELEASE ♦ PRESS RELEASE ♦ PRESS RELEASE**

**For Immediate Release:**  
Thursday, March 24, 1994

**For further information**  
Contact: Ed Rothschild (202) 775-1580  
Laura Weiss (202) 462-6262  
Gaye Williams (202) 624-6911

***Group To Run TV Ad Calling for Health Care  
"As Good As Congress Gets"  
Grassroots Campaign to Demand Members of Congress  
Sign Health Care Pledge***

*Washington* -- A coalition of 30 consumer, senior citizen, labor, public health and religious groups released new TV and radio ads today that will be aired in Congressional districts of Democratic and Republican members who oppose real health care reform.

The group, the Campaign for Health Security, also launched a new national grassroots campaign that will mobilize millions of citizens to press members of Congress to sign a 7-point pledge demanding comprehensive, affordable health care for all Americans.

"The time has come to light a fire under members of Congress who are unwilling or reluctant to fight for real health care reform," said Susan Cowell, Vice President of the International Ladies Garment Workers Union.

"Too many members of Congress feel beholden to the health and insurance special interests," added Cathy Hurwit, Legislative Director of Citizen Action. "We intend to convince members of Congress that they should be responsive to their constituents, most of whom want fundamental reform of our health care system."

The TV and radio ads will initially air in five congressional districts -- Reps. Jim Cooper (D-TN), Michael Bilirakis (R-FL), Scott Klug (R-WI), Marge Roukema (R-NJ) and Fred Upton (R-MI). The ads call on viewers to contact their representative and to tell him that "you've provided him with good coverage. Now you want coverage that's as good as his. Not less."

A Coalition of: Amalgamated Textile and Clothing Workers Union ♦ American Federation of State, County and Municipal Workers ♦ American Public Health Association ♦ AIDS Action Council ♦ Church Women United ♦ Citizen Action ♦ Coalition of Labor Union Women ♦ Communications Workers of America ♦ Consumer Federation of America ♦ Consumers Union ♦ Gay Men's Health Crisis ♦ International Association of Machinists and Aerospace Workers ♦ International Brotherhood of Teamsters ♦ International Ladies' Garment Workers' Union ♦ International Union of Electronic, Electrical, Salaried, Machine and Furniture Workers ♦ Jobs with Justice ♦ League of Women Voters ♦ National Association of Social Workers ♦ National Council of Senior Citizens ♦ National Education Association ♦ National Family Farm Coalition ♦ National Farmers Union ♦ National Hispanic Council on Aging ♦ NETWORK ♦ Older Women's League ♦ Screen Actors Guild ♦ United Cerebral Palsy Association, Inc. ♦ United Church of Christ, Office of Church in Society ♦ United Automobile, Aerospace and Agricultural Implement Workers of America

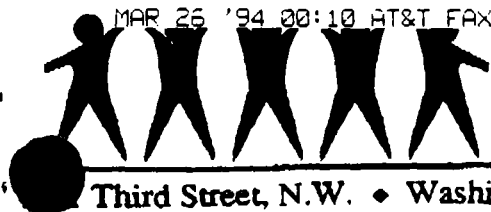
As part of its grassroots campaign, the group will send over one million direct mail pieces to citizens in key congressional districts. Like its letter to Congress, the Campaign's grassroots material contains a set of seven principles that must be part of any legislated health reform plan:

- Universal coverage by a date certain
- All employers must contribute their fair share
- Comprehensive benefits
- Health care that's affordable for all
- Real cost controls
- Quality of care, including consumer choice of doctors and plans
- A state single payer option

Although many members of the Campaign support a single payer form of health care reform, all agree that the Clinton plan "meets our principles in substantial ways. But we are concerned that changes may be made in Congress that could weaken or even destroy the best aspects of the Clinton plan and lead to a proposal that does not offer real reform."

"Over the next several weeks," said Gail Dratch, executive director of the Campaign, "we will be asking members of Congress to make an ironclad commitment to serious health care reform. Through door-to-door canvassing, direct mail, advertising and face to face meetings with members of Congress, we intend to generate widespread support for comprehensive reform."

33333



# Campaign For Health Security

Third Street, N.W. ♦ Washington, DC 20001 ♦ Phone: 202/434-1186 ♦ Fax: 202/434-1201

March 24, 1994

Dear Member of Congress:

The undersigned organizations, members of the Campaign for Health Security, are deeply committed to enacting comprehensive health reform in 1994. What guides us in this campaign is our commitment to the underlying principles of real reform: universal coverage, comprehensive benefits, cost control, fair financing and consumer choice. Most of us have supported a single payer system as the best solution to achieving reform that is truly universal, and we continue to believe that ultimately a single payer system is the best for our country. However, we all believe that President Clinton's plan meets our principles in substantial ways. But we are concerned that changes may be made in Congress that could weaken or even destroy the best aspects of the Clinton plan and lead to a proposal that does not offer real reform.

We join together to say that there are underlying principles without which health legislation will not deserve the name of "reform" and will not receive our support. Details of the plan may change, but every change must meet the test of these fundamental principles:

## **Universal coverage by a date certain.**

Coverage must be guaranteed and affordable, not merely made accessible for those who can afford to buy it.

## **2. All employers must contribute their fair share.**

Employer-based financing must treat all employers fairly and finally level the playing field between those who provide benefits and those who get a free ride. Employers should be asked to pay at least 80% of the cost of health care.

## **3. Comprehensive benefits.**

The benefit package must ensure a full range of medically necessary health services, including prescription drugs, preventive care, mental health and at least a start on long term care. Proposals that would tax workers' health care benefits or limit the deductibility of health care expenditures by employers are unacceptable.

## **4. Affordable for all.**

Family contributions to pay for health care must be affordable for all persons including early retirees and the unemployed, as well as low income workers.

## **5. Real cost controls.**

Competition cannot control health care costs. Without real, enforceable cost controls, such as premium limits and fee schedules, our crisis of rising costs will continue.

A Coalition of: Amalgamated Textile and Clothing Workers Union ♦ American Federation of State, County and Municipal Workers ♦ American Public Health Association ♦ AIDS Action Council ♦ Church Women United ♦ Citizen Action ♦ Coalition of Labor Union Women ♦ Communications Workers of America ♦ Consumer Federation of America ♦ Consumers Union ♦ Gay Men's Health Crisis ♦ International Association of Machinists and Aerospace Workers ♦ International Brotherhood of Teamsters ♦ International Ladies' Garment Workers' Union ♦ International Union of Electronic, Electrical, Salaried, Machine and Furniture Workers ♦ Jobs with Justice ♦ League of Women Voters ♦ National Association of Social Workers ♦ National Council of Senior Citizens ♦ National Education Association ♦ National Family Farm Coalition ♦ National Farmers Union ♦ National Hispanic Council on Aging ♦ NETWORK ♦ Older Women's League ♦ Screen Actors Guild ♦ United Cerebral Palsy Association, Inc. ♦ United Church of Christ, Office of Church in Society ♦ United Automobile, Aerospace and Agricultural Implement Workers of America

**6. Quality of care.**

Consumers, not employers, must be able to choose their own doctors and plans. There must be broad risk pooling to ensure true community rating. We cannot accept a two-tier health care system that provides a lower quality of care for the poor and the sick. Quality patient care is also dependent upon proper staffing, job security and an enhanced role for frontline health care workers.

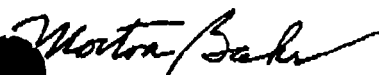
**7. State single payer option.**

States that wish to try more comprehensive, universal and cost effective reform must be able to do so without unreasonable barriers. National health reform should set a floor, not a ceiling, on what states can do.

There are other issues that are important — even decisive — to our organizations, including protections for seniors, women and persons with special health care needs. But we stand together unwavering in our commitment to these seven fundamental principles as the foundation for meaningful health care reform.

Over the next weeks and months, we will ask all Members of Congress who share our commitment to take a stand on the elements that cannot be compromised away. We urge you to pledge support to real reform that will guarantee all Americans comprehensive health benefits that can never be taken away.

Respectfully yours,



Morton Bahr  
President  
Communications Workers of America



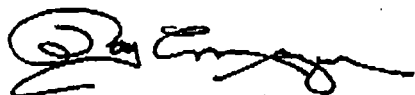
Gerald W. McEntee  
International President  
American Federation of State, County  
and Municipal Employees



Owen Bieber  
President  
United Auto Workers



Ron Carey  
President  
International Brotherhood of Teamsters



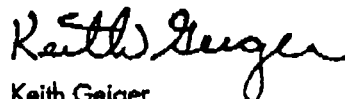
Jay Mazur  
President  
International Ladies' Garment Workers' Union



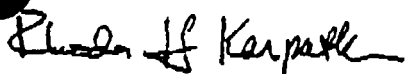
John J. Sweeney  
President  
Service Employees International Union



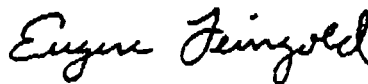
Ira Arlook  
Executive Director  
Citizen Action



Keith Geiger  
President  
National Education Association



Rhoda H. Karpatkin  
President  
Consumers Union



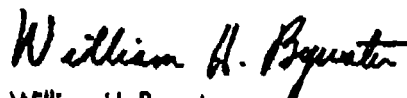
Eugene Feingold, JD, PhD  
President  
American Public Health Association



Sheldon R. Goldstein, ACSW, LISW  
Executive Director  
National Association of Social Workers



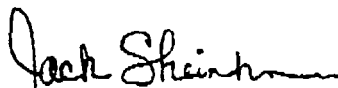
Kathy Thornton, RSM  
National Coordinator  
NETWORK: National Catholic Social Justice Lobby



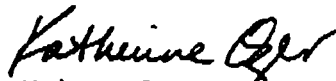
William H. Bywater  
President  
International Union of Electronic, Electrical, Salaried,  
Machine and Furniture Workers



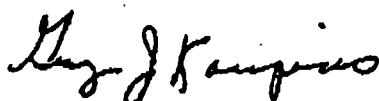
Daniel T. Bross  
Executive Director  
AIDS Action Council



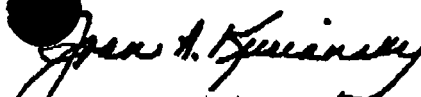
Jack Sheinkman  
President  
Amalgamated Clothing and Textile  
Workers Union



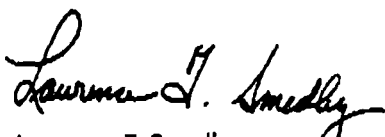
Katherine Ozer —  
Executive Director  
National Family Farm Coalition



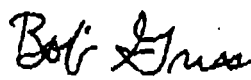
George J. Kourpias  
International President  
International Association of Machinists  
and Aerospace Workers



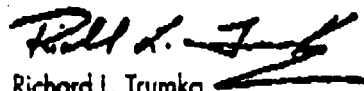
Joan A. Kuriansky  
Executive Director  
Older Women's League



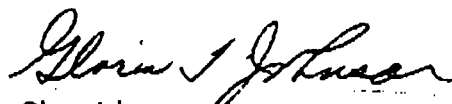
Lawrence T. Smedley  
Executive Director  
National Council of Senior Citizens



Bob Griss  
Director  
Center on Disability and Health



Richard L. Trumka  
President  
United Mine Workers of America



Gloria Johnson  
President  
Coalition of Labor Union Women



Joe Volk  
Executive Secretary  
Friends Committee on National Legislation



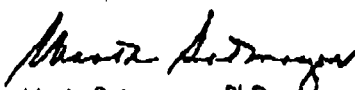
Ann Baker Garvin  
National President  
Church Women United



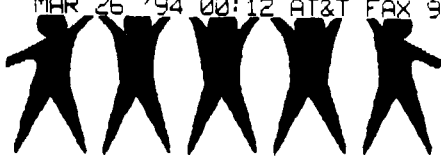
Leland Swenson  
President  
National Farmers Union



Patrick W. Grace Conover  
Policy Advocate, United Church of Christ  
Office for Church in Society



Marta Sotomayor, PhD  
President and CEO  
National Hispanic Council on Aging



# Campaign For Health Security

501 Third Street, N.W. ♦ Washington, DC 20001 ♦ Phone: 202/434-1186 ♦ Fax: 202/434-1201

**Campaign for Health Security TV and radio spots will air in the following Congressional Districts:**

Rep. Jim Cooper (D-TN-4) STATEWIDE  
 Rep. Michael Bilirakis (R-FL-9)  
 Rep. Scott Klug (R-WI-2)  
 Rep. Marge Roukema (R-NJ-5)  
 Rep. Fred Upton (R-MI-6)

## Campaign For Health Security 30 second TV spot

### Audio:

How can you make sure that health care reform helps you? By urging Congress to guarantee every American quality health coverage like every Member of Congress has.

Guaranteed coverage.

A choice of plans.

Prices affordable.

Their employer - that's us, - pays a fair share.

But Congressman [Cooper] supports a bill that gives you less coverage than he has. Call today. Tell him you've provided him with good coverage. Now you want coverage that's as good as his. Not less.

A Coalition of: Amalgamated Textile and Clothing Workers Union ♦ American Federation of State, County and Municipal Workers ♦ American Public Health Association  
 ♦ AIDS Action Council ♦ Church Women United ♦ Citizen Action ♦ Coalition of Labor Union Women ♦ Communications Workers of America ♦ Consumer  
 Federation of America ♦ Consumers Union ♦ Gay Men's Health Crisis ♦ International Association of Machinists and Aerospace Workers ♦ International Brotherhood of  
 Teamsters ♦ International Ladies' Garment Workers' Union ♦ International Union of Electronic, Electrical, Salaried, Machine and Furniture Workers ♦ Jobs with Justice ♦  
 League of Women Voters ♦ National Association of Social Workers ♦ National Council of Senior Citizens ♦ National Education Association ♦ National Family Farm  
 Coalition ♦ National Farmers Union ♦ National Hispanic Council on Aging ♦ NETWORK ♦ Older Women's League ♦ Screen Actors Guild ♦ United Cerebral Palsy  
 Association, Inc. ♦ United Church of Christ, Office of Church in Society ♦ United Automobile, Aerospace and Agricultural Implement Workers of America

## **Campaign For Health Security**

### **60 second Radio spot**

**Audio:**

How can you make sure that health care reform helps you? By urging Congress to pass legislation that guarantees every American quality health care coverage like every Member of Congress has.

Right now everyone in Congress is guaranteed coverage.

Every Member has a choice of health plans.

Their prices are affordable.

And their employer -- that's all of us -- pays a fair share of the cost.

The bottom line...we treat Congressman [Cooper] and every Member of Congress right. We provide them with quality health insurance. But now that Congress is debating health care reform for us, Congressman [Cooper] supports a bill that gives you less coverage than he has. That's right. He wants to give you less health care coverage than you provide him. And, that's not fair. So call Congressman [Cooper]. Tell him you've provided him with good health care insurance. Now you want coverage that's as good as his. As good...not less.

Call Congressman [Cooper] at 615-684-1114. That's 615-684-1114.

Paid for by the Campaign For Health Security

## 138 Cooperating Organizations

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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| <p>             Alzheimer's Association<br/>             Amalgamated Clothing &amp; Textile Workers Union<br/>             American Association for Counseling and Development<br/>             American Association for Marriage and Family Therapy<br/>             American Association of Retired Persons<br/>             American Association of University Women<br/>             American Association on Mental Retardation<br/>             American Baptist Churches<br/>             American Cancer Society<br/>             American College of Health Care Administrators<br/>             American Diabetes Association<br/>             American Federation of Government Employees<br/>             American Federation of Teachers<br/>             AFL-CIO - American Federation of Labor - Congress of Industrial Organizations<br/>             AFSCME - American Federation of State, County and Municipal Employees<br/>             American Jewish Congress<br/>             American Nurses Association<br/>             American Health Planning Association<br/>             American Medical Student Association<br/>             American Occupational Therapy Association, Inc.<br/>             American Physical Therapy Association<br/>             American Public Health Association<br/>             American Public Welfare Association<br/>             American Society on Aging<br/>             American Speech-Language-Hearing Association<br/>             Americans for Democratic Action, Inc.<br/>             Americans for Indian Opportunity Association<br/>             Amyotrophic Lateral Sclerosis Association<br/>             Association for Retarded Citizens of the United States<br/>             ACCORD - Association of Community Organizations for Reform Now<br/>             B'nai B'rith Women<br/>             BPM/USA (National Federation of Business and Professional Women's Clubs)<br/>             Cathedral College of the Laity<br/>             Catholic Charities USA<br/>             Catholic Golden Age<br/>             Center for Community Change<br/>             Center for Law and Social Policy<br/>             Center on Budget and Policy Priorities<br/>             Central Conference of American Rabbis<br/>             Child Welfare League<br/>             Chrstic Institute<br/>             Church Women United<br/>             Citizen Action<br/>             Coalition of Labor Union Women<br/>             Congress of National Black Churches<br/>             Consumer Federation of America<br/>             Consumers Union<br/>             Council of Jewish Federations<br/>             Displaced Homeseekers Network<br/>             Epilepsy Foundation of America<br/>             Family Service America<br/>             Family Survival Project<br/>             Families USA<br/>             Federally Employed Women<br/>             Gray Panthers<br/>             Huntington's Disease Society of America<br/>             International Ladies' Garment Workers' Union<br/>             Joseph P. Kennedy Jr. Foundation<br/>             Lupus Foundation of America, Inc.<br/>             National Alliance for the Mentally Ill<br/>             NAACP (National Association for the Advancement of Colored People)<br/>             National Association for the Hispanic Elderly<br/>             National Association for Home Care<br/>             National Association of Area Agencies on Aging<br/>             National Association of Counties<br/>             National Association of Developmental Disabilities Council<br/>             National Association of Foster Grandparent Program Directors<br/>             National Association of Meal Programs<br/>             National Association of Neighborhoods<br/>             National Association of Nutrition and Aging Services Programs<br/>             National Association of Private Geriatric Care Managers<br/>             National Association of Protection and Advocacy Systems<br/>             National Association of Rehabilitation Professionals in the Private Sector<br/>             National Association of Retired Federal Employees         </p> | <p>             National Association of RSVP Directors<br/>             National Association of Senior Companion Program Directors<br/>             National Association of Social Workers<br/>             National Association of State Units on Aging<br/>             National Caucus and Center on Black Aged, Inc.<br/>             National Center for Policy Alternatives<br/>             National Citizens' Coalition for Nursing Home Reform<br/>             National Community Action Foundation<br/>             National Consumers League<br/>             National Council of Catholic Women<br/>             National Council of Churches<br/>             National Council of Jewish Women<br/>             National Council of Negro Women<br/>             National Council of Senior Citizens<br/>             National Council on Independent Living<br/>             National Council on the Aging<br/>             National Easter Seal Society<br/>             National Education Association<br/>             National Farmers Union<br/>             National Head Injury Foundation<br/>             National Health Council<br/>             National Hispanic Council on Aging<br/>             National Institute for Women of Color<br/>             National Institute on Adult Daycare<br/>             National Institute on Community-Based Long Term Care<br/>             National League for Nursing<br/>             National Mental Health Association<br/>             National Multiple Sclerosis Society<br/>             National Organization for Women<br/>             National Parkinson Foundation<br/>             National PTA<br/>             National Rehabilitation Association<br/>             National Union of Hospital and Health Care Employees<br/>             National Urban League, Inc.<br/>             National Voluntary Organizations for Independent Living for the Aging<br/>             National Woman's Health Network<br/>             National Woman's Law Center<br/>             National Woman's Political Caucus<br/>             9 to 5 - National Association of Working Women<br/>             NOW Legal Defense and Education Fund<br/>             Older Women's League<br/>             Oley Foundation for Home Parenteral and Enteral Nutrition<br/>             Organization of Chinese Americans, Inc.<br/>             Paralyzed Veterans of America<br/>             Public Employees Department, AFL-CIO<br/>             Rural Coalition<br/>             Self Help for Hard of Hearing People, Inc.<br/>             Service Employees International Union<br/>             Sick Kids (Need) Involved People, Inc.<br/>             Tourette Syndrome Association<br/>             Union of American Hebrew Congregations<br/>             United Auto Workers<br/>             United Cerebral Palsy Association<br/>             United Church of Christ<br/>             United Food and Commercial Workers Union<br/>             United Methodist Church Board of Global Ministries, Health &amp; Welfare Ministries Department and Women's Division<br/>             United Seniors Health Cooperative<br/>             United States Conference of Local Health Officers<br/>             United States Conference of Mayors<br/>             United States Student Association<br/>             Visiting Nurse Associations of America<br/>             The Well Spouse Foundation<br/>             Women's League for Conservative Judaism<br/>             World Institute on Disability         </p> |
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**HEALTH CARE  
REFORM PROJECT**

**THE VOICE OF  
AMERICANS FOR  
CHANGE, NOW.**

2550 M Street, N.W.  
Washington, D.C. 20037



## **HEALTH CARE REFORM PROJECT**

### **Member Organizations**

Alzheimer's Association  
American Academy of Family Physicians  
American Academy of Pediatrics  
American Airlines  
American Association of Retired Persons  
American College of Physicians  
American Federation of Labor and Congress of Industrial Organizations (AFL-CIO)  
American Federation of State, County and Municipal Employees (AFSCME)  
American Federation of Teachers  
American Medical Women's Association  
American Nurses Association  
American Postal Workers Union (APWU)  
American Psychological Association  
Campaign for Women's Health  
The Catholic Health Association of the United States (CHA)  
Children's Defense Fund  
Chrysler Corporation  
Citizen Action  
Families USA  
The League of Women Voters of the United States  
National Association of Children's Hospitals and Related Institutions (NACHRI)  
National Association of Public Hospitals  
National Association of Social Workers (NASW)  
National Council of Senior Citizens  
National Education Association  
National Health Policy Council  
National Multiple Sclerosis Society  
Older Women's League  
Service Employees International Union (SEIU) →  
Southern California Edison Company  
United Auto Workers  
United Mine Workers  
Voice of the Retarded (VOR)

March 8, 1994

MEMORANDUM TO ALEXIS HERMAN

FROM: DONALD DUNN

SUBJECT: HIGHLIGHTS FROM HEALTH CARE MEETING ON 3/7

---

I put together two charts with information on the Energy & Commerce Committee and the Ways & Means Committee. The information outlines the top districts on each committee and whether or not they have: field staff, advertising, mailings, and POTUS/FLOTUS activity.

The following were concerns and comments you had during the meeting:

- need field staff in each district and coordinate with one another
- want field reports to build a sense of accountability
  - conference calls
- want to know when all districts are having town hall meetings
- have overall plan for the week leading up to the break and after the break. We can not let this time be idle.

Mike Lux wanted to empower one person in each district and give them six goals to follow that will be followed in each district.

Ways and Means Committee- As of 3/7/94

[illegible]



3/22/94

**Most Worried**

Brewster (OK)  
Lambert (AR)  
Lehman (CA)

**In the Middle**

Slattery (KS)  
Boucher (VA)  
Pickle (TX)  
Mike Andrews (TX)  
Chafee (RI)  
Hoagland (NE)  
Klęczka (WI)  
Margolies-Mezvinsky (PA)  
Neal (MA)  
Payne (VA)  
Upton (MI)

**Most Happy**

Klug( WI)  
McNulty (NY)  
Schenk (CA)  
Pallone (NJ)  
Cooper (TN)  
Breaux (LA)

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## **Clinton Presidential Records Digital Records Marker**

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This is not a presidential record. This is used as an administrative marker by the William J. Clinton Presidential Library Staff.

This marker identifies the place of a tabbed divider. Given our digitization capabilities, we are sometimes unable to adequately scan such dividers. The title from the original document is indicated below.

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### **2. Targets**

Divider Title: \_\_\_\_\_

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**LIKELY CANDIDATES WHO YOU SHOULD FOCUS ON:**

American Forest and Paper Product Assn/Companies

Railroads

Airlines

Utilities

Telephone/Communications

Manufacturing Industries (especially older industries)

Industries with large FASB obligations (early retiree coverage)

Alcohol Beverage Companies and Their Distributors

Self-Employed (i.e. farmers and truckers)

Home Health Product Manufacturers

Computer/Information Companies

Automotive Companies (beyond the big three) and Their Suppliers

American Coal Assn/Companies

'Red lined" Industries (construction, mining, logging, oil field workers, florists, and anyone who deals with chemicals).

Chain Grocery Stores

Aerospace and Defense

Publishing and Entertainment

**LIKELY CANDIDATES BY AGENCY:**

**AGRICULTURE:** Self-employed Farmers  
Manufacturing Agri-Business (especially heavy equipment)  
Chemical Manufactures (avoid those affiliated with drug companies)  
Chain Grocery Stores (target Food Marketing Institute)  
Railroads  
Forest and Paper Companies

**COMMERCE:** Utilities  
Telephone/Communications  
Airlines  
Manufacturing (older industries)  
Industries with large FSBE obligations)  
Alcohol Beverage  
Automotive Companies (beyond the big 3)  
Aerospace/Defense  
Publishing/Entertainment

**ENERGY:** Utilities  
Oil Exploration/Refiners  
Coal Companies/American Coal Assn.

**HUD:** Real Estate/Realtors  
Housing/Construction

**INTERIOR:** American Forest and Paper Assn/ Companies  
Mining  
Logging/Lumber

**LABOR:** You tell us what are the CEOs who you have a personal relationship with.

**TRANSPORTATION:** Railroads  
Airlines  
Trucking (especially the independents)  
Road Construction Companies

**VETERANS:** Home Health Product/Durable Medical Equipment Manufacturers  
Computer Venders/Companies (Health Information)

## GEOGRAPHICAL BUSINESS LIST

### HOW TO USE THIS LIST

- 1). This list provides the largest employers in key targeted cities.
- 2). Clinton Health Plan supporters are noted with an \*, and we have added other cities where our supporters have a large number of employees. This may be helpful in scheduling business events in these cities.
- 3). Companies who are members of coalitions supporting employer based reform are noted with an #. These are also good locations for scheduling events.
- 4). Study the key cities where we are lacking known business support. Please contact us regarding the companies in these locations with whom you have close relationships.
- 5). This document is not complete - a more complete document will be forwarded to you next.

---

## **Clinton Presidential Records Digital Records Marker**

---

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This marker identifies the place of a tabbed divider. Given our digitization capabilities, we are sometimes unable to adequately scan such dividers. The title from the original document is indicated below.

---

### **3. Wexler Communication (Big Business)**

Divider Title: \_\_\_\_\_

---

1317 F Street, N.W.  
Suite 600  
Washington, D.C. 20004  
202-638-2121  
202-638-7045 Telecopy

April 15, 1994

Bruce M. Fried  
Executive Vice President

*amy  
my  
m  
m  
m*

Ms. Alexis M. Herman  
Assistant to the President  
and Director of Public Liaison  
Office of Public Liaison  
The White House  
West Wing  
1600 Pennsylvania Avenue, NW  
Washington, DC 20500

APR 19 1994

Dear Ms. Herman:

Attached is a copy of a letter sent to Chairman Rostenkowski yesterday. Identical letters were sent to all Members of the committees on Ways and Means, Energy and Commerce, Education and Labor, and Rules.

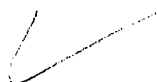
As you will note, the letter encourages Members of these committees to include in whatever health care legislation passes their committee, a provision which assures universal coverage through an employment based system in which employers and employees share the financial responsibility.

Please call me if I can provide you with any additional information.

Sincerely,



Bruce Merlin Fried



April 14, 1994

The Honorable Dan Rostenkowski  
U.S. House of Representatives  
Washington, DC 20515-1305

Dear Mr. Chairman:

The undersigned urge you to include in any health care reform legislation which the Committee on Ways and Means passes a provision which assures health care coverage for all Americans.

We believe that universal coverage is critical to the efficient and optimal performance of the health care system and the broader economy.

We also believe that among the methods of achieving universal coverage, an employment-based system, in which there is both employer and employee financial participation, offers the most practical and realistic approach. An employment-based system is preferred by most Americans and advances a public-private approach to the human and economic needs for universal health care coverage.

Universal coverage is critical to successful health care reform:

- As a matter of equity, humanity and economy, every American should be covered for appropriate health care. The costs in terms of lost productivity and wasted human resources are untenable.
- The current problems in our health delivery and financing systems cannot be effectively remedied when one in six Americans lack health care coverage at any one time.
- There can be no effective means to control the growth of health care costs -- either through market or regulatory mechanisms -- when significant portions of the population remain outside the health care system. Needed insurance reforms will work only when everyone has health care coverage.

A prudently designed employment-based system offers the most effective means of achieving universal health care coverage by:

- addressing an important element of the current cost shifting crisis in which the costs of caring for the uninsured are borne by the insured;
- extending coverage to the majority of the uninsured -- 84 percent of the 39 million uninsured live in families headed by workers;

providing the simplicity of using the current mechanism by which Americans receive coverage -- a mechanism preferred by most Americans.

We believe that an employment based system of universal coverage, with employer and employee financial participation, is an essential component of health care reform. We urge you to support inclusion of such a provision in health care reform legislation.

Air Line Pilots Association  
Alpha Building Corporation  
Alpha Steel  
American Association of Retired Persons  
American Automobile Manufacturers Association  
American College of Physicians  
American Hospital Association  
AMR Corporation  
Archer Daniels Midland Company  
Association of Private Pension and Welfare Plans  
Audiovox Cellular Communications  
Bethlehem Steel Company  
The Catholic Health Association  
Chrysler Corporation  
CNA Insurance Co.  
Food 4 Less, Inc.  
Ford Motor Company  
Guess, Inc.  
Hechinger Company  
JF Contracting Corporation  
Marangos Construction Corporation  
Mead Corporation  
National Association of Chain Drug Stores  
National Association of Children's Hospitals and Related Institutions  
Network Security, Inc.  
NYNEX  
Polycrete, Inc.  
The Principal Financial Group  
Protestant Health Alliance  
Safeway Inc.  
Sara Lee Corporation  
Southern California Edison Company  
Sun Company, Inc.  
Transport Workers Union of America  
USX Corporation  
Westinghouse Corporation  
White Dog Cafe, Philadelphia  
Zenith Electronics Corporation

March 21  
3 pm

**THE WEXLER GROUP**  
1317 F Street, NW  
Washington, DC 20004  
(202) 638-2121

and Healthcare

DATE: March 19, 1994

MAR 21 1994

TIME: 10:00 a.m.

TOTAL NUMBER OF PAGES  
(INCLUDING THIS PAGE): 10

Please deliver the following page(s) to:

NAME: **Alexis Herman**

SPECIAL INSTRUCTIONS:

**Alexis, the attached should bring you up to date on our progress.  
Anne and I will talk with you at 3:15.**

FROM: **Bruce M. Fried**

If you do not receive the entire telecopy message, please call us as soon as possible at (202) 638-2121.

Operator's Name: **Stephanie**

Facsimile No.: **202-638-7045**

# THE WEXLER GROUP

1317 F Street, N.W.  
Suite 600  
Washington, D.C. 20004  
202-638-2121  
202-638-7045 Telecopy

## Memorandum

Bruce M. Fried  
Executive Vice President

TO: Alexis Herman  
FR: Bruce Fried  
RE: Employer Mandate Coalition Developments  
DT: March 17, 1994

### I. Crandall Letter

Bob Crandall's letter to CEO's who attended the President's luncheon on February 18 was mailed on

As of today, I have heard from Bob Hannon, CEO of Thrifty Drugs and current President of the National Association of Chain Drug Stores (NACDS) and John Rector of the National Association of Retail Druggists. Hannon indicated he would be willing to join the coalition in his NACDS capacity. His term expires at the end of April and we agreed his successor would then take this seat. Thrifty is owned by JC Penny which precludes Thrifty's direct participation. Rector also expressed interest.

I spoke with Ed Faberman late last week. He had not heard from any of the other CEOs to whom Crandall wrote. Crandall's letter is attached.

### 2. Sign-on letter.

A sign-on letter drafted by me with input from the American Hospital Association, the Association of Private Pension and Welfare Programs (APPWP) and American Airlines was mailed by me to approximately 120 individuals. The list I mailed to included the list of corporations provided by Marilyn Yeager, the members of the Corporate Health Care Coalition, the members of the National Leadership Coalition on Health Care Reform, a number of steel and railroad companies, and a few others. The list is attached.

Additionally, APPWP wrote to about 40 of its members urging them to sign the letter. That letter is attached.

As of today there are relatively few signers. So far the following have signed:

American Association of Retired Persons  
American Hospital Association  
American Airlines  
American College of Physicians  
Association of Private Pension and Welfare Programs  
Chrysler Corporation  
CNA Insurance Co.  
Eastman Kodak Company  
Ford Motor Company  
National Association of Children's Hospitals and Related Institutions  
The Principal Financial Group  
Protestant Health Alliance  
Southern California Edison  
Sun Company, Inc.  
White Dog Cafe, Philadelphia

Those who have told us they will not sign are:

Allied Signal  
American Forest and Paper Association  
Bell South  
Rohm & Haas  
Xerox

We are calling all the groups we solicited, as is APPWP.

Unfortunately, Larry Atkins informed me on Friday that his group, the Corporate Health Care Coalition, had decided not to sign on to the letter. Atkins expressed two concerns: they wanted the letter to stress more of a business approach, and they are concerned about other signers ("rust belt" industries.) Needless to say, this is a major disappointment and a set back. APPWP will be calling some of the Coalition's members in an effort to bring them on.

Also, the American Automobile Manufacturers Association met on Wednesday. We expect to hear from GM in the next day or so.

Finally, I sent a copy of the sign-on letter to Peggy Rhodes of the National Leadership Coalition and asked that she encourage her members to sign on. Sarah Dufendach, the House Majority Whip's Chief of Staff, had met with David Foster of the National Leadership Coalition on Tuesday (Michael Lux and I had met with Sarah the preceding day. See below.) Sarah had encouraged Foster to cooperate with our effort. My

discussion with Rhodes left me with the impression that they would not be particularly cooperative. Indeed, Rhodes has not responded to my request that she encourage her members to sign our letter.

I intend to mail the letter, assuming we have a critical mass of signers, on Monday

### 3. HIAA

I will be meeting with Bill Gradison on Monday, March 21. This meeting was scheduled at HIAA's request. Since I told Chip Kahn that I would not attempt to have the Health Care Reform Project's ads pulled and that HIAA's participation in our coalition was an opportunity for HIAA to seize or not, I have had no further conversations with them (except to mail the sign-on letter to Gradison.)

### 4. Meeting with House Majority Whip's Staff

As you know, I met with Sarah Dufendach, Mike Lux, and Phil Schneider of the NACDS (who is coordinating Small Businesses for Health Care Reform) on Monday. This was primarily an opportunity to brief Sarah, though we all agreed that a regular coordination mechanism should be developed.

### 5. Next Steps

If we generate enough business support for the sign on letter, we can proceed to a higher and more visible level of activity.

Once the sign-on letter is finalized, I will be able to solicit signers to participate in coordinated lobbying and grass-roots activities. Given that many of the companies we are after already are involved in other coalitions, I am a bit concerned about their joining our effort. Still, the sign-on letter may give our effort the credibility some will look for.

I will be preparing a work plan that offers two types of activities, coordinated Capitol Hill lobbying, and coordinated grass-roots activities. We should expect that groups will want to proceed more slowly than we want. Our challenge will be to push their level of activity so that they become more significantly involved.

March 10, 1994

Dear Friends and Colleagues,

I'm writing to ask you to be part of a new effort on health care reform. No doubt you've gotten more than one letter like this. Please take a moment to consider this one.

Over the past few weeks, a group of organizations has been meeting to explore means by which they could work together to support a critical issue in health care reform -- universal coverage. Among the groups which have been meeting are:

- American Airlines
- American Hospital Association, and
- Association of Private Pension and Welfare Programs.

These organizations share the view that that objective can be most practically and realistically achieved through an employment based system in which both employers and employees financially participate.

The group has prepared a sign-on letter which will be sent to Members of the Energy and Commerce and Ways and Means committees. The letter urges them to pass a bill which provides for universal coverage through an employment based system. A copy of the letter is attached.

We hope you will consider this letter and that you will add your organization to the list of signers.

As the groups which have been meeting have observed the trends in the health care reform debate, we have grown concerned about the prospects for achieving universal coverage.

To date, a focused message which articulates the critical importance of universal coverage and the value of an employment based approach in which there is employer and employee financial participation has been lacking.

Without a strong show of support for this central aspect of health care reform, this primary objective may be lost.

Certainly, there are many issues on which there is disagreement, even on some of the details of an employer based approach to universal coverage. But we believe that there is broad support for the principle of universal coverage through an employer based system.

This sign-on letter is the first of what we hope will be a variety of organized efforts to support an employment based approach to achieving universal coverage. We hope you will be interested in becoming a partner in these activities.

If you wish to add your organization's name to this letter, or if you need additional information, please call me at 202/662-3744 or fax back the attached form. The deadline for participation is the close of business on Tuesday, March 15th.

We look forward to your joining us in this effort.

Sincerely yours,

Bruce M. Fried

**DRAFT LETTER TO MEMBERS OF THE ENERGY & COMMERCE AND  
WAYS & MEANS COMMITTEES**

Dear Representative \_\_\_\_\_:

The undersigned urge you to include in any health care reform legislation which the Committee on \_\_\_\_\_ passes a provision which assures health care coverage for all Americans.

We believe that universal coverage is critical to the efficient and optimal performance of the health care system and the broader economy.

We also believe that among the methods of achieving universal coverage, an employment-based system, in which there is both employer and employee financial participation, offers the most practical and realistic approach. An employment-based system is preferred by most Americans and advances a public-private approach to the human and economic needs for universal health care coverage.

Universal coverage is critical to successful health care reform:

- As a matter of equity, humanity and economy, every American should be covered for appropriate health care. The costs in terms of lost productivity and wasted human resources are untenable.
- The current problems in our health delivery and financing systems cannot be effectively remedied when one in six Americans lack health care coverage at any one time.
- There can be no effective means to control the growth of health care costs - either through market or regulatory mechanisms -- when significant portions of the population remain outside the health care system.

A prudently designed employment based system offers the most effective means of achieving universal health care coverage by:

- addressing an important element of the current cost shifting crisis in which the costs of caring for the uninsured are borne by the insured;
- extending coverage to the majority of the uninsured -- 84 percent of the 39 million uninsured live in families headed by workers;
- providing the simplicity of using the current mechanism by which Americans receive coverage -- a mechanism preferred by most Americans.

We believe that an employment based system of universal coverage, with employer and employee financial participation, is an essential component of health care reform. We urge you to support inclusion of such a provision in health care reform legislation.

March 10, 1994

Mr. Michael H. Jordan  
Chairman & CEO  
Westinghouse Electric Corp.  
Gateway Center  
Pittsburgh, PA 15222

Dear Mike:

At the White House luncheon we both attended on February 18, the President urged us to do what we can to promote universal health care coverage and an employer mandate. During the meeting, I said that American Airlines was exploring the formation of a coalition focused on those two objectives.

Since that meeting, we have met with hospital, insurance and corporate benefit leaders to explore their interest in such a coalition and have found substantial enthusiasm. Thus, The Wexler Group, a highly regarded government relations firm, has begun coordination of preliminary activities, including identification of other organizations which may be interested in participating.

I am writing to ask you to join the coalition for which I am attaching a draft statement of purpose -- which will need substantial corporate participation to be successful. Organization meetings -- which we hope to be holding in the next few weeks -- will be at the offices of The Wexler Group, 1317 F Street, NW, Suite 600, Washington, DC. I hope you will be able to assign someone from your staff to help us get this effort underway.

Please call Ed Faberman at American's Washington office, 202/857-4221, or Bruce Fried of The Wexler Group at 202/662-3744, to indicate your support and with whatever questions you have.

Sincerely,

Attachment

April 7, 1994

FAX MEMORANDUM FOR BRUCE FRIED

FROM: MARILYN DIGIACOBBE *m*.

SUBJECT: ADDITIONAL PROSPECTS

As we discussed earlier, attached is a list of 36 additional prospects. Please make sure they receive the faxed information today.

If you have any questions, please call me at 456-2930. Thank you.

cc: Alexis Herman  
Steve Hilton

March 10, 1994

Dear Friends and Colleagues,

I'm writing to ask you to be part of a new effort on health care reform. No doubt you've gotten more than one letter like this. Please take a moment to consider this one.

Over the past few weeks, a group of organizations has been meeting to explore means by which they could work together to support a critical issue in health care reform -- universal coverage. Among the groups which have been meeting are:

- American Airlines
- American Hospital Association, and
- Association of Private Pension and Welfare Programs.

These organizations share the view that that objective can be most practically and realistically achieved through an employment based system in which both employers and employees financially participate.

The group has prepared a sign-on letter which will be sent to Members of the Energy and Commerce and Ways and Means committees. The letter urges them to pass a bill which provides for universal coverage through an employment based system. A copy of the letter is attached.

We hope you will consider this letter and that you will add your organization to the list of signers.

As the groups which have been meeting have observed the trends in the health care reform debate, we have grown concerned about the prospects for achieving universal coverage.

To date, a focused message which articulates the critical importance of universal coverage and the value of an employment based approach in which there is employer and employee financial participation has been lacking.

Without a strong show of support for this central aspect of health care reform, this primary objective may be lost.

Certainly, there are many issues on which there is disagreement, even on some of the details of an employer based approach to universal coverage. But we believe that there is broad support for the principle of universal coverage through an employer based system.

This sign-on letter is the first of what we hope will be a variety of organized efforts to support an employment based approach to achieving universal coverage. We hope you will be interested in becoming a partner in these activities.

If you wish to add your organization's name to this letter, or if you need additional information, please call me at 202/662-3744 or fax back the attached form. The deadline for participation is the close of business on Tuesday, March 15th.

We look forward to your joining us in this effort.

Sincerely yours,

Bruce M. Fried

**DRAFT LETTER TO MEMBERS OF THE ENERGY & COMMERCE AND  
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- extending coverage to the majority of the uninsured -- 84 percent of the 39 million uninsured live in families headed by workers;
- providing the simplicity of using the current mechanism by which Americans receive coverage -- a mechanism preferred by most Americans.

We believe that an employment based system of universal coverage, with employer and employee financial participation, is an essential component of health care reform. We urge you to support inclusion of such a provision in health care reform legislation.

The following companies have said they will not sign on to the Universal Coverage/Employer Mandate Letter being coordinated by Bruce Fried, Wexler Group:

Allied Signal

Ameritech

ARCO

Bell Atlantic

Boeing

✓ Caterpillar *Handwritten signature*

DuPont

✓ General Motors

Hershey

✓ IBM

Intel

McDonnell Douglas

Pacific Telesis

Procter & Gamble

Ryder

Southwestern Bell

✓ United Airlines *Handwritten signature*

UPS

*San Jose*

*Bruce Fried*

|                                          |               |                   |
|------------------------------------------|---------------|-------------------|
| Post-It™ brand fax transmittal memo 7671 |               | # of pages ▶ 1    |
| To                                       | BRUCE FRIED   |                   |
| From                                     | DEGEE WILHELM |                   |
| Co.                                      | Co.           |                   |
| Dept.                                    | 662. 3744     | Phone # 857. 4233 |
| Fax #                                    | 638. 7045     | Fax # 857. 4245   |

## General Motors Corporation

JOHN F. SMITH, JR.  
CHIEF EXECUTIVE OFFICER  
PRESIDENT

March 24, 1994

Mr. R. L. Crandall  
Chairman and President  
American Airlines  
P.O. Box 619616  
Dallas Fort Worth Airport, TX 76261-9616

Dear Bob:

This is in response to your letter of March 10, inviting General Motors to join a new coalition being formed to promote universal health care coverage through an employer mandate.

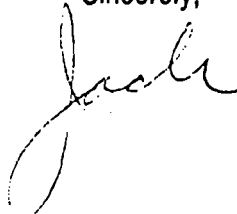
General Motors shares your view that universal coverage is an essential element to any successful health care reform initiative. Further, we intend to support reform proposals which also incorporate other critical elements including effective cost controls to reduce the rate of growth in health care spending, quality assurance and equitable financing which, taken together, should address the needs of all citizens, while levelling the domestic and international competitive environment for all businesses.

In view of GM's substantial interest in comprehensive national health reform and, specifically, our support for universal coverage as an element critical to successful reform, we would be interested in exploring participation in coalition activities.

Therefore, I have asked Mr. James C. Cubbin, newly appointed Executive Director for GM Health Care Initiatives, to contact the individuals noted in your letter and determine the appropriate next steps.

Thank you for considering General Motors in this initiative.

Sincerely,



cc: E. Faberman ✓  
J. D. Johnston

APR -05' 94 (TUE) 15:11 (W) CHAIRMAN

TEL: 412 642 4650

P. 01

**Westinghouse  
Electric Corporation**Thomas C. Litwiler  
Executive Assistant  
to the Chairman11 Stanwix Street  
Pittsburgh, Pennsylvania 15222  
(412) 642 3102

April 5, 1994

**MR. ED FABERMAN  
VICE PRESIDENT - GOVERNMENT AFFAIRS  
AMERICAN AIRLINES  
1101 17TH STREET, NW  
WASHINGTON, DC 20036****FAX: (202) 857-4245**

Dear Ed:

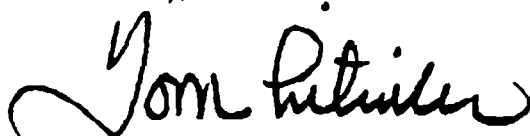
This note confirms our conversation of March 31 confirming Westinghouse Chairman Michael H. Jordan's participation in The Partnership for Employment Based Health Care. Details of the coalition's formation, as well as a Statement of Purpose, were contained in a March 10 letter from R.L. Crandall to Mr. Jordan.

As a member, Mr. Jordan will be a signatory to the letter which the Coalition is addressing to this week to members of the House Energy & Commerce and Ways & Means Committees. Mr. Crandall had asked for a Westinghouse contact to be involved in other organizational aspects of the coalition. To play that role, I will give you the name of somebody you know. He is:

Mr. John F. Hay  
Vice President Government Affairs  
Westinghouse Electric Corporation  
1801 K Street, NW, Washington, DC 20006  
Phone: (202) 835-2409

Thanks for your telephone assistance, and best wishes with this important initiative. Call any time we can help.

Sincerely,



cc: Mr. Michael H. Jordan  
Mr. John F. Hay  
Mr. Edwin F. Goff

Mr. James S. Moore  
Mr. Frederick W. Hill  
Mr. Fredric G. Reynolds

Signers to Universal Coverage/Employer Mandate Letter as of March 28, 1994

Airline Pilots Association  
American Association of Retired Persons  
American Automobile Manufacturers Association  
American Hospital Association  
✓ American Airlines  
American College of Physicians  
✓ Archer Daniels Midland Company  
Association of Private Pension and Welfare Programs  
✓ Bethlehem Steel Company  
✓ Chrysler Corporation  
✓ CNA Insurance Co.  
✓ Eastman Kodak Company  
✓ Ford Motor Company  
Hechinger Company  
National Association of Children's Hospitals and Related Institutions  
✓ NYNEX  
The Principal Financial Group  
Protestant Health Alliance  
✓ Southern California Edison  
✓ Sun Company, Inc.  
White Dog Cafe, Philadelphia  
✓ Mead Corp.

WD 495

✓ West

✓ network

✓ Ford for Les

✓ West

✓ TRW

? J. J. J.

✓ J. J. J.

? C. C. C.

? S. S. S.

airline ✓

3. 3. 3. ✓

✓ Pont-Hana

- Hart Greening

March 10, 1994

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We look forward to your joining us in this effort.

Sincerely yours,

Bruce M. Fried

Alpha Rich

COPY

CALL TARGETS - AMH

**ican Stores Company (AMH)** *AMH Glen*  
Mr. David Maher, Senior Executive Vice President  
Phone: 801/539-0112

**Amtrak (AMH)** *AMH*  
Mr. W. Graham Claytor, Jr., President and Chairman of the Board  
Phone: 202-906-3960  
Fax: 202-906-3865

**Brown-Forman Corporation (AMH)** *Glen*  
Mr. W.L. Lyons Brown Jr., Chairman and Chief Executive Officer  
Phone: 502-774-7600

**Circuit City Stores, Inc. (AMH)**  
Mr. Alan L. Wurtzel, Chairman of the Board *Glen*  
Phone: 202-265-3232  
Fax: 202-265-3019

**Drummond Company (AMH)** *AMH*  
Mr. Garry Drummond, Chairman and CEO  
Phone: 205-387-0501  
Fax: 205-945-6521

**Loral Corporation (AMH)**  
Mr. Bernard Schwartz, Chairman & CEO *Glen*  
Phone: 212-697-1105  
Fax: 212-867-1147

**Amount Communications Inc. (AMH)** *AMH*  
Mr. Martin Davis, Chairman & CEO  
Phone: 212-373-8393  
Fax: 212-373-8333

**Sara Lee Corporation (AMH)** *Glen*  
Mr. John H. Bryan, Jr., Chairman  
Phone: 312-726-2600  
Fax: 312-558-4913

**TRW Inc. (AMH)**  
Mr. Joseph T. Gorman, Chairman & CEO *AMH*  
Phone: 216-291-7108  
Fax: 216-291-7115

*Paul Allen*

CALL TARGETS - BF

**Meridi Corporation (BF)**

Mr. Roberto del Rosal, President and CEO  
Phone: 809/788-1500  
Fax: 809/788-0340

**Black Enterprise (BF)**

Mr. Earl Graves, Publisher  
Phone: 212-242-8000  
Fax: 212-886-9615

**Ceridian Corporation (BF)** - *Glen*

Mr. Lawrence Perlman, President and CEO  
Phone: 612-853-5283  
Fax: 612-853-7272

**Chemical Banking Corporation (BF)** - *Glen*

Mr. Walter Shipley  
Phone: 212-270-4985  
Fax: 212-270-5158

**Circuit City Stores Inc. (BF)** - *Glen*

Mr. Richard Sharp, President and CEO  
Phone: 804-527-4100  
Fax: 804-527-4172

**Citicorp (BF)**

Mr. John Reed, Chairman & CEO  
Phone: 212-559-2732  
Fax: 212-559-1049

**Goodyear Tire and Rubber Company (BF)**

Mr. Stanley Gault, Chairman & CEO  
Phone: 516-796-2121  
Fax: 216-796-2108

**Hiram Walker Group (BF)**

Mr. George McCarthy, CEO  
Phone: 313/965-6611

**Invacare (BF)**

Mr. A. Malachi Mixon, Chairman of the Board, President & CEO  
Phone: 216-329-6201  
Fax: 216-366-9008

**Black Entertainment Television**

Robert Johnson, President

31st Street, NW

Washington, DC 20007

Phone: 202-337-5260

Fax: 202-338-3982

CONTACT: Michelle Curtis 202-337-5260

INDUSTRY: Media

**BP America, Inc.**

Mr. Rodney F. Chase, President & CEO

200 Public Square

Cleveland, OH 44114-2375

Phone: 216-586-4141

Fax: 216-586-4050

CONTACT: John Gane 202-785-4888

INDUSTRY: Petroleum

**CBS, Inc.**

Mr. Laurence Tisch, CEO

51 West 52nd Street

New York, NY

Phone: 212-975-5152

Fax: 212-975-6488

CONTACT:

INDUSTRY: Media

**Go Petroleum Corporation**

Mr. Ronald Hall, CEO

PO Box 3758

Tulsa, OK 74102-3758

Phone: 918-495-4000

Fax: 918-495-5569

CONTACT: Lauren Brown (Holland & Hart) 202-638-5500

INDUSTRY: Petroleum

**Equitable Life Assurance Company**

Mr. Richard Jenrette, Chairman

787 7th Avenue

48th Floor

New York, NY 10019

Phone: 212-554-3120

Fax: 212-554-2320

CONTACT:

INDUSTRY: Insurance

**Fisher Scientific** - *Glen*

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Hampton, NH 03842

Phone: 603-926-5911

Fax: 603-926-1152

CONTACT: Pam

INDUSTRY:

**Advanced Sciences** - *Suzanna*  
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Albuquerque, NM 87109-3345  
Phone: 505-823-6801  
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CONTACT:

INDUSTRY:

**AFLAC Incorporated** - *Glen*  
Mr. Daniel Amos, CEO  
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CONTACT: Tom Jolly, (o)202-887-1423 (h)301-469-9102  
INDUSTRY: Financial

**Audiovox Cellular Communications**  
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CONTACT: Andrew E. Manatos, 202-393-7790 F202-628-0225  
INDUSTRY: Telecommunications

**Ker Spielvogel & Bates Worldwide** -  
Mr. Carl Spielvogel,  
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Fax:  
CONTACT:

INDUSTRY:

**Beneficial Financial Corporation**  
Mr. Finn M.W. Caspersen, Chairman of the Board & CEO  
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Phone: 302-798-0800  
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CONTACT: Valerie Morse, 202-646-1260  
INDUSTRY: Financial

**Black Enterprise**  
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CONTACT: Carolyn Odom 212-886-9560  
INDUSTRY: Publishing

**FMC Corporation**

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INDUSTRY: Chemicals

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INDUSTRY: Apparel

**Harsco Corp.**

Mr. Malcolm W. Gambill, Chairman and CEO

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Fax: 717-763-7064

CONTACT: Robert Haynes, 717-763-7046 F717-763-6424

INDUSTRY: Metal Products

**Walter Corporation**

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INDUSTRY: Manufacturing

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INDUSTRY: Publishing

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**Lillian Vernon Corporation**

Lillian Vernon, CEO & Chairman  
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CONTACT: Lillian DiSerio, Secretary 718-822-1323(home)

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CONTACT:

INDUSTRY: Media

**Loral Corporation** - *Glen*

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CONTACT:

INDUSTRY: Electronics;Aerospace

**idental Petroleum Corporation**

Dr. Ray R. Irani, Chairman of the Board, President and CEO

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CONTACT: Nancy Lutton 708-405-6301

INDUSTRY: Diversified

**Revlon Group, Inc.** - *Glen*

Mr. Ronald O. Perelman, Chairman

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INDUSTRY: Cosmetics/Soaps

**Salomon, Inc.**

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INDUSTRY: Accounting

**Samsonite**

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INDUSTRY: Apparel

**Shell Oil Company**

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INDUSTRY: Petroleum

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~~Mr. Michael Walsh, Chairman & CEO~~

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INDUSTRY: Diversified

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INDUSTRY: Media;Entertainment

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INDUSTRY: Cosmetics/Soaps

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INDUSTRY: Banking

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INDUSTRY: Petroleum

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INDUSTRY: Media

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INDUSTRY: Waste

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INDUSTRY: Electronics

California Business Supporters

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Gov't Affairs

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Mr. Walter Shorenstein  
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F: 415-772-7022

CALL TARGETS - AMH

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David Maher, Senior Executive Vice President  
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*Alan*

**Amtrak (AMH)**

Mr. W. Graham Claytor, Jr., President and Chairman of the Board  
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Fax: 202-906-3865

**Brown-Forman Corporation (AMH)**

Mr. W.L. Lyons Brown Jr., Chairman and Chief Executive Officer  
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*W.L. Lyons*

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*Alan*

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**Loral Corporation (AMH)**

Mr. Bernard Schwartz, Chairman & CEO  
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Fax: 212-867-1147

*Glen*

**Mount Communications Inc. (AMH)**

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Fax: 212-373-8333

**Sara Lee Corporation (AMH)**

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*Alan*

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*Perstone*

*42224*

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Mr. George McCarthy, CEO

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**Invacare (BF)**

Mr. A. Malachi Mixon, Chairman of the Board, President & CEO

Phone: 216-329-6201

Fax: 216-366-9008

|         |         |
|---------|---------|
| Auto    | 100,000 |
| Bent    | 50,000  |
| Bike    | 50,000  |
| Handcar | 75,000  |
| Auto    | 75,000  |
|         | 100,000 |

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# Withdrawal/Redaction Marker

## Clinton Library

| DOCUMENT NO.<br>AND TYPE | SUBJECT/TITLE                                            | DATE       | RESTRICTION |
|--------------------------|----------------------------------------------------------|------------|-------------|
| 001. list                | [Personally Identifiable Information] [partial] (1 page) | 04/07/1994 | b(6)        |

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Clinton Presidential Records  
Public Liaison  
Alexis Herman  
OA/Box Number: 4276

### FOLDER TITLE:

Health Care Information March 22, 1994 thru Present [binder] [1]

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P2 Relating to the appointment to Federal office [(a)(2) of the PRA]  
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P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [(a)(5) of the PRA]  
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b(9) Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]

# Support on Principles

①

| CEO/Company                                   | Telephone/Fax                    | Washington Contact                                                                | birthdate<br>social<br>security |
|-----------------------------------------------|----------------------------------|-----------------------------------------------------------------------------------|---------------------------------|
| Maurice R. Greenberg, AM. International Group | 212/770-6114<br>Fax 212/344-6828 | Ned Cloonen<br>sec. 202/344-6828                                                  | (b)(6)                          |
| Paul H. O'Neill, ALCOA                        | 202/956-5300<br>fax 202/956-5305 | Frank Jones                                                                       |                                 |
| Robert L. Crandall, American Airlines         | 202/857-4233<br>fax 857-4245     | Ed Faberman<br>Degee Wilhelm                                                      |                                 |
| Vernon R. Loucks, Jr., Baxter International   | 708/948-2300<br>fax 708/948-4808 | Dave Aho                                                                          |                                 |
| Frank A. Shrontz, Boeing                      | 703/558-9605<br>fax 703/558-9674 | Cheryl Russell<br>703/558-9605<br>fax 703/558-9674<br>John Hayden<br>202/558-9602 |                                 |
| Edgar S. Woolard, DuPont                      | 302/774-4141<br>fax 302/773-0737 | Mark Nelson                                                                       |                                 |
| Edwin Artzt, Proctor and Gamble               | 202/393-3404<br>fax 202/393-4606 | Marvin Womack                                                                     |                                 |
| Joseph T. Gorman, TRW                         | 703/276-5040<br>fax 703/276-5057 | Jim Christy<br>Michael McShane                                                    |                                 |
| Stephen M. Wolf, United Airlines              | 708/952-5871<br>fax 708/952-5931 | Larry Nagin<br>Jonathon Knee                                                      |                                 |
| *****<br>*****                                | *****<br>*                       | *****                                                                             | *****                           |
| Lawrence Bossidy, Allied-Signal               | 201/455-6551<br>fax 201/455-4002 | Ken Cole/ Mike Naylor<br>202/662-2650<br>202/662-2674                             |                                 |
| Harvey Golub, American Express                | 212/640-<br>fax 212/640-3370     |                                                                                   |                                 |

Corp HC  
Coalition

Corp C  
Coalition

AMH

NO

Corp HC  
Coalition

# Support on Principles

②

| CEO/Company                           | Telephone/Fax                   | Washington Contact                                 | birthdate<br>social<br>security |
|---------------------------------------|---------------------------------|----------------------------------------------------|---------------------------------|
| Lodwrich Cook,<br>ARCO                | 213/486-2533<br>fax213/486-2063 | Bob Healy/<br>Richard Azwaya<br>202/879-9215       |                                 |
| Lawrence<br>Perlman,<br>Ceridan Corp. | 612/853-5283<br>fax612/853-7272 | Diane Maranis<br>202/789-6521<br>fax202/789-6525   |                                 |
| Walter Shipley,<br>Chemical Bank      | 212/270-1380                    |                                                    |                                 |
| Richard Sharp,<br>Circuit City        | 804/527-4100                    |                                                    |                                 |
| John Reed,<br>Citicorp                | 212/559-2733<br>fax212/559-5138 |                                                    |                                 |
| James "Jaime"<br>Houghton,<br>Corning | 607/974-8332<br>fax607/974-8830 | Tim Regan<br>202/347-2270<br>Alan Coors - redicent |                                 |
| Stanley Gault,<br>Goodyear            | 216/796-2121<br>fax216/796-2108 |                                                    |                                 |
| Andy Grove,<br>Intel                  |                                 | Eva Jack<br>202/973-0292<br>fax202/296-7332        |                                 |
| William<br>Ferguson, NYNEX            | 914/644-6430<br>fax914/644-7649 | Jeff Ward<br>202/336-7882<br>fax202/336-7920       |                                 |
| Anthony Burns,<br>Ryder Systems       | 305/593-3496                    | Lisa Rickard<br>202/296-6933                       |                                 |
| John Bryan,<br>Sara Lee Corp.         | 312/558-8501<br>fax312/558-4913 |                                                    |                                 |
| Don Fites                             | Caterpillar                     |                                                    |                                 |
| George Fisher                         | Eastman-Kodak                   |                                                    |                                 |
| Sandy Weill                           | Travelers                       |                                                    |                                 |

ent "Gz" Nelson UPS - NO, Corp. HC. Coal. ✓  
 Michael Jordan Westinghouse Electric ✓  
 Ron Burkle Yucaipa

# Core Support

| NAME/CEO                                                                 | COMPANY                                   | STAFF<br>TELEPHONE/FAX                                | CEO TELEPHONE<br>FAX                    |
|--------------------------------------------------------------------------|-------------------------------------------|-------------------------------------------------------|-----------------------------------------|
| Dwayne<br>Andreas,<br>Chairman and<br>CEO                                | Archer Daniels<br>Midland<br>Company      |                                                       | 217/424-5515<br>217/424-5581<br>CLaudia |
| Curtis H.<br>"Hank"<br>Barnette,<br>Chairman and<br>CEO                  | Bethlehem<br>Steel Company                | Bill Wickert<br>202/775-6200<br>202/775-6221          | 610/694-6137<br>617/694-3686            |
| August A.<br>Busch III,<br>Chairman and<br>President                     | Anheuser-<br>Busch,<br>Companies,<br>Inc. | Rich Keating<br>202/293-9494<br>202/293-9594          | 314/577-3316                            |
| AMH<br>BF<br>→ Garry N.<br>Drummond, CEO                                 | Drummond<br>Company, Inc.                 | Joe Billich<br>(only if Garry<br>is absent)           | 205/945-6502<br>205/945-6521<br>Sharon  |
| Robert J.<br>Eaton,<br>Chairman                                          | Chrysler Corp.                            | Wally Maher<br>202/862-5400                           | 313/956-6728                            |
| John W.<br>Hechinger, Sr.<br>Chairman                                    | Hechinger<br>Company                      |                                                       | 301/341-1000                            |
| Buckett<br>→ David H. Hoag,<br>Chairman and<br>CEO                       | The LTV Corp.                             | Doug Brook<br>202/872-5523                            | 216/622-5300                            |
| NO<br>→ John F. Smith,<br>Jr. President                                  | General Motors<br>Corp.                   | James D.<br>Johnston<br>202/775-5090<br>313/556-4671  | 313/556-5000                            |
| Lambert<br>SF<br>Stewart<br>Turley,<br>Chairman,<br>President and<br>CEO | Eckerd Corp.                              | John Scheels,<br>Dir. Gov.<br>Affairs<br>813/399-6329 | 813/399-6333                            |
| AMH<br>Alan L.<br>Wurtzel,<br>Chairman                                   | Circuit City<br>Stores, Inc.              |                                                       | 202/265-3232<br>202/265-3019<br>Sharon  |
| ✓ C. A. Corry,<br>Chairman and<br>CEO                                    | USX Corp.                                 | Terry Straub<br>202/783-6333<br>202/783-6309          | 412/433-1121                            |

# Core Support

(2)

| NAME/CEO                                                    | COMPANY                     | STAFF<br>TELEPHONE/FAX                                        | CEO TELEPHONE<br>FAX                           |
|-------------------------------------------------------------|-----------------------------|---------------------------------------------------------------|------------------------------------------------|
| Robert "Bob"<br>L. Crandall,<br>Chairman,<br>President, CEO | American<br>Airlines        | DeeGee Wilhelm<br>202/857-4202<br>Ed Faberman<br>202/857-4202 | 817/963-1234                                   |
| Victor Lund<br>David Maher                                  | American<br>Stores          |                                                               | 801/539-4402<br>h801/532-6109<br>f801/531-1369 |
| Thomas M.<br>Downs,<br>President and<br>Chairman            | AMTRAK                      | Tim Gillespie<br>202/906-3000                                 |                                                |
| Owsley Brown,<br>II, President<br>and CEO                   | Brown Foreman<br>Corp.      |                                                               |                                                |
| Alex Trottman,<br>Chairman and<br>CEO                       | Ford Motor Co.              | Elliot Hall<br>202/962-5371<br>202/962-5456                   |                                                |
| Harold (Red)<br>Poling, Former<br>Chairman and<br>CEO       | Ford Motor Co.              | Elliott Hall<br>202/962-5371                                  |                                                |
| Martin Davis,<br>Chairman and<br>CEO                        | Paramount<br>Communications | Larry Levinson<br>202/429-9690                                | 429-9696                                       |
| Roberto del<br>Rosal,<br>President and<br>CEO               | Bacardi Corp.               |                                                               |                                                |
| Earl Graves,<br>CEO                                         | Earl G.<br>Graves, Ltd.     |                                                               | 212/242-8000                                   |
| Alex Grass,<br>Chairman and<br>CEO                          | Rite Aid Corp.              | James Krahulec<br>717/975-5710<br>717/975-3760                | 717/975-5710<br>717/975-3760                   |
| Peter Manos,<br>CEO                                         | Giant Food                  | Barry Scher<br>301/341-4100                                   |                                                |
| George<br>McCarthy                                          | Hiram Walker<br>Group       | Nancy Jessick<br>202/628-5877                                 | 313/965-6611<br>#275<br>519/971-5716           |
| Robert Herman,<br>President and<br>CEO                      | Thrift Drug                 |                                                               | 412/967-8745<br>412/967-8293<br>Lola Burkhardt |

AMH

AMH/BF has  
given no  
response

? get info  
in how to  
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AMH/BF spoke w/  
Studio's do  
a separate tr.  
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BF - ask  
Seagrams

BF

Lambert

Barry Scher  
not helpful  
(Seagram's  
for help)

# Core Support

③

| NAME/CEO                                                                      | COMPANY                    | STAFF<br>TELEPHONE/FAX                      | CEO TELEPHONE<br>FAX         |
|-------------------------------------------------------------------------------|----------------------------|---------------------------------------------|------------------------------|
| John<br>McDonnell,<br>Chairman and<br>CEO                                     | McDonnell<br>Douglas Corp. | Tom Culligan                                | 703/412-3807                 |
| Ronald L.<br>Ziegler                                                          | NACDS                      | David F.<br>Lambert, III<br>703/549-3001    | 703/549-3001<br>703/836-4869 |
| A. Malachi<br>Mixon III,<br>Chairman of<br>the Board,<br>President and<br>CEO | Invacare Corp.             |                                             | 216/329-6000<br>216/366-9008 |
| Bernard<br>Schwartz,<br>Chairman and<br>CEO                                   | Loral Corp.                | Fred Rhodes<br>703/412-0168<br>703/412-5508 | 212/697-1105<br>212/867-1147 |

no

BF to  
call

AMH

# State Alliance Gives Workers Health Clout

By ROBERT A. ROSENBLATT  
TIMES STAFF WRITER

WASHINGTON—Forty thousand workers at small California businesses will get an extraordinary piece of good news on Tuesday: At a time when health insurance costs are climbing by 6% to 8% a year, their premiums will actually be reduced for the year starting July 1.

These fortunate few are members of the state's unheralded health alliance, a purchasing agency that gives companies with five to 50 workers an opportunity to band together and achieve the same buying clout in the health care market as giant corporations.

Even as President Clinton's proposal for alliances covering every citizen is being denounced in Washington as a blueprint for a menacing new bureaucracy, a staff of just 13 state workers in Sacramento has put together a working alliance, the first in the nation. And its customers seem delighted.

"It was heartbreaking to want to get insurance for your workers and not be able to afford it," said Cynthia Chauvie of Van Nuys, whose precision-instrument repair firm was once quoted an impossible \$2,500-a-month premium for its seven workers. Last July she joined the new state health alliance, and now she pays \$780 a month for the whole office.

"It's a great relief to have coverage now for all of us," she said.

The alliance, formally called the Health Insurance Plan of California, offers something never before available for employees of small companies: a wide choice of different insurance programs, with workers—not management—making the selec-

Please see HEALTH, B7

## HEALTH: State Alliance Gives Clout to Smaller Companies

Continued from B5

In Los Angeles County, for example, a worker whose small company has joined the HIPC can choose among 15 plans—12 health maintenance organizations and three preferred provider organizations—including such well-known names as Kaiser, Aetna, FHP, Healthnet and Prucare. That differs dramatically from the conventional situation in which the company makes available one or perhaps two health plans.

All plans must offer the same benefits, but the doctors and hospitals are more desirable in some than others. Monthly fees range from \$84 to \$173.14 for a 25-year-old worker and from \$342.80 a month to \$674.44 for a 35-year-old employee with a spouse and children. The company must pay an amount equal to at least half of the cost of the lowest-priced plan; the worker pays the rest.

"You get one monthly bill whether you have 13 employees in one health network or in 13 different networks," said Diane Bourassa, office manager for Telenet Networks, a software firm in Petaluma. "It's a great variety of choices and avoids a tremendous administrative load on small companies like us, where typically you have one person running the office."

Rates are 10% to 15% below many comparable plans in the conventional insurance market, according to a recent study by a HIPC board member. The reason: Providers are willing to offer discounts to gain access to as many as 40,000 customers.

"There's no mystery here," said John Ramey, the HIPC's executive director. "We're trying to get a large-volume deal for our small employers."

In May, Florida will become the second state to try voluntary alliances when it begins enrolling small businesses in a voluntary purchasing group called the Community Health Purchasing Alliance.

The California and Florida experiences may offer some direction for the increasingly bitter national debate over health care reform. Clinton's plan is being torn apart in Washington by partisan Republicans and skeptical Democrats, with enthusiastic lobbying by business large and small.

California and Florida officials are betting that their voluntary approach will be a giant step toward Clinton's goals of providing insurance protection for everyone while controlling the soaring costs of medical care.

By offering wide choice and low prices, they hope to woo enough businesses to make significant inroads in the ranks of the uninsured; among the nearly 40 million Americans without coverage, about 80% are full-time, low-wage workers, their spouses and children.

Clinton wants to require all employers to offer insurance and pay 80% of the cost of an average-priced plan. He also wants to require everyone except workers in firms with more than 5,000 employees to enroll in health alliances that would negotiate on their behalf with insurance companies, health maintenance organizations and other networks of health care providers.

Fear of a compulsory national program of alliances made it easier for all factions in Florida—businesses, insurers and politicians—to work together for a voluntary program. Gov. Lawton Chiles said he was grateful that the President's plan prodded everyone to get down to work.

Florida officials say they hope to get prices down simply by publishing the bids offered by insurers to small firms through the alliance. Side-by-side comparisons will make businesses aggressive in seeking better deals and force the high-priced insurers to bring their prices down, they say.

"A lot of what we do in Florida will send a message to the nation," said Lynn Kialak, chairwoman of the alliance for Dade County. "The wonderful thing Florida has is choice."

But California took a bigger step: Republican Gov. Pete Wilson and the Democrat-controlled Legislature decided to give the health alliance real muscle by granting it the authority to negotiate rates with insurers.

When the first set of bids came in last year, the HIPC gave the companies 48 hours to lower rates—and many of them did.

On Tuesday, the HIPC board will approve its second rate schedule; the figures covering 40,000 people from 2,300 employers for the 12 months starting July 1. The HIPC

### How the Health Alliance Works

- **Who may participate?** Firms with five to 50 workers.
- **What does it offer?** Statewide, a choice of 15 health maintenance organizations and three preferred provider networks. Twelve of the HMOs and all three PPOs operate in Los Angeles; fewer are available in other parts of the state.
- **What do the HMOs cost?** For workers in the standard plan, co-payments of \$15 per doctor's office visit, \$100 per hospital admission and \$10 per generic drug prescription.
- **For workers in the preferred plan,** co-payments of \$5 per doctor's office visit, no co-payment for hospital admissions and \$5 for generic drugs and \$10 for brand names.
- **The HMO pays if it refers enrollees to outside specialists.** Maximum out-of-pocket cost per year: \$2,000 for individuals and \$4,000 for families under both plans.
- **What do the PPOs cost?** A 20% co-payment for office visits to network doctors and hospitals and 40% to outsiders.
- **For workers in the standard plan,** a \$500 yearly deductible per person.
- **For workers in the preferred plan,** a \$250 yearly deductible per person.
- **Prescription drug co-payments of 20% for generics and 30% for brand names.**
- **Maximum yearly out-of-pocket payments of \$2,000 per person and \$4,000 per family in the network, and \$5,000 per person and \$10,000 per family outside the network.**
- **How can I sign up?** Call your insurance agent or the HIPC directly at 1-800-447-2937.

will announce that the average insurance premium will decline in price, a testament to the negotiating skills of the organization and the desires of the insurance companies to crack the important small-group market.

The average company now enrolled in the HIPC has 10 workers. Companies with as few as four employees will be able to join as of July 1, and the threshold will drop to three a year later. About three-quarters of the employers in the HIPC bought their coverage through insurance agents, a fact that has made agents friendly rather than antagonistic toward the alliance.

HIPC membership should double in the coming year and could grow even faster as word spreads, Ramey and his staff estimate.

Beyond that, the competitive impact of the HIPC is being felt in the rest of the state's sprawling insurance market, where companies are offering more choices and trying to slow the rate of increase in premiums.

The HIPC is the "standard by which every other health plan's offerings and prices are compared," said Mark Weinberg, executive vice president at Blue Cross

of California, which covers 5 million Californians—and dominates the small-group market.

"If anything, we are having to be more competitive than ever to compete with the HIPC," he said. It was "no coincidence," he added, that a slowdown in California insurance inflation began last July when the HIPC opened for business.

At the beginning of the decade, California was grappling with the same thing the President and First Lady Hillary Rodham Clinton, who headed the Administration's health care reform task force, denounced again and again in speeches attacking insurance companies: the specter of sick people crying in vain for help and uninsured families ruined by costly medical bills.

Many insurers engaged in "cherry-picking"—insuring the healthy but not those who were likely to face big medical bills. This meant seeking out firms with young, educated workers in white-collar jobs and giving them bargain rates. If their medical bills were higher than expected, insurers' rates would go up or the firm's coverage might be canceled without explanation.

Some industries were to be

avoided. Insurers didn't like to write policies for restaurants because many cooks, busboys, waiters and waitresses were transients. They avoided lawyers because they might sue and doctors because they would demand a lot of high-cost care.

Addressing this problem, the California law guarantees that no individual or company could be refused coverage for any reason. Any insurance product must be available to all customers.

Premiums may vary with the age, family composition and geographic location of the insured. An insurer may ask a 60-year-old to pay more than someone who is 30, a married woman with three children to pay more than a single woman, and a resident of Los Angeles, where medical costs are high, to pay more than someone who lives in Ukiah.

But insurers may make only small adjustments in rates to compensate for different health conditions. If the cost of insurance for a typical group of five people is \$100 a month, the insurer cannot charge more than \$120 for a group of five people in which two have cancer, two have heart disease and the fifth suffers from diabetes. A group of four marathon runners in perfect health cannot get a rate lower than \$80.

These ground rules enable the HIPC to avoid becoming the dumping ground for companies with sick workers who couldn't get coverage elsewhere. The HIPC's aggressively low rates and broad selection of plans make it attractive for healthy as well as high-risk groups of workers.

At LG2WB Engineers in Costa Mesa, for example, the \$8,000-a-month premium under the HIPC represents a savings of as much as 20% from the firm's old insurance plan.

The range of choices is welcome, if a bit intimidating. Marilyn Hall, the firm's vice president, says the 45 workers have enrolled in 11 networks.

"Some employees come to me and say, 'Which one should I choose, Marilyn?' I say, 'If you have a doctor, find out which network he belongs to.' Once they understand it, people love the choices."

Before the HIPC, Steve Levine, who owns an ad agency in Venice, got several calls a week from

people trying to sell him insurance. "I would tell them I'm a diabetic who had a kidney transplant, and the phone would go 'click,'" he said.

He paid \$1,000 a month for insurance for the four workers at his agency, plus \$1,500 out of his own pocket for special drugs to ensure that his body did not reject the kidney.

Now a monthly bill of \$851 from the HIPC covers both Levine and his employees—and drugs are part of the package.

The state has kept down costs and avoided building a new bureaucracy by hiring a private firm to act as the HIPC's sales agent, record-keeper and administrator. Employers Health Insurance won the contract and collects a fee for each person enrolled. The company started with 15 sales representatives and now, anticipating a boom year, has 30.

"We have forced the market to respond," said Kirk Rothrock, executive vice president of the HIPC, talking about the alliance's influence far beyond the comparatively small number of people enrolled.

Alliance backers in Florida agree. "You don't measure success by the number of small businesses they insure but by the impact they have on the market," said Bill Harrie, a Florida business lobbyist. "You invent them to bring health care prices down."

The alliances ultimately could fall short of bringing insurance to everyone. After all, they are voluntary and employers remain free to refuse to spend money on health insurance.

Three-quarters of the HIPC's enrollees already had coverage elsewhere; only one-quarter come from the ranks of the uninsured. California still has a staggering 6.3 million uninsured people under age 65, and 83% of them are workers and their dependents, according to Richard Brown, director of the UCLA Center for Health Policy Research.

"We will need a national health care plan to complete the job," Chiles said.

Although he said he is confident the voluntary approach will make progress in his state, "I don't want to second-guess the President" on the call for mandatory coverage and compulsory alliances.

"I've got my hand to play and he has his," he said.

\* Denotes Publicly "Supportive" of the  
Administration's Health Plan  
# Denotes "Supportive" of Employer Based Reform  
**HIGHLIGHTED CITIES** are targeted communities

#### ALABAMA

| LOCATION                                                  | COMPANY                                                                              |
|-----------------------------------------------------------|--------------------------------------------------------------------------------------|
| Robert Cramer (D-5)<br>Huntsville                         | *Chrysler Corporation (2,500)<br>*General Motors (3,400)<br>*McDonnell Douglas (500) |
| Earl Hilliard (D-7)<br>Tuscaloosa                         | *General Motors (400)                                                                |
| Birmingham<br>Jasper<br>Tarrant<br>Fairfield<br>Oak Grove | *Drummond Company, Inc. (2,518)<br><br>*USX Corp. (2,390)<br>*USX Corp. (345)        |

#### ARIZONA

| LOCATION                            | COMPANY                                                                                                                                                                                                                                                                                       |
|-------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Sam Coopersmith (D-1)<br>Mesa       | *General Motors (400)<br>*McDonnell Douglas (3,000)                                                                                                                                                                                                                                           |
| Ed Pastor (D-2)<br>Phoenix/Yuma     | *American Airlines (394)                                                                                                                                                                                                                                                                      |
| Bob Stump (R-3)<br>Wittman<br>Yucca | *Chrysler Corporation (65)<br>*Ford Motor Company (171)                                                                                                                                                                                                                                       |
| James Kolbe (R-5)<br>Tucson         | *American Airlines (734)                                                                                                                                                                                                                                                                      |
| Karan English (D-6)<br>Flagstaff    | Motorola, Inc. (19,598)<br>Bank America Corp. (4,224)<br>Allied Signal Inc. (2,700)<br>#Sears Roebuck and Co. (1,350)<br>TRW Inc. (1300)<br>Digital Equipment Corp. (1,180)<br>Litton Industries, Inc. (1,080)<br>Zell/Chilmark Fund (950)<br>PepsiCo (800)<br>State Farm Insurance Cos (800) |

|         |                    |
|---------|--------------------|
| Phoenix | *Loral Corp. (350) |
|---------|--------------------|

#### ARKANSAS

| LOCATION                           | COMPANY                                        |
|------------------------------------|------------------------------------------------|
| Tim Hutchinson (R-3)<br>Fort Smith | *Hiram Walker (228)                            |
| Melborne<br>Camden                 | *McDonnell Douglas (130)<br>*Loral Corp. (750) |

#### CALIFORNIA

| LOCATION                             | COMPANY                                                                                                                                                                                                                                                                                                                                      |
|--------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Lynn Woolsey (D-6)<br>Healdsburg     | *Hiram Walker/Clos du Bois (209)                                                                                                                                                                                                                                                                                                             |
| George Miller (D-7)<br>San Francisco | Chevron Corp. (8,150)<br>Pacific Gas & Electric (1,590)<br>Shell Oil Co. (900)<br>Zell/Chilmark Fund (608)<br>Dow Chemical Co. (600)<br>Unocal (590)<br>J.C. Penny Co., Inc. (525)<br>Sears Roebuck and Co. (430)<br>Santa Fe Pacific Corp. (400)<br>Exxon Corp. (360)                                                                       |
| Nancy Pelosi (D-8)<br>San Francisco  | United Air Lines, Inc. (29,830)<br>Wells Fargo Co. (12,250)<br>Bank America Corp. (11,126)<br>Bechtel Group (6,930)<br>#Pacific Telesis (4,900)<br>McKesson Corp. (3,750)<br>Marriott Corp. (2,900)<br>Chevron Corp. (2,802)<br>AMR Corp. (1,600)<br>*Ford Motor Co. (1,481)<br>*American Airlines (276)<br>Pacific Gas & Electric. (26,200) |
| Bill Baker (R-10)<br>Alameda         | *American Airlines (276)                                                                                                                                                                                                                                                                                                                     |
| Tom Lantos (D-12)<br>San Mateo       | *American Airlines (644)                                                                                                                                                                                                                                                                                                                     |

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|-------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Fortney H. Stark (D-13)</b><br>Hayward (Outside San Francisco) | Dayton Hudson Corp. (8,640)<br>Roadway Services Inc. (1,130)<br>Baxter International (800)<br>Hewlett-Packard Co. (800)<br>Johnson & Johnson (600)<br>Sears Roebuck & Co. (689)<br>J.C. Penney Co., Inc. (519)<br>Pacific Gas & Electric (409)<br>Kellogg Co. (400)<br>Sarah Lee Corp. (400)<br>*American Airlines (305) |
| <b>Anna Eshoo (D-14)</b><br>Pala Alto                             | *Loral Corp. (2,100)                                                                                                                                                                                                                                                                                                     |
| <b>Norman Mineta (D-15)</b><br>San Jose                           | *Loral Corp. (1,470)<br>*American Airlines (319)                                                                                                                                                                                                                                                                         |
| <b>Don Edwards (D-16)</b><br>Santa Clara                          | *Loral Corp. (430)                                                                                                                                                                                                                                                                                                       |
| <b>Gary A. Condit (D-18)</b><br>Modesto; Merced                   | The Proctor & Gamble Co. (700)<br>Phillip Morris Cos, Inc. (700)<br>Olin Corporation (650)<br>#Hershey Foods Corp. (600)<br>Sears Roebuck and Co. (535)<br>PepsiCo (450)<br>Weyerhaeuser Co. (250)<br>GTE Corp. (200)                                                                                                    |
| <b>Richard H. Lehman (D-19)</b><br>Fresno                         | J.C. Penney Co., Inc. (580)<br>FMC Corp. (400)<br>Certaineed Corp. (350)<br>PPG Industries (300)<br>#Pacific Telesis (300)<br>CIGNA (300)<br>Dayton Hudson Corp. (250)<br>Equitable Companies (250)<br>Aetna Life & Casualty (200)                                                                                       |
| <b>William M. Thomas (R-21)</b><br>Bakersfield                    | Shell Oil Co. (1,100)<br>Occidental Petroleum Corp. (900)<br>Bechtel Group (730)<br>Dayton Hudson Corp. (650)<br>#Boeing Co. (600)<br>CIGNA (500)<br>Texaco (500)<br>Pacific Gas & Electric (473)<br>J.C. Penney Co., Inc. (450)<br>Halliburton Co. (420)                                                                |

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|--------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Michael Huffington (R-22)<br>Goleta                    | *General Motors (1,100)<br>*American Airlines (408)                                                                                                                                                                                                                                                                                                          |
| Carlos Moorhead (R-27)<br>Pasadena                     | *Loral Corp. (1,100)                                                                                                                                                                                                                                                                                                                                         |
| Julian Dixon (D-32)<br>Culver City                     | *American Airlines (318)                                                                                                                                                                                                                                                                                                                                     |
| Maxine Waters (D-35)<br>Inglewood/S. Cent. LA)         | *American Airlines (416)                                                                                                                                                                                                                                                                                                                                     |
| Jane Harman (D-36)<br>South Bay/Torrance               | *American Airlines (1,110)                                                                                                                                                                                                                                                                                                                                   |
| <b>Stephen Horn (R-38)</b><br>Long Beach               | Rockwell International (8,800)<br>J.C. Penney., Inc. (541)<br>Zell/Chilmark Fund (500)<br>Dayton Hudson Corp. (435)<br>GenCorp Inc. (407)<br>ITT Corp. (400)<br>CSX Corp. (360)<br>GTE Corp. (350)<br>#Atlantic Richfield (200)<br>*McDonnell Douglas (20,000)                                                                                               |
| Dana Rohrabacher (R-45)<br>Anaheim<br>Huntington Beach | *General Motors (345)<br>*McDonnell Douglas (3,000)<br>*American Airlines (399)                                                                                                                                                                                                                                                                              |
| Chris Cox (R-47)<br>Orange Cnty                        | *American Airlines (403)                                                                                                                                                                                                                                                                                                                                     |
| Ron Packard (R-48)<br>San Diego Suburbs                | *American Airlines (433)                                                                                                                                                                                                                                                                                                                                     |
| <b>Lynn Schenk (D-49)</b><br>San Diego                 | *General Motors Corp. (10,289)<br>Caterpillar, In.c (4,300)<br>AMR Corp. (1,872)<br>*Anheuser-Busch Co. (1,700)<br>Eli Lilly & Co. (1,550)<br>ITT Corp. (900)<br>Zell/Chilmark Fund (900)<br>Marriott Corp. (700)<br>#Pacific Telesis (700)<br>Merck & Co, Inc. (600)<br>*McDonnell Douglas (200)<br>*American Airlines (399)<br>NASSCO Holding Inc. (4,000) |

|                                         |                          |
|-----------------------------------------|--------------------------|
| Randy Cunningham (R-51)<br>N. San Diego | *American Airlines (446) |
| Glendale                                | *Loral Corp. (300)       |
| Menlo Park                              | *Loral Corp. (180)       |
| Milpitas                                | *Loral Corp. (140)       |
| Rancho Santa Margarita                  | *Loral Corp. (1,300)     |
| Sunnyvale                               | *Loral Corp. (1700)      |
| San Diego                               | *Loral Corp. (650)       |

#### COLORADO

| LOCATION                              | COMPANY                             |
|---------------------------------------|-------------------------------------|
| David Skaggs (D-2)<br>Boulder City    | *Loral Corp. (500)                  |
| Scott McInnis (R-3)<br>Pueblo         | *McDonnell Douglas (500)            |
| Joel Hefley (R-5)<br>Colorado Springs | *Ford (200)<br>*Loral Corp. (1,020) |
| Littleton                             | *USX Corp. (275)                    |

#### CONNECTICUT

| LOCATION                              | COMPANY                                                                                                                                                                                                                                                                                                 |
|---------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Barbara Kennelly (D-1)<br>Hartford    | *American Airlines (451)                                                                                                                                                                                                                                                                                |
| Christopher Shays (R-4)<br>Bridgeport | #General Electric Co. (4,910)<br>GTE Corp. (4,445)<br>United Technologies Corp. (2,800)<br>Bristol-Myers Squibb Co. (1,500)<br>The Perkin-Elmer Corp. (1,500)<br>Champion Int. Corp. (1,480)<br>Xerox Corp. (1,232)<br>Olin Corp. (750)<br>KMart Corp. (700)<br>Warnaco (700)<br>Pitney Bowles (29,900) |
| Nancy L. Johnson (R-6)<br>New Britain | *General Motors Corp. (700)<br>*American Airlines (454)                                                                                                                                                                                                                                                 |
| Waterford                             | *Paramount Comm. (350)                                                                                                                                                                                                                                                                                  |

#### DELAWARE

| LOCATION | COMPANY |
|----------|---------|
|----------|---------|

|                                              |                                                          |
|----------------------------------------------|----------------------------------------------------------|
| Michael Castle (R-1)<br>Newark<br>Wilmington | *Chrysler Corp. (3,800)<br>*General Motors Corp. (3,200) |
|----------------------------------------------|----------------------------------------------------------|

# **FLORIDA**

| LOCATION                                   | COMPANY                                                                                                                                                                                                                                                                                      |
|--------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Michael Bilirakis (R-9)<br>Clearwater      | Honeywell Inc. (2,350)<br>Johnson & Johnson (825)<br>GTE Corp. (750)<br>Unisys Corp. (615)<br>Coca-Cola Co. (480)<br>Westinghouse Corp. (325)<br>Sears Roebuck & Co. (317)<br>Weyerhaeuser Co. (275)<br>J.C. Penney Co., Inc. (250)<br>ARA Group (200)<br>Home Shopping Network Inc. (5,082) |
| C.W. "Bill" Young (R-10)<br>St. Petersburg | *USX Corp. (133)                                                                                                                                                                                                                                                                             |
| Dan Miller (R-13)<br>Sarasota              | FPL Corp. (1,254)<br>Dayton Hudson Corp. (1,110)<br>Eaton Corp. (600)<br>Sears Roebuck & Co. (340)<br>GTE Corp. (300)<br>Ashland Oil, Inc. (275)<br>*Loral Corp. (650)                                                                                                                       |
| Porter Johnston Goss (R-14)<br>Fort Myers  | Nations Bank (780)<br>#General Electric Co. (670)<br>Gannett Co. (590)<br>Sears Roebuck & Co. (400)<br>J.C. Penney Co., Inc. (430)<br>Sprint Corp. (250)<br>Marriot Corp. (200)                                                                                                              |
| Carrie Meek (D-17)<br>Miami/Dade           | *American Airlines (448)                                                                                                                                                                                                                                                                     |
| Ileana Ros-Lehtinen (R-18)<br>Miami/Dade   | *American Airlines (1,082)                                                                                                                                                                                                                                                                   |
| Harry Johnston (D-19)<br>Boca Raton        | *American Airlines (638)                                                                                                                                                                                                                                                                     |
| Peter Deutsch (D-20)<br>Dade               | *American Airlines (1,303)                                                                                                                                                                                                                                                                   |
| Lincoln Diaz-Balart (R-21)<br>Dade County  | *American Airlines (1,700)                                                                                                                                                                                                                                                                   |

|                                           |                                               |
|-------------------------------------------|-----------------------------------------------|
| Clay Shaw (R-22)<br>Ft. Lauderdale        | *American Airlines (977)                      |
| Alcee Hastings (D-23)<br>Broward/Palm Bch | *American Airlines (280)                      |
| Titusville<br>Melbourne                   | *McDonnell Douglas (2,000)<br>*Rite Aid (101) |

#### GEORGIA

| LOCATION                                 | COMPANY                                                                                                                                                                         |
|------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Sanford Bishop, Jr. (D-2)<br>Albany      | *General Motors Corp. (440)                                                                                                                                                     |
| John Linder (R-4)<br>Doraville           | *General Motors Corp. (3,200)                                                                                                                                                   |
| John Lewis (D-5)<br>Hapeville, Atlanta   | *Ford Motor Co. (2,687)<br>*Loral Corp. (310)                                                                                                                                   |
| J. Roy Royland (D-8)<br>Albany, Valdosta | Nations Bank (780)<br>#General Electric Co. (670)<br>Gannett Co. (590)<br>Sears Roebuck & Co. (400)<br>J.C. Penney Co., Inc. (430)<br>Sprint Corp. (250)<br>Marriot Corp. (200) |
| Lafayette<br>Macon                       | *General Motors Corp. (385)<br>*McDonnell Douglas (550)                                                                                                                         |

#### ILLINOIS

| LOCATION                              | COMPANY                    |
|---------------------------------------|----------------------------|
| Bobby Rush (D-1)<br>Chicago           | *American Airlines (360)   |
| Mel Reynolds (D-2)<br>Chicago Heights | *Ford Motor Co. (2,240)    |
| Bill Lipinski (D-3)<br>Chicago        | *American Airlines (359)   |
| Luis Gutierrez (D-4)<br>Chicago       | *American Airlines (318)   |
| Dan Rostenkowski (D-5)<br>Chicago     | *American Airlines (1,112) |
| Henry Hyde (R-6)<br>NW Chicago        | *American Airlines (1,082) |

| LOCATION                                     | COMPANY                                                                                   |
|----------------------------------------------|-------------------------------------------------------------------------------------------|
| Cardiss Collins (D-7)<br>Chicago             | *American Airlines (609)                                                                  |
| Philip Crane (R-8)<br>Palatine/Arl. Hghts.   | *American Airlines (1,386)                                                                |
| Sidney Yates (D-9)<br>Evanston               | *American Airlines (689)                                                                  |
| John Porter (R-10)<br>Waukegan               | *American Airlines (432)                                                                  |
| George Sangmeister (D-11)<br>Chicago         | *Ford Motor Co. (2,772)<br>*LTV Steel (259)<br>*Archer Daniels Midland (137)              |
| Harris Fawell (R-13)<br>Naperville           | *American Airlines (492)                                                                  |
| J. Dinnis Hastert (R-14)<br>Aurora           | *American Airlines (537)                                                                  |
| Thomas Ewing (R-15)<br>Rantoul<br>Danville   | *Chrysler Corporation (500)<br>*General Motors Corp. (1,100)                              |
| Donald Manzullo (R-16)<br>Belvidere          | *Chrysler Corp. (3,700)<br>*American Airlines (613)                                       |
| Robert Michel (R-18)<br>Peoria               | *Archer Daniels Midland (162)                                                             |
| Glenn Poshard (D-19)<br>Decatur              | *Archer Daniels Midland (2,092)                                                           |
| Richard Durbin (D-20)<br>Hillsboro           | *Hiram Walker/Hillsboro Glass (228)                                                       |
| Hennepin<br>Steger<br>Bridgeport<br>Robinson | *LTV Steel (725)<br>*Archer Daniels Midland (103)<br>*USX Corp. (172)<br>*USX Corp. (738) |

#### INDIANA

| LOCATION                      | COMPANY                                              |
|-------------------------------|------------------------------------------------------|
| Peter Visclosky (D-1)<br>Gary | *Bethlehem Steel Corp. (6,070)<br>*USX Corp. (7,977) |

| LOCATION                                                              | COMPANY                                                                                                                                                                                                                                                                                                                                                   |
|-----------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Phillip R. Sharp (D-2)</b><br>Muncie<br><br>New Castle<br>Columbus | *General Motors Corp. (17,041)<br>Cooper Industries (2,700)<br>Asea Brown Boveri (1,725)<br>Textron, Inc. (530)<br>Aluminum Co. of America (500)<br>GenCorp Inc. (400)<br>United Technologies Corp. (340)<br>Dana Corp. (320)<br>GTE Corp. (300)<br>The Kroger Co. (250)<br>*Chrysler Corp. (1,150)<br>Cummins Engine Co. (22,900)                        |
| <b>Tim Roemer (D-3)</b><br>South Bend                                 | Bristol-Myers Squibb Co. (5,660)<br>*Ford Motor Co. (2,263)<br>#Allied Signal Inc. (2,200)<br>Cooper Industries (1,480)<br>Ameritech Corp. (709)<br>Dayton Hudson Co. (650)<br>Whirlpool Corp. (625)<br>Marriott Co. (620)<br>Aluminum Co. of America (600)<br>Dana Corp. (450)                                                                           |
| <b>Jill Long (D-4)</b><br>Fort Wayne                                  | *General Motors Corp. (2,657)                                                                                                                                                                                                                                                                                                                             |
| <b>Stephen Buyer (R-5)</b><br>Kokomo                                  | *Chrysler Corp. (19,062)                                                                                                                                                                                                                                                                                                                                  |
| <b>Frank McCloskey (D-8)</b><br>Bedford                               | *Ford Motor Company (812)<br>*General Motors Corp. (1,306)                                                                                                                                                                                                                                                                                                |
| <b>Andrew Jacobs, Jr. (D-10)</b><br>Indianapolis                      | *Chrysler Corporation (950)<br>*Ford Motor Co. (2,844)<br>*General Motors Corp. (8,624)<br>*USX Corp. (933)                                                                                                                                                                                                                                               |
| <b>Lee H. Hamilton (D-9)</b><br>Jeffersonville<br>Connersville        | *Ford Motor Co. (3,335)<br>American Brands, Inc. (1,200)<br>Colgate-Palmolive Co. (1,000)<br>National Intergroup (810)<br>GTE Corp. (750)<br>American Electric Power Co. (621)<br>Dresser Industries (560)<br>CSX Corp. (560)<br>#General Electric Co. (550)<br>Dayton Hudson Corp. (200)<br>Sears Roebuck & Co. (200)<br>Hillenbrand Industries (10,500) |
| East Chicago                                                          | *LTV Steel (3913)                                                                                                                                                                                                                                                                                                                                         |

**IOWA**

| LOCATION                                               | COMPANY                                                                                                                                                                                                                                                                                                                                                                  |
|--------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>James A. Leach (R-1)</b><br>Davenport, Cedar Rapids | Rockwell International (15,501)<br>Aluminum Co. of America (2,900)<br>Phillip Morris Cos., Inc. (2,600)<br>Litton Industries, Inc. (1,260)<br>MCI Communications (1,150)<br>Deere & Co. (950)<br>International Paper Co. (800)<br>The Proctor & Gamble Co. (710)<br>General Mills, Inc. (600)<br>Monsato Co. (500)<br>*Archer Daniels Midland (237)<br>Fisher, Inc. (90) |
| <b>Fred Grandy (R-5)</b><br>Sioux City                 | MCI Communications (1,200)<br>American Home Products Corp. (500)<br>Eaton Corp. (400)<br>Union Camp Corp. (400)<br>*General Motors Co. (232)<br>General Electric Co. (215)<br>Sears Roebuck and Co. (200)<br>Witco Corp. (200)<br>Winnebago Industries, Inc. (2,270)                                                                                                     |
| Clinton                                                | *Archer Daniels Midland (430)                                                                                                                                                                                                                                                                                                                                            |

**KANSAS**

| LOCATION                                         | COMPANY                                                                                                                                                                                                                                              |
|--------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Jim Slattery (D-2)</b><br>Topeka              | Santa Fe Pacific Corp. (2,700)<br>Goodyear Co. (2,000)<br>Hallmark Cards (1,900)<br>#Southwestern Bell Corp. (1,000)<br>Colgate-Palmolive Co. (650)<br>PepsiCo (580)<br>#Allied Signal Inc. (500)<br>The Quaker Oats Co. (250)<br>Sprint Corp. (200) |
| <b>Jan Meyers (R-3)</b><br>Kansas City<br>Olathe | *General Motors Corp. (2,876)                                                                                                                                                                                                                        |

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| Dan Glickman (D-4)<br>Wichita | #Boeing Co. (20,400)<br>Raytheon Co. (7,250)<br>Textron, Inc. (2,037)<br>Pepsico (1,650)<br>#Southwestern Bell Corp. (1,438)<br>Emerson Electric Co. (750)<br>#General Electric Co. (700)<br>J.C. Penney Co., Inc. (500)<br>The Kroger Co. (500)<br>Texaco (500)<br>Santa Fe Pacific Corp. (500)<br>Beech Aircraft Corp. (10,700)<br>Learjet Inc. (3,000)<br>Koch Industries Inc. (10,800)<br>Cessna Aircraft Co, Inc. (5,400) |
|-------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

#### KENTUCKY

| LOCATION                                            | COMPANY                                                                                                                                                                                                                                                                                                                        |
|-----------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| William Natcher (D-2)<br>Bowling Green<br>Bardstown | *General Motors Corp. (1,070)<br>*Hiram Walker/Maker's Mark<br>Distiller, Inc. (65)                                                                                                                                                                                                                                            |
| Romano Mazzoli (D-3)<br>Louisville                  | *Ford Motor Co. (5,911)                                                                                                                                                                                                                                                                                                        |
| Jim Bunning (R-4)<br>Ashland                        | *American Airlines (411)                                                                                                                                                                                                                                                                                                       |
| Scotty Baesler (D-6)<br>Lexington; Frankfort        | GTE Corp. (1,550)<br>Ashland Oil, Inc. (1,368)<br>Texas Instruments (700)<br>Minnesota Mining & Manufact. (520)<br>#General Electric Co. (450)<br>Union Pacific (424)<br>#Allied Signal Inc. (400)<br>Marriott Co. (392)<br>Dresser Industries, Inc. (379)<br>American Brands, Inc (356)<br>Toyota Motor Manufacturing (4,000) |

#### LOUISIANA

| LOCATION                                  | COMPANY                       |
|-------------------------------------------|-------------------------------|
| Jim McCrery (R-5)<br>Monroe<br>Shreveport | *General Motors Corp. (3,354) |

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|-----------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| W.J. Tauzin (D-3)<br>New Iberia<br>Gulf Coast | Shell Oil Co. (2,242)<br>Halliburton Co. (1,257)<br>Chevron Corp. (1,116)<br>Mobil Corp. (900)<br>Dresser Industries, Inc. (600)<br>#E.I. Du Pont de Nemours & CO.<br>(590)<br>*USX Corp. (500)<br>Monsanto Co. (500)<br>Occidental Roebuck & Co. (282)<br>Sears Roebuck & Co. (200) |
| James Hayes (D-7)<br>Lafayette                | *USX Corp. (568)                                                                                                                                                                                                                                                                     |
| Supreme<br><br>Ama<br><br>Garyville           | *Archer Daniels Midland/Supreme<br>Sugar Co. (122)<br>*Archer Daniels Midland/Growmark<br>River (108)<br>*USX Corp. (526)                                                                                                                                                            |

#### MAINE

| LOCATION                         | COMPANY                                                                                                                                                                                                                                    |
|----------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Olympia J. Snowe (R-2)<br>Auburn | Minnesota Mining & Manufact. (2,990)<br>Emerson Electric Co. (1,000)<br>Phillip Morris Cos., Inc. (600)<br>KMart Corp. (400)<br>Certained Corp. (250)<br>BellSouth Corp. (250)<br>Burlington Northern (225)<br>Colgate-Palmolive Co. (200) |

#### MARYLAND

| LOCATION                                         | COMPANY                                                                    |
|--------------------------------------------------|----------------------------------------------------------------------------|
| Baltimore, Sparrows Point<br>Seabrook<br>Hanover | *Bethlehem Steel Corp. (6,668)<br>*Loral Corp. (510)<br>*Loral Corp. (310) |
| Benjamin Cardin (D-3)<br>Baltimore               | *General Motors Corp. (3,300)<br>*Giant Foods (N/A)                        |

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|-----------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Kweisi Mfume (D-7)</b><br>Baltimore                    | *General Motors Corp. (3,400)<br>*CSX Corp. (550)<br>#Bell Atlantic (500)<br>Citicorp (300)<br>J.C. Penney CO., Inc. (300)<br>ITT Corp. (290)<br>*Giant Food (N/A)                                                                                                                                                         |
| <b>Constance A. Morella (R-8)</b><br>Wheaton (DC Suburbs) | Bechtel Group (2,730)<br>Marriott Corp. (1,850)<br>#IBM Corp. (1,625)<br>*General Motors Co. (1,200)<br>#General Electric Co. (1,000)<br>Nations Bank (802)<br>Halliburton Co. (650)<br>GTE Corp. (570)<br>AT&T (500)<br>Corning Inc. (500)<br>*Loral Corp. (5,750)<br>*Giant Food (N/A)<br>Martin Marietta Corp. (59,900) |

#### MASSACHUSETTS

| LOCATION                                             | COMPANY                                                                                                                                                                                                                     |
|------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Richard E. Neal (D-2)</b><br>Springfield          | Monsanto Co. (1,000)<br>Sears Roebuck & Co. (700)<br>TYCO Corp. (600)<br>Marriott Corp. (590)<br>McKesson Corp. (400)<br>Digital Equipment Corp. (350)<br>ITT Corp. (202)<br>NYNEX Corp. (200)<br>#Ryder System, Inc. (200) |
| <b>Peter Torkildsen (R-6)</b><br>Lynn/Peabody        | *American Airlines (345)                                                                                                                                                                                                    |
| <b>Edward Markey (D-7)</b><br>Revere                 | *American Airlines (339)                                                                                                                                                                                                    |
| Needham Heights<br>Chelmsford<br>Lexington<br>Woburn | *Paramount Comm. (310)<br>*Loral Corp. (250)<br>*Loral Corp. (670)<br>*Loral Corp. (150)                                                                                                                                    |

#### MICHIGAN

| LOCATION | COMPANY |
|----------|---------|
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|--------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|
| Bart Stupak (D-1)<br>Traverse City                                                   | *American Airlines (3110)                                                                              |
| Peter Hoekstra (R-2)<br>Coopersville                                                 | *General Motors Corp. (930)                                                                            |
| Paul Henry (R-3)<br>Grand Rapids                                                     | *General Motors Corp. (5,575)                                                                          |
| David Camp (R-4)<br>Ewart                                                            | *Chrysler Corp. (800)                                                                                  |
| James Barcia (D-5)<br>Saginaw<br>Flint<br>Bay City                                   | *General Motors Corp. (19,152)<br>*USX Corp. (194)                                                     |
| Nick Smith (R-7)<br>Adrian                                                           | *General Motors Corp. (1,105)                                                                          |
| Bob Carr (D-8)<br>Chelsea<br>Saline<br>Flint, Lansing                                | *Chrysler Corp. (550)<br>*Ford Motor Co. (2,329)<br>*General Motors Corp. (20,840)                     |
| Dale Kildee (D-9)<br>Auburn Hills<br>Flint, Grand Blanc, Pontiac                     | *Chrysler Corp. (3,500)<br>*General Motors Corp. (64,399)                                              |
| David Bonior (D-10)<br>New Baltimore<br>Romeo, Mount Clemens, Utica                  | *Chrysler Corp. (200)<br>*Ford Motor Co. (6,525)                                                       |
| Joseph Knollenberg (R-11)<br>Wixom<br>Milford, Livonia<br>Farmington Hills           | *Ford Motor Co. (3,735)<br>*General Motors Corp. (7,089)<br>*Hiram Walker (70)                         |
| Sander Levin (D-12)<br>Detroit, Sterling Heights<br>Sterling Heights<br>Warren, Troy | *Chrysler Corp. (13,485)<br>*Ford Motor Co. (4,743)<br>*General Motors Corp. (22,389)                  |
| William Ford (D-13)<br>Plymouth, Ypsilanti,<br>Livonia, Wayne                        | *Ford Motor Co. (15,772)<br>*General Motors Corp. (14,027)                                             |
| John Conyers, Jr. (D-14)<br>Detroit                                                  | *Chrysler Corp. (5,550)                                                                                |
| Barbara-Rose Collins (D-15)<br>Detroit                                               | *Chrysler Corp. (5,704)<br>*Ford Motor Co. (100)<br>*General Motors Corp. (11,874)<br>*USX Corp. (428) |

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| John Dingell (D-16)<br>Trenton<br>Dearborn                                    | *Chrysler Corp. (2,800)<br>*Ford Motor Co. (25,161)<br>*Loral Corp. (310)                                                                                                                                                                                                                             |
| Fred Upton (R-6)<br>St. Joseph<br><br><br><br><br><br>Kalamazoo, Three Rivers | Whirlpool Corp. (4,241)<br>American Electric Power Co. (3,220)<br>Zenith Electronics Corp. (2,400)<br>The Upjohn Co. (1,400)<br>Eaton Corp. (1,400)<br>#Allied Signal (1,100)<br>Cooper Industries (900)<br>United Technologies Corp. (525)<br>*Ford Motor Co. (475)<br>*General Motors Corp. (3,150) |

#### MINNESOTA

| LOCATION                       | COMPANY                 |
|--------------------------------|-------------------------|
| Bruce Vento (D-4)<br>St. Paul  | *Ford Motor Co. (1,963) |
| James Oberstar (D-8)<br>Duluth | *USX Corp. (1,691)      |
| Hoyt Lakes                     | *LTV Steel (1,455)      |

#### MISSISSIPPI

| LOCATION                                        | COMPANY                       |
|-------------------------------------------------|-------------------------------|
| GV (Sonny) Montgomery (D-3)<br>Laurel, Meridian | *General Motors Corp. (790)   |
| Mike Parker (D-4)<br>Brookhaven, Clinton        | *General Motors Corp. (2,059) |

#### MISSOURI

| LOCATION                                  | COMPANY                                            |
|-------------------------------------------|----------------------------------------------------|
| James Talent (R-2)<br>Fenton<br>Hazelwood | *Chrysler Corp. (4,900)<br>*Ford Motor Co. (2,607) |
| Pat Danner (D-6)<br>Kansas City           | *Ford Motor Co. (4,243)                            |

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|--------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Harold L. Volkmer (D-9)</b><br>Columbia | GTE Corp. (2,165)<br>American Cyanamid Co. (950)<br>State Farm Insurance Cos. (740)<br>Philip Morris Cos., Inc. (680)<br>Minnesota Mining & Manufact. (560)<br>*General Motors Corp. (4952)<br>Cooper Industries (275)<br>Norfolk Southern Corp. (250)<br>#E.I. Du Pont de Nemours & Co.<br>(230)<br>#Rider System, Inc. (231) |
| St. Louis<br>St. Charles                   | *McDonnell Douglas (35,000)<br>*McDonnell Douglas (3,000)                                                                                                                                                                                                                                                                      |

#### NEBRASKA

| LOCATION                             | COMPANY                                                                                                                                                                                                                                                                                                                                                |
|--------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Douglas Bereuter (R-1)<br>Lincoln    | *Archer Daniels Midland (389)                                                                                                                                                                                                                                                                                                                          |
| Barbara Vucanovich (R-2)<br>Sparks   | *General Motors Corp. (349)                                                                                                                                                                                                                                                                                                                            |
| <b>Peter Hoagland (D-2)</b><br>Omaha | Union Pacific (30,000)<br>American Express Co. (6,260)<br>AT&T (3,200)<br>Marriott Corp. (1,290)<br>Kellogg Corp. (850)<br>Sears Roebuck & Co. (555)<br>Minnesota Mining & Manufact. (335)<br>Burlington Northern (323)<br>Harris Corp. (300)<br>J.C. Penney Co., Inc. (300)<br>First Data Resources Inc. (6,905)<br>Wats Marketing of America (4,550) |

#### NEW JERSEY

| LOCATION                                 | COMPANY                                                                                                                                                                                                            |
|------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Robert E. Andrews (D-1)</b><br>Camden | #General Electric Co. (6,000)<br>Mobil Corp. (1,650)<br>CIGNA (950)<br>J.C. Penney Co., Inc. (530)<br>The Travelers Corp. (460)<br>Sears Roebuck & Co. (450)<br>Manville Corp. (253)<br>#Ryder Systems, Inc. (240) |

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|-----------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Marge Roukema (R-5)</b><br>Ridgewood                               | #IBM Corp. (2,700)<br>#Eastman Kodak Co. (2,260)<br>#Bell Atlantic (1,227)<br>Ingersoll-Rand Co. (1,210)<br>The Proctor & Gamble Co. (980)<br>Hewlett-Packard (450)<br>Witco Corp. (400)<br>Sears Roebuck & Co. (400)<br>Marriott Corp. (311)<br>Met Life Insurance Co. (250)                                                        |
| <b>Christopher Smith (R-4)</b><br>Trenton                             | *General Motors Corp. (2,287)                                                                                                                                                                                                                                                                                                        |
| <b>Bob Franks (D-7)</b><br>Linden                                     | *General Motors Corp. (700)                                                                                                                                                                                                                                                                                                          |
| <b>Frank Pallone, Jr. (D-6)</b><br>Long Branch, Edison, New Brunswick | AT&T (7,000)<br>Johnson & Johnson (5,550)<br>Bristol-Myers Squibb Co. (5,500)<br>The Proctor & Gamble Co. (1,500)<br>*Ford Motor Co. (1,542)<br>MCI Communications (1,175)<br>#E.I. Du Pont de Nemours & Co. (1,000)<br>Union Carbide Corp. (890)<br>Sears Roebuck & Co. (800)<br>Hercules Inc. (750)<br>*General Motors Corp. (410) |
| <b>Englewood Cliffs</b><br>Old Tappan<br>Morristown                   | *Paramount Comm. (1,720)<br>*Paramount Comm. (410)<br>*Paramount Comm. (300)                                                                                                                                                                                                                                                         |

#### NEVADA

| LOCATION                                | COMPANY                                        |
|-----------------------------------------|------------------------------------------------|
| <b>James Bilbray (D-1)</b><br>Las Vegas | *Loral Corp. (620)<br>*American Airlines (289) |

#### NEW MEXICO

| LOCATION                                 | COMPANY                                                                                         |
|------------------------------------------|-------------------------------------------------------------------------------------------------|
| <b>Bill Richardson (D-3)</b><br>Santa Fe | Chevron Corp. (773)<br>J.C. Penney Co., Inc. (600)<br>Unocal (234)<br>Dayton Hudson Corp. (200) |

# **NEW YORK**

| LOCATION                                                                    | COMPANY                                                 |
|-----------------------------------------------------------------------------|---------------------------------------------------------|
| Rick Lazio (R-2)<br>Babylon                                                 | *American Airlines (390)                                |
| Peter King (R-3)<br>Wantagh                                                 | *American Airlines (595)                                |
| David Levy (R-4)<br>Hempstead                                               | *American Airlines (575)                                |
| Gary Ackerman (D-5)<br>Queens/Suffolk)                                      | *American Airlines (372)                                |
| Floyd Flake (D-6)<br>Queens                                                 | *American Airlines (810)                                |
| Thomas Manton (D-7)<br>Queens/Bronx                                         | *American Airlines (378)                                |
| Charles Schumer (D-9)<br>Brooklyn                                           |                                                         |
| Susan Molinari (R-13)<br>Staten Island                                      |                                                         |
| Carolyn Maloney (D-14)<br>New York                                          | *General Motors Corp. (260)<br>*American Airlines (507) |
| Charles Rangel (D-15)<br>Harlem                                             |                                                         |
| Jose Serrano (D-16)<br>South Bronx                                          |                                                         |
| Hamilton Fish, Jr. (R-19)<br>North Tarrytown<br>White Plains<br>Westchester | *General Motors Corp. (2,028)                           |
| Benjamin Gilman (R-20)<br>Tarrytown, Tockland Cty                           |                                                         |
| Sherwood Boehlert (R-23)<br>Utica                                           |                                                         |
| John McHugh (R-24)<br>Massena                                               | *General Motors Corp. (354)                             |
| James Walsh (R-25)<br>Syracuse                                              | *Chrysler Corp (1,900)<br>*General Motors Corp. (1,366) |
| Bill Paxon (R-27)<br>Williamsville                                          |                                                         |
| Louise Slaughter (D-28)<br>Rochester                                        | *General Motors Corp. (8,750)                           |

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|------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| John LaFalce (D-29)<br>Lockport, Tonawanda                                               | *General Motors Corp. (11,642)                                                                                                                                                          |
| Jack Quinn (R-30)<br>Buffallo                                                            | *Ford Motor Co. (2,463)<br>*General Motors Corp. (2,530)<br>*Bethlehem Steel Corp. (1,016)                                                                                              |
| Armory Houghton (R-31)<br>Coming, Jamestown, Elmira                                      | Corning Inc. (30,700)                                                                                                                                                                   |
| New York City<br>West Nyack<br>Rome<br>Owego<br>Syosset<br>Hauppauge<br>Yonkers<br>Bronx | *Paramount Comm. (2,380)<br>*Paramount Comm. (230)<br>*Rite Aid (389)<br>*Loral Corp. (2,900)<br>*Loral Corp. (480)<br>*Loral Corp. (430)<br>*Loral Corp. (1,030)<br>*Loral Corp. (110) |

#### NORTH CAROLINA

| LOCATION                                 | COMPANY                       |
|------------------------------------------|-------------------------------|
| Tim Valentine (D-2)<br>Durham            | *American Airlines (402)      |
| David Price (D-4)<br>Chapel Hill/Raleigh | *American Airlines (3,583)    |
| Charlie Rose (D-7)<br>Fayetteville       |                               |
| Alex McMillan (R-9)<br>Charlotte         |                               |
| Southport                                | *Archer Daniels Midland (150) |

#### OHIO

| LOCATION                                               | COMPANY                                                                        |
|--------------------------------------------------------|--------------------------------------------------------------------------------|
| David Mann (D-1)<br>Cincinnati                         | *American Airlines (317)                                                       |
| Robert Portman (R-2)<br>Batavia, Sharonville           | *Ford Motor Co. (3,619)                                                        |
| Tony Hall (D-3)<br>Dayton                              | *Chrysler Corp. (1,300)<br>*General Motors Corp. (>4,504)                      |
| Michael G. Oxley (R-4)<br>Lima<br>Mansfield<br>Findlay | *Ford Motor Co. (2,455)<br>*General Motors Corp. (3,054)<br>*USX Corp. (1,744) |

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|----------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------|
| Paule Gillmor (R-5)<br>Sandusky, Defiance                            | *Chrysler Corp. (200)<br>*Ford Motor Co. (1,465)<br>*General Motors Corp. (3,780)                                                    |
| <b>Ted Strickland (D-6)</b><br>Portsmouth, Athens                    |                                                                                                                                      |
| <b>David Hobson (R-7)</b><br>Springfield                             | *USX Corp. (527)                                                                                                                     |
| Marcy Kaptur (D-9)<br>Toledo                                         | *Chrysler Corp. (6,000)<br>*Ford Motor Co. (856)<br>*General Motors Corp. (4,496)<br>*USX Corp. (185)                                |
| Martin Hoke (R-10)<br>Parma                                          | *General Motors Corp. (4,858)                                                                                                        |
| <b>Louis Stokes (D-11)</b><br>Euclid                                 | *General Motors Corp. (611)                                                                                                          |
| Sherrod Brown (D-13)<br>Lorain, Avon Lake                            | *Ford Motor Co. (6,543)                                                                                                              |
| Thomas Sawyer (D-14)<br>Twinsburg, Akron                             | *Chrysler Corp. (2,800)<br>*USX Corp. (106)<br>*Loral Corp. (1,340)                                                                  |
| Deborah Pryce (R-15)<br>Columbus                                     | *General Motors Corp. (2,112)<br>*USX Corp. (196)                                                                                    |
| James Traficant, Jr. (D-17)<br>Lordstown, Warren                     | *General Motors Corp. (20,675)                                                                                                       |
| Eric Fingerhut (D-19)<br>Cleveland                                   | *Ford Motor Co. (7,962)<br>*LTV Steel (6,200)                                                                                        |
| Independence<br>Warren<br>North Ridgeville<br>Elyria<br>Enon<br>Lima | *LTV Steel (120)<br>*LTV Steel (222)<br>*Invacare/Action Technology (68)<br>*Invacare (1455)<br>*USX Corp. (568)<br>*USX Corp. (114) |

#### OKLAHOMA

| LOCATION                          | COMPANY                                             |
|-----------------------------------|-----------------------------------------------------|
| James Inhofe (R-1)<br>Tulsa       | *Ford Motor Co. (943)<br>*American Airlines (5,290) |
| Mike Synar (D-2)<br>Muskogee      | *American Airlines (1,782)                          |
| <b>Bill Brewster (D-3)</b><br>Ada |                                                     |

|                                     |                                                   |
|-------------------------------------|---------------------------------------------------|
| Dave McCurdy (D-4)<br>Oklahoma City | *General Motors Corp. (5,449)<br>*USX Corp. (404) |
|-------------------------------------|---------------------------------------------------|

#### PENNSYLVANIA

| LOCATION                                                                       | COMPANY                                                                                                                       |
|--------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------|
| Ron Klink (D-4)<br>Western PA                                                  |                                                                                                                               |
| James Greenwood (R-8)<br>Bensalem                                              | *General Motors Corp. (545)                                                                                                   |
| John Murtha (D-12)<br>Johnstown                                                | *Bethlehem Steel Corp. (519)                                                                                                  |
| Marjorie M. Mezvinsky (D-13)<br>Lansdale                                       | *Ford Motor Co. (2,302)                                                                                                       |
| William Coyne (D-14)<br>Pittsburgh                                             |                                                                                                                               |
| Paul McHale (D-15)<br>Bethlehem                                                | *Bethlehem Steel Corp. (4,781)                                                                                                |
| George Gekas (R-17)<br>Harrisburg                                              | *Bethlehem Steel Corp. (1,469)<br>*Rite Aid (650)                                                                             |
| Rick Santorum (R-18)<br>Pittsburgh                                             | *General Motors Corp. (900)<br>*LTV Steel (764)<br>*USX Corp. (6,119)                                                         |
| William Goodling (R-19)<br>York                                                |                                                                                                                               |
| Aliquippa<br>Bristol<br>Shiremanstown<br>Fairless Hills<br>Archbald<br>Horsham | *LTV Steel (570)<br>*Paramount Comm. (520)<br>*Rite Aid (650)<br>*USX Corp. (964)<br>*Loral Corp. (460)<br>*Loral Corp. (350) |

#### RHODE ISLAND

| LOCATION                            | COMPANY                                                                                             |
|-------------------------------------|-----------------------------------------------------------------------------------------------------|
| Ronald Machtley (D-1)<br>Providence | HASBRO Inc. (10,500)<br>Mark Steven Service Merchandisers<br>Inc. (2,100)<br>Cross ATCO Inc. (1,8)) |

**SOUTH CAROLINA**

| LOCATION                                       | COMPANY                                                                         |
|------------------------------------------------|---------------------------------------------------------------------------------|
| <b>John Spratt, Jr. (D-5)</b><br>North Central | Policy Management Systems Corp.<br>(4,403)<br>Sonoco Products Co. Inc. (15,000) |
| Ridgeway                                       | *Rite Aid (160)                                                                 |

**TENNESSEE**

| LOCATION                                             | COMPANY                                                        |
|------------------------------------------------------|----------------------------------------------------------------|
| <b>Jim Cooper (D-4)</b><br>North East, South Central |                                                                |
| Bob Clement (D-5)<br>Nashville                       | *Ford Motor Co. (1,643)<br>*American Airlines (1,740)          |
| Bart Gordon (D-6)<br>N. Cn./Nurfressboro)            | *American Airlines (1,071)                                     |
| Don Sundquist (R-7)<br>Spring Hill                   | *General Motors Corp. (5,877)                                  |
| <b>Harold Ford (D-9)</b><br>Memphis                  | *Archer Daniels Midland (127)<br>Federal Express Corp (91,550) |
|                                                      |                                                                |

**TEXAS**

| LOCATION                                   | COMPANY                                      |
|--------------------------------------------|----------------------------------------------|
| <b>Jim Chapman, Jr. (D-1)</b><br>Texarkana |                                              |
| Sam Johnson (R-3)<br>N. Dallas             | *American Airlines (1,476)                   |
| Ralph Hall (D-4)<br>Tyler                  | *USX Corp. (186)<br>*American Airlines (550) |
| John Bryant (D-5)<br>Dallas                | *USX Corp. (130)<br>*American Airlines (485) |
| Joe Barton (R-6)<br>Ft. Worth/Arlington    | *American Airlines (13,015)                  |
| <b>J. J. Pickle (D-10)</b><br>Austin       | *American Airlines (455)                     |
| Pete Geren (D-12)<br>Ft. Worth             | *American Airlines (2,800)                   |

| LOCATION                                                           | COMPANY                                                                                                                                                                                                                |
|--------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| William Sarpalius (D-13)<br>Wichita Falls                          | *General Motors Corp. (330)                                                                                                                                                                                            |
| Ronald Coleman (D-16)<br>Waxo                                      | *Chrysler Corp. (113)                                                                                                                                                                                                  |
| Charles Stenholm (D-17)<br>Abilene                                 | *American Airlines (284)                                                                                                                                                                                               |
| Henry Gonzalez (D-20)<br>San Antonio                               | *USX Corp. (142)<br>*American Airlines (532)                                                                                                                                                                           |
| Lamar Smith (R-21)<br>Bexar Co.                                    | *American Airlines (335)                                                                                                                                                                                               |
| Henry Bonilla (R-23)<br>El Paso<br>Arlington                       | *Chrysler Corp. (125)<br>*General Motors Corp. (3,727)<br>*LTV Energy Products (300)                                                                                                                                   |
| Martin Frost (D-24)<br>Fort Worth                                  | *General Motors Corp. (589)<br>*American Airlines (2,807)                                                                                                                                                              |
| Michael Andrews (D-25)<br>Houston                                  |                                                                                                                                                                                                                        |
| Richard Armey (R-26)<br>Irving/Denton                              | *American Airlines (4,988)                                                                                                                                                                                             |
| Solomon Ortiz (D-27)<br>Brownsville                                | *General Motors Corp. (4,599)                                                                                                                                                                                          |
| Gene Green (D-29)<br>Houston                                       | Brown & Root Holdings (52,000)                                                                                                                                                                                         |
| Houston<br><br>Garland<br>Iraan<br>Midland<br>Texas City<br>Dallas | *LTV Energy Products (250)<br>*McDonnell Douglas (600)<br>*USX Corp. (1,095)<br>*Loral Corp. (1,420)<br>*LTV Energy Products (275)<br>*USX Corp. (175)<br>*USX Corp. (413)<br>*USX Corp. (287)<br>*Loral Corp. (2,840) |

#### UTAH

| LOCATION                               | COMPANY                  |
|----------------------------------------|--------------------------|
| Karen Shephard (D-2)<br>Salt Lake City | *McDonnell Douglas (350) |
|                                        |                          |

**VIRGINIA**

| LOCATION                                   | COMPANY                                                                          |
|--------------------------------------------|----------------------------------------------------------------------------------|
| Bobby Scott (D-3)<br>Norfolk               | *Ford Motor Co. (1,627)<br>*Loral Corp. (100)                                    |
| Lewis Payne, Jr. (D-5)<br>Danville         | Braelan Corp (5,000)<br>Dan River Inc. (5,000)<br>Bassett Furniture Ind. (7,460) |
| Thomas Bliley, Jr. (R-7)<br>Fredericksburg | *General Motors Corp. (350)                                                      |
| Jim Moran (D-8)<br>Alexandria              | *American Airlines (487)<br>*Giant Foods (NA)                                    |
| Rick Boucher (D-9)<br>Blacksburg           |                                                                                  |
| Frank Wolf (R-10)<br>Manassas              | *Loral Corp. (2,500)<br>*American Airlines (367)<br>*Giant Foods (NA)            |
| Leslie Bryne (D-11)<br>Fairfax             | *American Airlines (278)<br>*Giant Foods (NA)                                    |
| Chantilly                                  | *Loral Corp. (200)                                                               |

**WASHINGTON**

| LOCATION                       | COMPANY                                          |
|--------------------------------|--------------------------------------------------|
| Jim McDermott (D-7)<br>Seattle | #Boeing Co (159,100)<br>Seattle Times Co (2,700) |
|                                |                                                  |

**WEST VIRGINIA**

| LOCATION                                            | COMPANY                                          |
|-----------------------------------------------------|--------------------------------------------------|
| Robert Wise, Jr. (D-2)<br>Martinsburg<br>Charleston | *General Motors Corp. (1,016)<br>*Rite Aid (391) |
| Gary                                                | *USX Corp. (982)                                 |

**WISCONSIN**

| LOCATION | COMPANY |
|----------|---------|
|----------|---------|

|                                                    |                                                          |
|----------------------------------------------------|----------------------------------------------------------|
| Peter Barca (R-1)<br>Kenosha<br>Janesville         | *Chrysler Corp. (1,150)<br>*General Motors Corp. (5,235) |
| Scott Klug (R-2)<br>Madison                        | Lands End Inc. (4,700)                                   |
| Steve Gunderson (R-3)<br>Eau Claire<br>La Cross    |                                                          |
| Gerald Klecka (D-4)<br>Oak Creek                   | *General Motors Corp. (3,245)                            |
| Thomas Petri (R-6)<br>Fond du Lac                  | Kohler Co (13,500)                                       |
| F. James Sensenbrenner, Jr.<br>(R-9)<br>Beaver Dam | *Chrysler Corp. (350)                                    |

#### WYOMING

|                             |                  |
|-----------------------------|------------------|
| <u>LOCATION</u>             | <u>COMPANY</u>   |
| Craig Thomas (R-AL)<br>Cody | *USX Corp. (269) |

---

## **Clinton Presidential Records Digital Records Marker**

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This is not a presidential record. This is used as an administrative marker by the William J. Clinton Presidential Library Staff.

This marker identifies the place of a tabbed divider. Given our digitization capabilities, we are sometimes unable to adequately scan such dividers. The title from the original document is indicated below.

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### **4. Chain Drug Stores (Small Business)**

Divider Title: \_\_\_\_\_

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## **Clinton Presidential Records Digital Records Marker**

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This is not a presidential record. This is used as an administrative marker by the William J. Clinton Presidential Library Staff.

This marker identifies the place of a tabbed divider. Given our digitization capabilities, we are sometimes unable to adequately scan such dividers. The title from the original document is indicated below.

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### **5. CEO**

#### **Letters / Support**

Divider Title: \_\_\_\_\_

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THE WHITE HOUSE  
WASHINGTON

JUL 26 1994

TO: HAROLD ICKES, DEPUTY CHIEF OF STAFF  
✓ALEXIS HERMAN, ASSISTANT TO THE  
PRESIDENT  
IRA MAGAZINER, SENIOR ADVISOR TO THE  
PRESIDENT  
GREG LAWER, DIRECTOR OF THE DELIVERY  
ROOM  
JACK LEW, SPECIAL ASSISTANT TO THE  
PRESIDENT  
CHRIS JENNINGS, SPECIAL ASSISTANT TO  
THE PRESIDENT

FROM: CAREN WILCOX

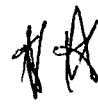
DATE: JULY 26, 1994

RE: ~~NACDS~~

---

I've attached the following for your  
information.

Activities Conducted to Support President Clinton's Health Care Reform Initiative  
By the Community Retail Pharmacy Health Care Reform Coalition

- The Community Retail Pharmacy Coalition, consisting of the National Association of Chain Drug Stores (NACDS) and the National Association of Retail Druggists (NARD) was one of the first groups to endorse the President's health care reform plan and has consistently been highly vocal and active in generating support among its members, its pharmacy customers and the elderly.
- The Coalition is particularly supportive of the pharmacy-related provisions of the HSA, especially the Medicare Outpatient Drug Benefit. The Coalition's primary issue is the provision requiring drug manufacturers to give equal access to discounts for purchasers meeting the same terms and conditions established by the manufacturer. 
- Currently, manufacturers give significant discounts to preferred purchasers of prescription drugs (mail order pharmacy, HMOs, etc.). The cost of these discounts are shifted to retail consumers. Consequently, every consumer who purchases prescription products in a local pharmacy -- including senior citizens -- subsidizes the lower prices given to the preferred buyers. The President's proposal ends this practice by requiring that the discounts be offered to retail pharmacies if they meet the terms and conditions set by the manufacturer. The Coalition does not seek favorable treatment, only equitable treatment. All consumers -- especially senior citizens -- will benefit from this provision and costs to the federal government will be lower.
- The Coalition took the lead in establishing the Small Business Coalition for Health Care Reform, which today consists of 29 national organizations representing more than 625,000 small businesses employing more than 5.5 million Americans. The Small Business Coalition actively supports universal coverage with a shared responsibility between employer and employee, and actively counters the misinformation and opposition activities of the National Federation of Independent Business. Activities undertaken by the Small Business Coalition include letter writing campaigns, and an aggressive program of editorial board visits and media interviews.
- Additionally, the Community Retail Pharmacy Coalition has testified several times in support of the President's bill, and provided numerous sites for pro-Clinton health care reform rallies and events.
- Leadership of NACDS also independently developed strong corporate support from other large corporations both within and outside of the retail chain drug store industry for the President's plan.
- The Community Retail Pharmacy Coalition of NACDS and NARD have been a true supporter the White House could always count upon as a supporter of the President's health care reform objectives and continues to work for a successful conclusion.

TO: Melanne Verveer, Ira Magaziner, Greg Lawler, Alexis  
Herman, Mike Lux  
FROM: Walter Zelman  
RE: Clinics Endorsment of Universal Coverage

Attached is a supportive letter from the American Group Practices Association. The Association includes most of the best known multi-specialty clinics in the country --Mayo, Cleveland, Geisinger, Scripps, etc..

The letter supports universal coverage, with comprehensive benefits, and a "date certain."

I am working with the group's Executive Director to see what they might be willing to do publicity wise. Some of the member clinics --Mayo especially-- are cautious and have strong ties to those who want to move more incrementally. We need to make certain a public message would be the right one.

A similar letter, with much more detail, went to Members of Congress. I thought it would help, for our purposes, to have a cleaner, shorter, and stronger letter to the President.

The Executive Director wants to be helpful. I will work with him where to focus on key states where major clinics are supportive.

JUL 27 1994



## **American Group Practice Association**

1422 Duke Street  
Alexandria, Virginia 22314-3430  
(703) 838-0033 FAX (703) 548-1890

July 22, 1994

The Honorable Bill Clinton  
The White House  
Washington, D.C. 20500

Dear President Clinton:

The American Group Practice Association -- representing the nation's largest integrated multi-specialty medical group practices -- believes any health system reform bill must achieve the goal of universal coverage without a decrease in patients' quality of care.

All Americans should be guaranteed a comprehensive set of health benefits by a date certain without exclusions due to geography, health status or employment. We urge you and the Congress to support legislation that accomplishes this goal and does not undermine the high level of quality of care Americans currently enjoy.

The members of AGPA: MeritCare Medical Center (ND), Sharp Rees-Stealy Medical Group (CA), HealthSystem Minnesota (MN), Ochsner Medical Institutions (LA), Mayo Clinic (MN), Henry Ford Medical Group (MI), The Permanente Medical Group (CA), The Cleveland Clinic Foundation (OH) and hundreds of other physician group practices providing high-quality, cost-effective health care, laud your initiative in reforming our health system. The health reform debate has now reached a strategic point. We believe it is critical to push for passage of comprehensive health reform this year and that the status quo not be viewed as a viable option.

Sincerely,

Donald W. Fisher, Ph.D., CAE  
Chief Executive Officer and  
Executive Vice President

### **OFFICERS**

**President**  
Robert C. Montgomery, M.D.  
MeritCare Medical Center

**President Elect**  
Donald C. Balfour III, M.D.  
Sharp Rees-Stealy Medical Group, Inc.

**Vice President**  
James L. Reinertsen, M.D.  
HealthSystem Minnesota

**Secretary-Treasurer**  
H. Charles Smith, M.D.  
Ochsner Medical Institutions

**Executive Vice President and  
Chief Executive Officer**  
Donald W. Fisher, Ph.D.

### **TRUSTEES**

**Term Expires 1995**  
Kevin V. Carey, M.D.  
Guthrie Clinic, Ltd.

Steven E. Larson, M.D., M.P.H.  
Riverside Medical Clinic, Inc.

Audrey M. Nelson, M.D.  
Mayo Clinic

**Term Expires 1996**  
William A. Conway, Jr., M.D.  
Henry Ford Medical Group

David Druker, M.D.  
Palo Alto Medical Foundation

Philip L. Eckman, M.D.  
The Duluth Clinic, Ltd.

**Term Expires 1997**  
Walter Harry Caulfield, Jr., M.D.  
The Permanente Medical Group, Inc.

Robert Kay, M.D.  
The Cleveland Clinic Foundation

Arthur R. Traugott, M.D.  
Carle Clinic Association

**45th ANNUAL CONFERENCE**  
January 18-21, 1995  
New Orleans, Louisiana

OFFICE OF PUBLIC LIAISON

TO: HAROLD ICKES, ASSISTANT TO THE PRESIDENT AND DEPUTY CHIEF  
OF STAFF  
ALEXIS HERMAN, ASSISTANT TO THE PRESIDENT AND DIRECTOR OF  
THE OFFICE OF PUBLIC LIAISON

FROM: CAREN WILCOX *AW*

DATE: AUGUST 2, 1994

RE: CEO EVENT

Attached are some materials from our July 28th CEO event with the President. There is a copy of an article that appeared in the Des Moines Register, a press release sent out by Pioneer Hi-Bred to all of its employees and a list of the CEOs' local radio interviews.

# Iowa executives discuss health care with Clinton

By GEORGE ANTHAN

THE REGISTER'S WASHINGTON BUREAU CHIEF

Washington, D.C. — Executives of large companies — including Maytag Co. of Newton, Ia., and Pioneer Hi-Bred International of Johnston — met Thursday with President Clinton on ways to advance key aspects of health-care legislation such as universal coverage.

Maytag Chairman Leonard Hadley called the session "a non-partisan effort to help each other with a national problem."

Hadley said that in addition to seeking universal coverage under health-care reform, the executives told Clinton they seek cost controls, assurance of quality care and malpractice reform.

Several of the executives emphasized that their companies, which

provide for employee health care, are at a competitive disadvantage with firms that don't.

"This is a competitive issue for everybody," Hadley said. "The key is, do you have costs your competitor doesn't?"

Charles Johnson, executive vice president of Pioneer, called universal coverage "both a social and a competitive issue," and he said that his company has played a central role in health-care issues in Iowa for more than a decade.

Also Thursday, Sen. Tom Harkin, D-Ia., criticized a proposal by Senate Republican Leader Bob Dole of Kansas that Harkin said would fall short of universal coverage and be "a health-care lottery."

Harkin, noting concerns of many small businesses over any mandate that employers pay for workers' health coverage, said, "A lot of us



Hadley  
Maytag



Johnson  
Pioneer

sympathize with small business and recognize that if we put the burden of providing health care on them, many of them would close."

But Harkin said a health-care proposal approved by the Senate Labor and Human Resources Committee, of which he's a member, includes provisions to minimize the financial burden on small business.

Harkin added, "I would fault the larger businesses. I would say they have not helped get the word out to smaller businesses as to why they would be better off with this kind of approach."

The Des Moines Register

July 29, 1994

136

EASYLINK 8103296L001 29JUL94 16:10/16:10 EST  
FROM: 478327 PIONEER DMS  
333439 PIONEER HIBREN  
PIONEER DATA SYSTEMS (CRN: NONE)  
TO: 2026595730

VIA AT&T EASYLINK

From: DAUGHERTY "Steve Daugherty, 222-6833"  
To: FAX:12026595730  
Subject: FYI - Insider

From: PDS::SCHREIBERCL "CYNDE SCHREIBER 270-4100" 29-JUL-1994 14:29:37.87  
To: @GDIS:PREINSIDER.DIS  
CC: SCHREIBERCL  
Subj: Johnson Meets Clinton On Health Care

FOR YOUR INFORMATION: The following INN message will be sent today to all VAX bulletin board and posting locations in the U.S. only.

=====

INN PAGE ONE NEWS  
News for Pioneer Employees

=====

July 29, 1994 Issue 1303

#### JOHNSON MEETS CLINTON ON HEALTH CARE

Chuck Johnson, Pioneer executive vice president, and four other U.S. business executives met Thursday morning with President Bill Clinton in the Oval Office to discuss health care reform.

No specific legislative initiatives were discussed, Johnson said, but the group did provide the President and his chief of staff, Leon Panetta, with their observations on ways to promote key aspects of health care legislation, including universal coverage, cost controls and assurance of quality care.

"The public debate on health care reform has traditionally focused on how to control escalating costs," Johnson said. "Today, however, the debate is centered on how to get health care coverage to all Americans.

"We advised the President that the average citizen is concerned about losing health care coverage and about moving to a complex, government-run system. In other words, his message on controlling costs is not reaching the public," Johnson said.

The group also told Clinton that universal coverage is both a social and competitive issue -- that companies which provide for employee health care are at a competitive disadvantage with firms that don't.

Representatives of the other companies present at Thursday's meeting with Clinton included Leonard Kadley, chairman, Maytag Co.; Bernard L. Schwartz, chairman and CEO, Loral Corporation, a defense firm; Curtis E. Barnette, chairman and CEO, Bethlehem Steel Corporation; and James Wood, chairman and CEO, The Great Atlantic and Pacific Tea Company (A&P).

\* \* \* \* \*

August 2 morning drive (7-8am):  
WKIP, Poughkeepsie, NY (LIVE)

---

## **Fourth Anniversary of Americans with Disabilities Act (July 27)**

Six of the participants did a total of eight interviews on the following stations:

KNUS, Denver  
Louisiana Radio Network  
WWL, New Orleans  
Connecticut Radio Network  
South Carolina Radio Network  
KNX, Los Angeles  
KFWB, Los Angeles  
KFMB, San Diego

---

## **CEO HEALTH CARE INTERVIEWS (JULY 28)**

Five CEO's did a total of ten interviews:

**Hank Barnett, Chairman & CEO Bethlehem Steel Corporation  
(Bethlehem, PA)**

1. Pennsylvania Radio Network
2. WTAE, Pittsburgh
3. KDKA, Pittsburgh

**James Wood, Chair, Pres., CEO Great Atlantic and Pacific Tea Company (Montvale, NJ)**

1. WCTC, New Brunswick, NJ
2. WHWH, Trenton, NJ

**Bernard Schwartz, Chair & CEO, Loral Corporation (New York, NY)**

1. WCBS, New York City

**Chuck Johnson, CEO, Pioneer Hy-Bred International (Des Moines, IA)**

1. Radio Iowa (Network)
2. WHO, Des Moines

**Leonard Hadley, Chair & CEO, Maytag Corporation (Newton, IA)**

1. Radio Iowa (Network)
2. WHO, Des Moines

---

## **NCAA 1994 WOMEN'S BASKETBALL CHAMPIONS**

**(JULY 27)**

The following four participants did two interviews each on the following stations, with a total of eight interviews:

Coach Sylvia Hatchell  
Sylvia Crawley (center)  
Stephanie Lawrence (guard)  
Charlotte Smith (forward)

North Carolina Radio Network  
WPTF, Raleigh-Durham  
WCHL, Chapel Hill  
WBT, Charlotte  
WKEW, Greensboro

---

## **BOYS NATION**

**(JULY 29)**

OFFICE OF PUBLIC LIAISON  
THE WHITE HOUSE

*All documents  
revised*

MEMORANDUM FOR BOB RUBIN

FROM: CAREN WILCOX *CW*

SUBJECT: CALLS TO AUTO CEOS TODAY - AUGUST 3, 1994

DATE: AUGUST 3, 1994

CC: HAROLD ICKES  
ALEXIS HERMAN  
IRA MAGAZINER  
GREG LAWLER  
STEVE HILTON  
CHRIS JENNINGS  
JACK LEW

BACKGROUND

You have seen the memorandum describing the situation with the big three auto companies and the health care debate. We have indicated that we understand their concerns for Pre-Medicare relief for both current retirees and future retirees. (Their most recent proposal is attached.)

I met with lobbyists from General Motors and Ford this morning, and they indicated that the AAMA and the CEOs are increasingly nervous about the outcome and could be approaching jumping off.

It is time for calls to them, and possibly to Chuck Corry. Hank Barnette met with the President last week, and I spoke with him this morning and he will hold on to the Conference, while hoping for relief on Pre-Medicare, and being for strong employer mandates.

MESSAGE

- o Thank them for their long support of the President's principles.
- o This is the semi-finals of the NCAA. The leaderships of both Houses are crafting a bill which they believe can get through their body and meet principles of universal coverage and employer responsibility.

- o The Conference is the finals.
- o Leaders of both Houses are aware, from the White House, and via your lobbyists, of the importance of your issues, and there is important work going on regarding them.
- o Staff for Majority Leader Gephardt, this morning acknowledged to some auto and other large company lobbyists that the Pre-Medicare issue is still alive and is being considered by the Majority Leader.
- o **Maintaining an employer mandate in the Senate is critical, and we expect a challenge to that early in the debate.**
- o There will be a health care bill, and the contents of that bill, can be greatly influenced by those who have been with the President from the beginning. Your bi-partisan leadership is still needed.
- o Any feedback they want to give you regarding their concerns.  
  
On Mitchell they will probably say the mandate is too weak, and they don't like the tax on the insurance policies which have high growth (mostly because no one understands what that tax is yet.) They may mention ERISA.
- o **We believe you should hold on through the floor action and stick with your support of the past.**

Groups are working to change the Senate bill. Non-administration amendments may be offered. Possibilities:

there will supposedly be an amendment to strengthen the mandate on the Senate floor;

the ERISA group is seeking an amendment to carve out groups of 5000 from the single payer requirement in the Senate. We believe some of the multi-state issues will be handled in the House bill.

We expect an **amendment to strike the employer mandate** from the Senate bill. This places these multi-state companies in a terrible position.

- o If there is a Senate vote against a mandate, it is a vote for the cost shift to be paid by these companies.
- o If mandates are killed in the Senate, the House has made clear they will have to change their bill.

- o If there is no national health care reform, these companies will be at the forefront of having to go state by state to defend against plans which will not be uniform and will seek waivers to operate.

I don't know your practice of trying to describe these amendments, but thought we should give them to you.

\*\*\*

We need calls to:

|                   |          |              |
|-------------------|----------|--------------|
| Bob Eaton, CEO    | Chrysler | 313 956 6728 |
| Alex Trotman, CEO | Ford     | 313 322 7800 |
| Jack Smith, CEO   | GM       | 313 556 5000 |

Hank Barnette is OK. Holding for Conference, while hoping for relief on Pre-Medicare and for strong employer mandates.

We should consider a call to Chuck Corry, USX 412 433 1121

MEMORANDUM FOR HAROLD ICKES  
ALEXIS HERMAN  
GREG LAWLER  
JACK LEW  
CHRIS JENNINGS  
MIKE LUX

FROM: CAREN WILCOX

SUBJECT: PRE-MEDICARE

DATE: AUGUST 2, 1994

I spoke to various people about the Pre-Medicare provisions as modified in the request from the coalition yesterday.

They feel strongly that they will lose if the only coverage they get is of current retirees. If future retirees are not covered in some way, they feel that it will be portrayed as a bailout for the steel and auto companies, even though they are only 5% of the target population.

Since financing is still at issue, they propose that:

since this provision helps to ensure universal coverage, it should be financed through the same revenues and cost containment provisions as the rest of the bill.

However, an additional revenue raiser which would cover a portion of this provision would be to allow employers with excess funding in their pension plans to utilize such funding to pay for employee and retiree health benefits.

I received a call from a representative of the auto companies today indicating that they really are discouraged by the situation and need to survive with current and future retirees with some coverage. (Another copy of the provision is attached.)

The good news is that Elmendorf is supposedly looking at the future retiree issue as well as the currently retired. GAO is supposedly considering issuing a letter saying that their report of \$180 billion was in no way reflective of the Ways and Means bill and does not relate to this proposal.

*Chris Jennings*

### Proposed Provision to Cover the Pre-Medicare Population

1. Benefit subsidy based on a percentage of income premium cap as in the Levin amendment (% of income limitation for those with incomes below a threshold) for specific groups.

Options for defining who receives the benefit:

A. All non-workers 55 - 64.

B. All non workers 59 1/2 - 64.

Prospective  
Only

C. Non-workers 55 - 64 who stop working on or after Medicare C implementation.

D. Non-workers 59 1/2 - 64 who stop working on or after Medicare C implementation.

2. Tax Credit for those who provide coverage for pre-medicare population would be based on a fixed percentage (50%) of employer expenditures for basic health benefits for early retirees.

### Discussion

**Benefit Subsidy.** The benefit subsidy alternatives would assure that health insurance is affordable to many persons of modest means who have retired from labor force participation. Options B, C, and D are scaled back to reduce the cost of the proposal significantly from the CBO cost estimate of \$30 billion over 10 years. All options apply to the age cohort, not just to those who currently have coverage from former employers. Options C and D would reduce costs even more substantially by applying only to those who retire after Medicare C implementation.

Currently only 40% of the cohort have any employer provided coverage and many of those only have the right to enroll in their former employer plans, but the former employer pays nothing or only token amounts. Also, contrary to claims that this provision benefits primarily the auto and steel industries, less than 5% of the target population come from the auto and steel industries, and not all of those would be eligible because their incomes would exceed the thresholds.

**Tax Credit.** The tax credit would ensure that companies who do pay for early retirees are not penalized by the tax code for doing so and would help to level the playing field so companies have less incentive to move American manufacturing jobs to other countries. This would also lower the incentive of companies to drop early retiree coverage in future labor contracts.

06/01/94 10.00 2204 001 0000

**Induced Retirement.** Concerns have been raised that providing coverage to this population will induce early retirement. The Administration estimated a modest increase in early retirement from its proposal, but attributed most of that effect to the fact that persons considering retirement could purchase insurance at community rates and could not be denied coverage due to pre-existing conditions.

The decision by workers to retire or companies to lay off workers depends far more on other financial factors, not whether or not subsidies for health costs are available.

Although we do not believe that induced retirement is a problem, safeguards could be built in to the provision. A study could be mandated at a fixed date after implementation and history in the program, for instance 2009, to analyze for induced retirement; a sunset provision could be included for a fixed date after the study, e.g. 2012.

**Financing.** Since this provision helps to ensure universal coverage, it should be financed through the same revenues and cost containment provisions as the rest of the bill.

However, an additional revenue raiser which would cover a portion of this provision would be to allow employers with excess funding in their pension plans to utilize such funding to pay for employee and retiree health benefits.