

REMARKS OF SENATOR BOB DOLE
NATIONAL ASSOCIATION OF APPAREL SALESMEN

MIAMI, FLORIDA

SATURDAY, DECEMBER 15, 1979

I'M DEEPLY HONORED BY YOUR INVITATION AND LET ME SAY THAT,
IN RESPONSE, I'LL TRY AND REMEMBER THE THREE CARDINAL RULES
OF SPEECHMAKING: RULES NOT SO DIFFERENT FROM THOSE THAT
GOVERN YOUR INDUSTRY:

1. BE SINCERE
2. BE BRIEF
3. BE SEATED

YOU ARE THE MEN AND WOMEN WHO WORK HARDEST TO KEEP ALIVE THE
PERSONAL TOUCH IN OUR FREE ENTERPRISE SYSTEM. IT IS YOU
WHOSE DEDICATION AND AMBITION HAVE ACHIEVED A MULTI-BILLION
DOLLAR INDUSTRY, AND, IN THE PROCESS, STRESSED CONSUMER
VALUES LIKE CONVENIENCE, TIME AND DOLLAR SAVINGS, AND PERSONAL
SERVICE.

Handwritten signature: H. [unclear]

Handwritten signatures: Ron Reagan, Community, Dole

Handwritten signatures: F. H. Wayne, [unclear], [unclear]

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GOVERNMENT COULD USE A LESSON LIKE THAT FROM PEOPLE LIKE YOURSELVES. YOU TAKE THE VERY CONCEPT OF FREE ENTERPRISE OUT FROM UNDER THE GLASS CASE WE'VE CONSIGNED IT TO, AND GIVE IT A MEANING THAT TOO MANY HAVE CONVENIENTLY FORGOTTEN. YOU REMIND US THAT FREE ENTERPRISE IS MORE THAN FORTUNE 500 CORPORATIONS AND THE CHAMBER OF COMMERCE IT IS, FIRST AND FOREMOST, A CONCEPT OF INDIVIDUAL ACHIEVEMENT.

AND YOU MAKE MY JOB AS A UNITED STATES SENATOR WHO HAPPENS TO BELIEVE IN WORDS LIKE INCENTIVE AND PROFIT A LOT EASIER BY YOUR PRESENCE.

THE LAST FEW YEARS HAVE NOT ALWAYS BEEN ENCOURAGING ONES FOR THE ADVOCATES OF AMERICAN FREE ENTERPRISE. WE HAVE WITNESSED AN EVER-EXPANDING WEB OF REGULATION AND RED TAPE SURROUND THOUSANDS OF SMALL BUSINESSES. WE HAVE SEEN \$100 BILLION EACH YEAR SIPHONED OFF FROM THE PRIVATE SECTOR TO MEET THE FEDERAL REGULATORY BILL. UNTIL RECENTLY, THE GOOD INTENTIONS OF WASHINGTON'S RULEMAKERS THREATENED TO PUT OUR ACTIVE ECONOMY INTO AN INESCAPABLE STRAIGHTJACKET.

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BUT WITH THE TAXPAYER REVOLT HAS COME A NEW AWARENESS OF WHAT INTRUSIVE GOVERNMENT CAN DO TO GUM UP THE MACHINERY OF FREE ENTERPRISE. AND CONGRESS IS BEGINNING TO GET THE MESSAGE.

CUTTING THROUGH THE REGULATORY JUNGLE

I'VE FILED LEGISLATION TO CREATE A NEW HOOVER-TYPE COMMISSION, BASED ON THOSE THAT SAVED AMERICAN TAXPAYERS BILLIONS OF DOLLARS IN THE 1940'S AND 50'S. I'D LIKE TO SEE MY FRIEND AND FORMER RUNNING MATE GERALD FORD HEAD SUCH A COMMISSION, WHOSE ASSIGNMENT WOULD BE THE REVIEW AND REFORM OF THE PRESENT MAZE OF AGENCIES, COMMISSIONS, COMMITTEES, BLUE RIBBON PANELS AND JUST PLAIN ROADBLOCKS IN THE WAY OF ECONOMIC GROWTH.

BUT THIS IS ONLY THE START OF REGULATORY REFORM. THE COST OF UNNECESSARY REGULATION CANNOT BE MEASURED IN DOLLARS ALONE. FOR WE SHALL ALL SUFFER UNLESS GOVERNMENT BEGINS TO CUT BACK ON THE THOUSANDS OF RULES AND RESTRICTIONS IT NOW ENFORCES.

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SUCH REGULATION ADDS \$666 TO THE COST OF THE AVERAGE AUTOMOBILE, AND UP TO TWENTY FIVE HUNDRED DOLLARS TO THE COST OF A NEW HOME. IT FRUSTRATES THOUSANDS OF SMALL BUSINESSMEN AND WOMEN WHO SPEND HUNDREDS OF HOURS FILLING OUT FORMS TO BE FILED BY A HUNDRED THOUSAND BUREAUCRATS IN WASHINGTON. AND IT WEAKENS THE ECONOMIC INCENTIVES OF FREE ENTERPRISE AT PRECISELY THE TIME WHEN GOVERNMENT SHOULD BE STRENGTHENING THOSE INCENTIVES IN ITS BATTLE AGAINST INFLATION.

BUT IT DOESN'T HAVE TO BE THAT WAY. REGULATION CAN BE REGULATED. I HAVE INTRODUCED LEGISLATION IN THE SENATE JUDICIARY COMMITTEE TO DO JUST THAT...MY BILL WOULD REQUIRE A COST BENEFITS ANALYSIS OF ANY PROPOSED NEW RULE, AND ALSO INVOLVE THE PRIVATE SECTOR IN EXAMINING SUCH REGULATIONS TO SEE WHAT THEIR POTENTIAL EFFECT MIGHT BE UPON OUR PRIVATE ECONOMY.

THIS CAN HELP TO SLOW DOWN THE INEXORABLE INCREASE IN FEDERAL REGULATION. ULTIMATELY, WE MUST SEEK TO REVERSE THAT TREND. THAT'S WHY THE IDEA OF A FORD COMMISSION HOLDS SUCH PROMISE. NEEDLESS TO SAY, I HOPE YOU WILL SUPPORT BOTH THESE INITIATIVES.

PROTECTING THE DIRECT SELLER

THERE ARE OTHER LEGISLATIVE BATTLES BEING FOUGHT, IN WHICH YOU AND I HAVE BEEN, AND MUST REMAIN ALLIES. I DON'T HAVE TO TELL YOU OF THE IMPORTANCE OF THE REVENUE ACT OF 1978, AS RANKING REPUBLICAN ON THE SENATE FINANCE COMMITTEE, AND A MAN WHO HAS LONG BELIEVED IN THE WORK ETHIC AND THE INDEPENDENCE IT PROMOTES, I WAS VERY PLEASED TO SECURE PASSAGE OF AN AMENDMENT TO THAT ACT WHICH WILL PERMIT EMPLOYERS TO DISTINGUISH BETWEEN INDEPENDENT CONTRACTOR AND EMPLOYEE TAX STATUS. THE IMPORTANCE OF THIS TO THE EMPLOYER IS OBVIOUS, BUT IT IS EQUALLY IMPORTANT TO THE THOUSANDS OF INDIVIDUALS WHO WORK IN THE DIRECT SELLING INDUSTRY. MANY OF THESE PERSONS, BECAUSE OF AGE, PHYSICAL CONDITION OR CONSTRAINTS OF TIME, MIGHT NOT BE ABLE TO WORK OUTSIDE THE FIELD. AS DIRECT SELLERS, THEY SET THEIR OWN GOALS, THEIR OWN HOURS AND THEIR OWN METHODS OF OPERATION.

IN MY OPINION, TO PERMIT ANY DRASTIC CHANGES IN YOUR INDUSTRY BECAUSE OF TAX OR OTHER RULE ALTERATIONS COULD DEVASTATE YOUR ECONOMIC ASPIRATIONS. IT COULD SOUND THE DEATH BELL FOR DIRECT SALES IN THIS COUNTRY. AND THAT MUST NOT BE ALLOWED TO HAPPEN.

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THE AMENDMENT I INTRODUCED ERASED RETROACTIVE AND PROSPECTIVE TAX LIABILITY. AND THAT WAS A STEP FORWARD. BUT EVEN THIS RELIEF FROM IRS DICTATES WAS DUE TO LAPSE AT YEAR'S END. IT WAS, THAT IS, UNTIL WE AT THE FINANCE COMMITTEE WON A CRUCIAL VOTE LAST FRIDAY TO EXTEND THE CURRENT STATUS OF INDEPENDENT CONTRACTORS FOR ANOTHER YEAR WHILE WE TRY AND COME UP WITH A PERMANENT SOLUTION.

LET ME ASSURE YOU OF ONE THING: I WILL REMAIN COMMITTED, INALTERABLY AND PERMANENTLY, TO PROTECTING AND STRENGTHENING THE PRINCIPLES OF YOUR ASSOCIATIONS. YOU LITERALLY BRING FREE ENTERPRISE INTO MILLIONS OF AMERICAN LIVING ROOMS, AND YOU DO SO WITH A RESPECT FOR THE CONSUMER THAT NO GOVERNMENT CAN HOPE TO MATCH.

TO ANYONE WHO HARBORS DOUBTS ABOUT THE CONSCIENCE OF AMERICAN FREE ENTERPRISE, I WOULD SIMPLY INVITE THEM TO TALK WITH SOME OF YOU WHO GO DOOR TO DOOR OR HOLD HOME PARTIES OR TRAVEL A ROUTE. YOU FILL ME WITH CONFIDENCE THAT FREE ENTERPRISE WILL SURVIVE EVEN MODERN GOVERNMENT AND THAT'S NO MEAN FEAT.

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THE TWIN EVILS: INFLATION AND ENERGY

NOW LET ME TURN FOR A FEW MINUTES AWAY FROM SPECIFIC LEGISLATION TO LOOK AT SOME OF THE BROADER PROBLEMS CONFRONTING EACH ONE OF YOU IN YOUR PROFESSION. IT DOESN'T TAKE LONG TO SEE THAT AMERICA'S BIGGEST PROBLEMS ARE YOUR BIGGEST PROBLEMS AS WELL.

I MEAN, OF COURSE, INFLATION AND ENERGY.

THE TRAVELING SALESPERSON CAN EXPECT TO GROSS AN ANNUAL AVERAGE OF AROUND FORTY THOUSAND DOLLARS - SOME EARN MUCH MORE, OTHERS FAR LESS. WHAT DOES NOT VARY ARE THE HARDSHIPS UNDER WHICH YOU OPERATE. YOUR VERY INDEPENDENCE MEANS THAT YOU HAVE NO EXPENSE ACCOUNTS, LITTLE PROTECTION IN THE FIELDS OF HEALTH AND PENSION PROVISION, AND NO PROTECTION AT ALL AGAINST THE EXORBITANT INFLATION THAT IS CURRENTLY RAVAGING OUR ECONOMY.

YOU RECEIVE LITTLE OR NO COMPENSATION WHEN THE ECONOMY GOES SOFT, OR WHEN SOMETHING AS IMMEDIATE IN ITS EFFECTS ON YOUR LIVELIHOOD AS TERRITORY ELIMINATION TAKES PLACE. THE LATTER CAN BE CORRECTED BY PASSING THE SALES REPRESENTATIVES PROTECTION ACT, SOON TO BE CONSIDERED ON THE HOUSE SIDE.

BUT WHAT ABOUT INFLATION, AND THE CORROSIVE EFFECT IT HAS ON THE COST OF FOOD, ACCOMODATIONS, GASOLINE AND THE OTHER STAPLES OF YOUR TRADE?

ATTACKING INFLATION AT ITS ROOTS

NO ONE CAN PRETEND THAT INFLATION WILL BE WRUNG OUT OF THE AMERICAN ECONOMY OVERNIGHT. BUT THERE'S NO REASON IN THE WORLD WHY WE SHOULD BE AFRAID OF TAKING SEVERAL STEPS NOW TO ATTACK IT AT ITS VERY ROOTS.

FIRST OF ALL, WE CAN PASS THE REGULATORY REFORM LEGISLATION THAT I HAVE ALREADY DESCRIBED TO YOU.

SECONDLY, WE CAN ADOPT A CONSTITUTIONAL AMENDMENT TO REQUIRE A BALANCED BUDGET, EXCEPT IN TIMES OF NATIONAL EMERGENCY. I HAVE INTRODUCED SUCH AN AMENDMENT IN THE CONGRESS, AND I INVITE YOUR CONSIDERATION OF ITS PASSAGE. BY BALANCING THE BUDGET, WE CAN TURN BACK BILLIONS OF DOLLARS TO THE PRIVATE ECONOMY. WE CAN GET WASHINGTON OUT OF THE ECONOMY WHEN ALL IT ACCOMPLISHES IS MEDDLING, AND WE CAN PROVIDE A MASSIVE SHOT IN THE ARM TO AILING BUSINESSES WHICH CAN NO LONGER HOLD THEIR OWN IN THE COMPETITIVE WORLD ECONOMY.

THIRDLY, WE CAN PASS NEW INCENTIVES FOR CAPITAL FORMATION BY EXEMPTING INTEREST ON SAVINGS AND SOME DIVIDENDS. WE CAN PROVIDE TAX INCENTIVES FOR RESEARCH AND DEVELOPMENT, TO SPUR OUR COMPETITIVE POSITION, AND EVENTUALLY RESTORE OUR COMMANDING POSITION IN THE WORLD MARKETPLACE.

WE CAN INDEX OUR TAX SYSTEM, SO THAT WHEN INFLATION PUSHES YOU INTO A HIGHER TAX BRACKET, YOU DON'T HAVE TO PAY THE PENALTY. A COUPLE OF WEEKS AGO, I CAME WITHIN THREE VOTES OF WINNING PASSAGE OF SUCH AN INDEXING SYSTEM IN THE US SENATE. I WILL TRY AGAIN, AND AGAIN, UNTIL WE STOP THE BIGGEST WINDFALL PROFITS TAX OF ALL — THE FIFTEEN BILLION DOLLARS RIPPED OFF FROM THE AMERICAN PEOPLE EACH YEAR SOLELY BECAUSE FEDERALLY CAUSED INFLATION PUSHES UP THEIR TAX LIABILITIES.

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PRODUCTIVE ENERGY POLICY

NOW, AS FOR THE ENERGY CRISIS, LET ME SAY FIRST OF ALL THAT I VIEW IT AS MORE THAN A CRISIS. I SEE IT AS A GREAT OPPORTUNITY FOR THIS COUNTRY TO REDISCOVER ITS SENSE OF PURPOSE. BECAUSE, BELIEVE ME, WHEN WE GET UP OFF OUR KNEES TO OPEC - AND WE'RE GOING TO _ WE WON'T STOP THERE.

WE ARE GOING TO DEVELOP NEW SOURCES OF OIL AND GAS - IF WE CONTINUE TO PROVIDE SOME INCENTIVE FOR THEIR DISCOVERY AND EXPLOIATION.

WE ARE GOING TO TAP VAST AMOUNTS OF COAL AND ALTERNATIVE SOURCES LIKE SOLAR AND GEOTHERMAL AND, UNTIL WE FIND A BETTER ALTERNATIVE, NUCLEAR POWER. THAT IS, WE ARE AS LONG AS WE KEEP GOVERNMENT DICIAION IN ENERGY PRODUCTION TO A MINIMUM, AND KEEP PRIVATE INCENTIVE AT A MAXIMUM.

WE ARE GOING TO PASS A WINDFALL PROFITS TAX THAT PROTECTS THE CONSUMER - WHILE AT THE SAME TIME ENCOURAGING THE ENERGY EXPERTS TO DO THEIR JOB OF FINDING THE OIL AND GAS WE SO DESPERATELY NEED - IF WE DON'T CAVE IN BECAUSE THE WHITE HOUSE ACCUSES US OF BEING FRIENDLY WITH BIG OIL.

THE FACT IS, THE LAST THING WE CAN PUT UP WITH IN 1979 IS A GOVERNMENT THAT TRIES TO DIVIDE ITS PEOPLE. WE ARE IN TOO GRAVE A SITUATION, WE CONFRONT PROBLEMS OF TOO OVERWHELMING MAGNITUDE, TO STAND FOR THAT KIND OF CHEAP POLITICAL DEVICE.

WE HAVE ALL BEEN ONE PEOPLE FOR THE LAST SIX WEEKS, RALLYING BEHIND OUR PRESIDENT AS WE SEEK TO PERSUADE THE GOVERNMENT OF IRAN -SUCH AS IT IS - TO RELEASE THE HOSTAGES IT SO SHOCKINGLY AND ILLEGALLY SEIZED. WE HAVE MUTED OUR CRITICISM, BECAUSE THE LIVES OF THE HOSTAGES ARE MORE IMPORTANT THAN NEWSPAPER HEADLINES OR A FEW POINTS IN THE GALLUP POLL. THIS SENATOR WILL CONTINUE TO PURSUE SUCH A COURSE IN THE DAYS AHEAD.

BUT I EXPECT THE PRESIDENT TO PURSUE A SIMILAR COURSE AS WE TRY TO SOLVE THE GRAVE NATIONAL CRISIS OF OUR DEPENDENCE ON FOREIGN OIL. WE CUT THAT DEPENDENCE BY INCREASING OUR OWN DOMESTIC PRODUCTION. AND WE INCREASE DOMESTIC PRODUCTION, NOT BY ATTACKING THE ENERGY EXPERTS, BUT BY WORKING WITH THEM TO FIND A SOLUTION THAT HELPS BOTH CONSUMERS AND PRODUCERS.

STAYING INDEPENDENT

WHO IS MORE DEPENDENT ON GASOLINE THAN YOU, WHO TRAVEL 200 OR MORE DAYS A YEAR, WHO RELY UPON LARGER AUTOMOBILES TO CARRY YOUR PRODUCTS? I NOTE WITH INTEREST THAT A RECENT STUDY REVEALED THAT 68% OF ALL GASOLINE CONSUMPTION IN AMERICA IS FOR NON-COMMERCIAL PURPOSES: THE REST IS BURNED UP BY PEOPLE LIKE YOURSELVES, OR THE FARMERS IN MY HOME STATE OF KANSAS, TO PRODUCE THE PRODUCTS THAT FUEL OUR ECONOMY.

THUS ANY RATIONING SYSTEM THAT MAY BE DEvised TO MEET FUTURE NECESSITIES MUST BE FAIR TO COMMERCIAL USERS, AND MUST TAKE INTO ACCOUNT THE PRIORITY WE ASSIGN TO THEIR WORK. WE CANNOT PLAY RUSSIAN ROULETTE WITH YOUR JOBS. THAT'S NO WAY TO SOLVE THE ENERGY CRISIS.

STAY INDEPENDENT. STAY YOUR OWN BOSSES. STAY THE BACKBONE OF THE FREE ENTERPRISE ECONOMY. THAT'S A GOAL WE CAN ALL AGREE UPON, AND ONE THIS SENATOR PLEDGES TO WORK FOR TIRELESSLY.

REMARKS OF SENATOR BOB DOLE
NATIONAL ASSOCIATION OF APPAREL SALESMEN

MIAMI, FLORIDA

SATURDAY, DECEMBER 15, 1979

I'm deeply honored by your invitation and let me say that, in response, I'll try and remember the three cardinal rules of speechmaking: rules not so different from those that govern your industry: 1. Be sincere. 2. Be brief. 3. Be seated.

You are the men and women who work hardest to keep alive the personal touch in our free enterprise system. It is you whose dedication and ambition have achieved a multi-billion dollar industry, and, in the process, stressed consumer values like convenience, time and dollar savings and personal service.

Government could use a lesson like that from people like yourselves. You take the very concept of free enterprise out from under the glass case we've consigned it to, and give it a meaning that too many have conveniently forgotten. You remind us that free enterprise is more than Fortune 500 Corporations and the Chamber of Commerce it is, first and foremost, a concept of individual achievement.

And you make my job as a United States Senator who happens to believe in words like incentive and profit a lot easier by your presence.

The last few years have not always been encouraging ones for the advocates of American free enterprise. We have witnessed an ever-expanding web of regulation and red tape surround thousands of small businesses. We have seen \$100 billion each year siphoned off from the private sector to meet the Federal Regulatory bill. Until recently, the good intentions of Washington's rulemakers threatened to put our active economy into an inescapable straitjacket.

But with the taxpayer revolt has come a new awareness of what intrusive government can do to gum up the machinery of free enterprise. And Congress is beginning to get the message.

CUTTING THROUGH THE REGULATORY JUNGLE

I've filed legislation to create a new Hoover-type commission, based on those that saved American taxpayers billions of dollars in the 1940's and 1950's. I'd like to see my friend and former running mate, Gerald Ford, head such a commission, whose assignment would be the review and reform of the present maze of agencies, commissions, committees, blue ribbon panels and just plain roadblocks in the way of economic growth.

But this is only the start of regulatory reform. The cost of unnecessary regulation cannot be measured in dollars alone. For we shall all suffer unless government begins to cut back on the thousands of rules and regulations it now enforces.

Such regulation adds \$666 to the cost of the average automobile, and up to \$2500 to the cost of a new home. It frustrates thousands of small businessmen and women who spend hundreds of hours filling out forms to be filed by a hundred thousand bureaucrats in Washington. And it weakens the economic incentives of free enterprise at precisely the time when government should be strengthening those incentives in its battle against inflation.

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But it doesn't have to be that way. Regulation can be regulated. I have introduced legislation in the Senate Judiciary Committee to do just that. My bill would require a cost benefits analysis of any proposed new rule, and also involve the private sector in examining such regulations to see what their potential effect might be upon our private economy.

This can help to slow down the inexorable increase in federal regulation. Ultimately, we must seek to reverse that trend. That's why the idea of a Ford Commission holds such promise. Needless to say, I hope you will support both these initiatives.

PROTECTING THE DIRECT SELLER

There are other legislative battles being fought, in which you and I have been, and must remain, allies. I don't have to tell you of the importance of the Revenue Act of 1978. As ranking Republican on the Senate Finance Committee, and a man who has long believed in the work ethic and the independence it promotes, I was very pleased to secure passage of an amendment to that act which will permit employers to distinguish between independent contractor and employee tax status. The importance of this to the employer is obvious. But it is equally important to the thousands of individuals who work in the direct selling industry. Many of these persons, because of age, physical condition or constraints of time, might not be able to work outside the field. As direct sellers, they set their own goals, their own hours and their own methods of operation.

In my opinion, to permit any drastic changes in your industry because of tax or other rule alterations could devastate your economic aspirations. It could sound the death bell for direct sales in this country. And that must not be allowed to happen.

The amendment I introduced erased retroactive and prospective tax liability. And that was a step forward. But even this reprieve from IRS dictates was due to lapse at year's end. It was, that is, until we at the Finance Committee won a crucial vote last Friday to extend the current status of independent contractors for another year while we try and come up with a permanent solution.

Let me assure you of one thing: I will remain committed, inalterably and permanently, to protecting and strengthening the principles of your associations. You literally bring free enterprise into millions of American living rooms, and you do so with a respect for the consumer that no government can hope to match.

To anyone who harbors doubts about the conscience of American free enterprise, I would simply invite them to talk with some of you who go door to door or hold home parties or travel a route. You fill me with confidence that free enterprise will survive even modern government and that's no mean feat.

THE TWIN EVILS: INFLATION AND ENERGY

Now let me turn for a few minutes away from specific legislation to look at some of the broader problems confronting each one of you in your profession. It doesn't take long to see that America's biggest problems are your biggest problems as well.

I mean, of course, inflation and energy.

The traveling salesperson can expect to gross an annual average of around \$40,000 - some earn much more, others far less. What does not vary are the hardships under which you operate. You very independence means that you have no expense accounts, little protection in the fields of health and pension provision, and no protection at all against the exorbitant inflation that is currently ravaging our economy.

You receive little or no compensation when the economy goes soft, or when something as immediate in its effects on your livelihood as territory elimination takes place. The latter can be corrected by passing the Sales Representatives Protection Act, soon to be considered on the House side.

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But what about inflation, and the corrosive effect it has on the cost of food, accomodations, gasoline and the other staples of your trade?

ATTACKING INFLATION AT ITS ROOTS

No one can pretend that inflation will be wrung out of the American economy overnight. But there's no reason in the world why we should be afraid of taking several steps now to attack it at its very roots.

First of all, we can pass the regulatory reform legislation that I have already described to you.

secondly, we can adopt a Constitutional amendment to require a balanced budget, except in times of national emergency. I have introduced such an amendment in the Congress, and I invite your consideration of its passage. By balancing the budget, we can turn back billions of dollars to the private economy. We can get Washington out of the economy when all it accomplishes is meddling, and we can provide a massive shot in the arm to ailing businesses which can no longer hold their own in the competitive world economy.

Thirdly, we can pass new incentives for capital formation by exempting interest on savings and some dividends. We can provide tax incentives for research and development, to spur our competitive position, and eventually restore our commanding position in the world marketplace.

We can index our tax system, so that when inflation pushes you into a higher tax bracket, you don't have to pay the penalty. A couple of weeks ago, I came within three votes of winning passage of such an indexing system in the U.S. Senate. I will try again, and again, until we stop the biggest windfall profits tax of all - the fifteen billion dollars ripped off from the American people each year solely because federally caused inflation pushes up their tax liabilities.

PRODUCTIVE ENERGY POLICY

Now, as for the energy crisis, let me say first of all that I view it as more than a crisis. I see it as a great opportunity for this country to rediscover its sense of purpose. Because, believe me, when we get up off our knees to OPEC - and we're going to - we won't stop there.

We are going to develop new sources of oil and gas - if we continue to provide some incentive for their discovery and exploitation.

We are going to tap vast amounts of coal and alternative sources like solar and geothermal and, until we find a better alternative, nuclear power. That is, we are as long as we keep government dictation in energy production to a minimum, and keep private incentive at a maximum.

We are going to pass a windfall profits tax that protects the consumer - while at the same time encouraging the energy experts to do their job of finding the oil and gas we so desperately need - if we don't cave in before the White House accuses us of being friendly with Big Oil.

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The fact is, the last thing we can put up with in 1979 is a government that tries to divide its people. We are in too grave a situation, we confront problems of too overwhelming magnitude, to stand for that kind of cheap political device.

We have all been one people for the last six weeks, rallying behind our President as we seek to persuade the government of Iran - such as it is - to release the hostages it so shockingly and illegally seized. We have muted our criticism, because the lives of the hostages are more important than newspaper headlines or a few points in the Gallup Poll. This Senator will continue to pursue such a course in the days ahead.

But I expect the President to pursue a similar course as we try to solve the grave national crisis of our dependence on foreign oil. We cut that dependence by increasing our own domestic production. And we increase domestic production, not by attacking the energy experts, but by working with them to find a solution that helps both consumers and producers.

STAYING INDEPENDENT

Who is more dependent on gasoline than you, who travel 200 or more days a year, who rely upon larger automobiles to carry your products? I note with interest that a recent study revealed that 68% of all gasoline consumption in America is for non-commercial purposes: the rest is burned up by people like yourselves, or the farmers in my home state of Kansas, to produce the products that fuel our economy.

Thus any rationing system that may be devised to meet future necessities must be fair to commercial users, and must take into account the priority we assign to their work. We cannot play Russian roulette with your jobs. That's no way to solve the energy crisis.

Stay independent. Stay your own bosses. Stay the backbone of the free enterprise economy. That's a goal we can all agree upon, and one this Senator pledges to work for tirelessly.

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Lat. Dec. 15, 1979
Miami, Fla.