INCOMING

DATE RECEIVED: SEPTEMBER 30, 1992

NAME OF CORRESPONDENT: THE HONORABLE MIKE DEWINE

SUBJECT: REQUESTS THE PRESIDENT'S HELP IN FINALIZING
THE SALE TO THE KUWAITI MINISTRY OF DEFENSE
OF 2,000 FIVE-TON TRUCKS PRODUCED BY
BMY-WHEELED VEHICLES OF MARYSVILLE, OHIO

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<th>ROUTE TO: OFFICE/AGENCY</th>
<th>(STAFF NAME)</th>
<th>ACTION</th>
<th>DISPOSITION</th>
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<td>JOHN CLINE</td>
<td>REFERRAL NOTE:</td>
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**ACTION CODES:**
*A*-APPROPRIATE ACTION
*C*-COMMENT/RECOM
*D*-DRAFT RESPONSE
*F*-FURNISH FACT SHEET
*I*-INFO COPY/NO ACT NEC*
*R*-DIRECT REPLY W/COPY
*S*-FOR-SIGNATURE
*X*-INTERIM REPLY

**DISPOSITION**
*A*-ANSWERED
*B*-NON-SPEC-REFERRAL
*C*-COMPLETED
*S*-SUSPENDED

**OUTGOING**

**CORRESPONDENCE:**

**TYPE RESP=INITIALS**

**OF SIGNER**

**CODE = A**

**COMPLETED = DATE OF**

**OUTGOING**

**ADDENDUM**

**ADDITIONAL CORRESPONDENTS:**

**MEDIA: L**

**INDIVIDUAL CODES:**

**IG MAIL USER CODES:** (A) (B) (C)

**ADDITIONAL INFORMATION:**

REFER QUESTIONS AND ROUTING UPDATES TO CENTRAL REFERENCE
(Room 75, OEOB) EXT-2590
KEEP THIS WORKSHEET ATTACHED TO THE ORIGINAL INCOMING LETTER AT ALL TIMES AND SEND COMPLETED RECORD TO RECORDS MANAGEMENT.
October 21, 1992

Dear Lieutenant Governor DeWine:

On behalf of President Bush, thank you for your letter regarding the purchase of 2,000 BMY-Wheeled Vehicles. There are currently four U.S. companies interested in supplying three and five ton trucks to the Kuwaiti Air and Land Forces. In addition, there is strong international interest in the sale.

I have taken the liberty of contacting the State Department and they suggested that BMY continue their aggressive marketing strategy and maintain close contact with the Kuwaiti Embassy’s commercial section and military liaison office. The Embassy is eager to support all American companies competing for contracts in Kuwait, however, it is forbidden by law from favoring one American company over another.

The Embassy believes the Kuwait Defense Ministry will purchase 2,000 to 2,500 trucks. The deal could either be handled as a commercial sale or a Foreign Military Sales case.

Please let me know if we can be of further assistance.

Sincerely,

John A. Cline
Special Assistant to the President for Intergovernmental Affairs

The Honorable Mike DeWine
Lieutenant Governor of Ohio
Columbus, Ohio 43215
September 25, 1992

President George Bush  
The White House  
Washington, D.C. 20500

Dear President Bush:

In the wake of the Persian Gulf War, the Kuwaiti Ministry of Defense is seriously considering the purchase of 2,000 5-ton trucks produced by BMY-Wheeled Vehicles of Marysville, Ohio. I urge you to contact the appropriate Kuwaiti officials today and encourage them to finalize the sale.

Should the Kuwaitis agree, the benefits will be enormous for all concerned. This sale would mean the continued employment of 270 BMY employees who will likely be laid off in the absence of a timely agreement. These jobs are critical to Ohio.

The contract would continue 5-ton truck production at the Marysville plant into at least the latter part of 1994. It would also provide Kuwait with a dependable, desert-proven truck that has proven effective with many of our allies. In light of continued threats in the Middle East, we all want to ensure that our allies are well-equipped.

Mr. President, we need action on this contract before November in order to avoid a break in production and additional layoffs at BMY. Please let me know how I can help you to save these jobs for Ohio. I look forward to working with you on this matter.

Very respectfully yours,

MIKE DeWINE  
Lieutenant Governor  
State of Ohio
October 21, 1992

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