

Warner's huge fund-raising edge has fueled a formidable advertising campaign. Miller, by comparison, began airing his first radio ad only this week, and even if he does go on television, he doesn't have enough cash for more than a token buy.

"If Jim Miller had some more money, he might have more traction," said Mark Goodin, a consultant who worked for North's campaign in 1994. "The only way a guy like Miller knocks {Warner} off is with an ample war chest to go on TV."

Today's reports did contain some hope for Miller, showing that his fund-raising is picking up pace as the primary nears. But the \$321,319 that Miller brought in from April 1 to May 22 still fell short of Warner's \$418,176, and Miller had only \$180,156 on hand, compared with the senator's \$340,319.

Finance reports indicate that about 31 percent of the senator's contributions have come from PACs, compared with 1 percent for Miller. Even among his fellow senators, Warner's reliance on special interests has been heavy; in 1994, winning Senate candidates typically counted on PACs for 22 percent of their receipts. Warner, who in his third term has 18 years of seniority and is next in line to take over the Armed Services Committee, is a magnet for major industrial donors. Among the company PACs that have chipped in are those of McDonnell Douglas, Lockheed Martin, General Dynamics, Northrop Grumman, Electronic Data Systems, Walt Disney Co., United Airlines, AT&T, Texaco and Crestar Financial. One of his best friends has been Newport News Shipbuilding and Drydock Co., the state's largest private employer and a company that benefits greatly from Warner's ability to steer Navy contracts its way. While federal law limits individual contributions to \$2,000, executives at Newport News and its parent company, Tenneco Inc., had bundled roughly 20 gifts worth at least \$23,500 as of March 31.

"Being a {former} secretary of the Navy, he understands specifically what needs to be done and who to go to," said Newport News President William P. Fricks, who gave a March reception for Warner.

To these executives, the vagaries of Virginia's political squabbling are just static.

"We are not involved in state politics . . .," said Robert O'Brien, a McDonnell Douglas spokesman. "We're looking at what his legislative agenda and . . . positions have been on issues that we've cared about." Warner's position on sugar never became so important as when he took a seat on the Agriculture Committee last year after the Republican takeover of Congress.

The federal price-support system, which costs consumers an estimated \$1.4 billion a year, is intended to protect domestic growers against cut-rate foreign competition.

The Fanjul family and Flo-Sun, who are dominant players in the Florida market, are practiced in national politics, as well. From 1979 to 1994, the Fanjuls, their corporations and executives poured \$2.6 million into political candidacies and committees, according to the Center for Responsive Politics.

"Mr. Fanjul would tell you that {Warner} has been very good on economic policy and obviously has tried to be supportive of American agriculture," said Flo-Sun Vice President Jorge A. Dominicis.

