

REMARKS OF SENATOR BOB DOLE  
ASSOCIATED GENERAL CONTRACTORS  
OF NEW HAMPSHIRE  
DECEMBER 9, 1987

THANK YOU, BOB, (FENNERTY, PRESIDENT OF N.H.  
AGC). THIS HAS BEEN QUITE A WEEK IN WASHINGTON.  
WASHINGTON'S GONE WILD WITH GLASNOST FEVER.  
THIS MORNING I HAD THE OPPORTUNITY TO SIT DOWN

WITH GENERAL SECRETARY GORBACHEV. AND I'D LIKE  
TO TALK ABOUT THOSE DISCUSSIONS AND MY READING  
OF CURRENT U.S.-SOVIET RELATIONS.

BUT BEFORE I DO, LET ME SAY THAT I'M GLAD I HAD  
THE OPPORTUNITY TO BREAK AWAY, EVEN FOR JUST AN  
EVENING, TO SPEND A LITTLE TIME BACK IN THE REAL  
WORLD.

IT'S ALSO NICE TO SEE SOME OLD FRIENDS,  
ESPECIALLY A FELLOW KANSAN, JIM SUPICA. HE'S  
GOING TO BECOME PRESIDENT OF THE ASSOCIATED  
GENERAL CONTRACTORS OF AMERICA NEXT YEAR, AND  
HE WILL BRING EXCEPTIONAL TALENT AND DEDICATION  
TO YOUR ORGANIZATION. I'M ALSO CONVINCED HE'LL  
BRING SOME OLD-FASHIONED KANSAS COMMON SENSE  
TO HIS CHALLENGING NEW JOB.

COMMON SENSE HELPS IN DEALING WITH MOST  
PROBLEMS -- EVEN THE COMPLEX ONES. AND I WANT TO  
TOUCH ON WHAT I BELIEVE IS THE MOST OMINOUS AND  
COMPLEX DOMESTIC PROBLEM -- THE DEFICIT, BEFORE  
TURNING TO MORE GLOBAL MATTERS.

## IMPACT OF DEFICIT

PROBABLY NO INDUSTRY IS MORE AWARE OF THE  
POTENTIAL IMPACT OF THE DEFICIT THAN THE  
CONTRACTING INDUSTRY. YOURS IS ONE OF THE  
MAINSTAYS OF THE AMERICAN ECONOMY. AND IT IS  
ALSO ONE ITS MOST ACCURATE BELLWETHERS.



WHEN INTEREST RATES ARE LOW, WHEN INFLATION IS LOW, WHEN PEOPLE ARE WORKING -- PEOPLE BUY HOUSES, BUSINESSES EXPAND AND BUILD FACTORIES, CITIES BUILD BELTWAYS, THE CONTRACTING INDUSTRY FLOURISHES. I THINK MOST OF YOU WOULD AGREE THAT BUSINESS HAS BEEN PRETTY GOOD FOR THE PAST 5 YEARS. BUT WHEN THE ECONOMY TURNS SOUR, SO DOES YOUR BUSINESS.

## DOUBLE BREASTING/COMPLETED CONTRACT

[THERE ARE TWO ISSUES BEFORE CONGRESS THAT  
ARE TOPICAL AND OF CONCERN: DOUBLE BREASTING,  
AND THE COMPLETED CONTRACT METHOD.

ON DOUBLE BREASTING, I BELIEVE THE ISSUE IS  
ONE OF SIMPLE FAIRNESS. CONGRESS SHOULD NOT  
DENY NON-UNION EMPLOYEES THE RIGHT TO VOTE ON  
THE QUESTION OF UNION REPRESENTATION. THE  
PROPONENTS

OF THIS LEGISLATION WILL CONTINUE PUSHING NEXT  
YEAR. BUT YOU HAVE A GOOD CASE TO TAKE TO  
CONGRESS.

THE TAX BILL, WHICH PROBABLY WILL COME UP ON  
THE SENATE FLOOR THIS WEEK, DOES NOT CONTAIN  
ANY FURTHER LIMITATION ON THE COMPLETED  
CONTRACT METHOD. THE HOUSE BILL DOES CONTAIN  
CHANGES AND THE OUTCOME WILL BE DETERMINED IN  
CONFERENCE.



THE PROVISION IS NOT NEEDED TO MEET OUR REVENUE  
TARGET. SO, WITH A LITTLE LUCK, THE RULES WILL STAY  
AS THEY ARE.

THIS LITTLE EFFORT WE'RE GOING TO MAKE IN THE  
NEXT TWO WEEKS TO DEAL WITH THE DEFICIT IS ONLY A  
BABY STEP.]

## WHY DEFICIT MATTERS

AND IF THERE'S ANY ONE FACTOR THAT WILL  
DETERMINE WHAT HAPPENS TO THE ECONOMY OVER  
THE COMING YEAR, IT WILL BE OUR ABILITY TO DEAL  
WITH THE DEFICIT.

WHY DOES IT MATTER? IT'S PRETTY SIMPLE. WHEN  
THE GOVERNMENT BORROWS MONEY, IT TAKES SAVINGS  
THAT COULD BE USED IN THE PRIVATE SECTOR

TO IMPROVE OUR ABILITY TO PRODUCE GOODS AND SERVICES. WHEN THE GOVERNMENT BORROWS MONEY FROM FOREIGNERS, AS WE HAVE BEEN DOING MORE AND MORE IN RECENT YEARS, IT PAYS THEM INTEREST THAT COULD BE USED HERE IN AMERICA TO IMPROVE THE QUALITY OF LIFE -- WHETHER IT'S BUILDING BRIDGES OR LOW-INCOME HOUSING, OR NUTRITION PROGRAMS FOR WOMEN, INFANTS AND CHILDREN. INTEREST AND ENTITLEMENT BENEFIT SPENDING GOES UP, WHILE SPENDING FOR OUR COUNTRY'S FUTURE IS IGNORED.

THE BOTTOM LINE IS WE'VE GOT TO GET OUR PRIORITIES IN ORDER, AND WE'VE GOT TO SUMMON ALL OUR POLITICAL COURAGE AND MAKE THE TOUGH CHOICES. I'M NOT GOING TO STAND HERE AND RECITE LINE-BY-LINE, HOW MUCH EACH PROGRAM IN THE BUDGET SHOULD GET. BUT I WILL TELL YOU THIS: OTHER THAN PROGRAMS FOR THE MOST VULNERABLE IN SOCIETY, EVERY PART OF THE BUDGET IS OPEN TO SCRUTINY AND POSSIBLE CUTS.



AS FAR AS TAXES GO, I HAVE AND WILL OPPOSE ANY  
INCREASE IN TAX RATES -- PERSONAL OR BUSINESS.

THERE ARE WAYS TO RAISE REVENUE WITHOUT  
TOUCHING TAX RATES: BY CLOSING LOOPHOLES,  
INCREASING COMPLIANCE, USER FEES.

SO, AS I SAID, TACKLING THE DEFICIT IS GOING TO  
TAKE COURAGE, PERSISTENCE, AND COMMON SENSE --  
AND WE BETTER GET TO IT, RIGHT NOW.

SAME QUALITIES IN FOREIGN RELATIONS

AND LET ME SAY: WE NEED THOSE SAME QUALITIES  
IN OUR FOREIGN RELATIONS, ESPECIALLY IN OUR  
CRITICAL DEALINGS WITH THE SOVIETS. AS I INDICATED  
EARLIER, I MET WITH MR. GORBACHEV THIS MORNING --  
BOTH IN A LARGER MEETING WITH OTHER MEMBERS OF  
THE CONGRESSIONAL LEADERSHIP; AND ALONE, IN A  
ONE-ON-ONE.

COMPARED TO HIS PREDECESSORS, GORBACHEV'S  
A PRETTY CHARMING FELLOW. BUT LET'S NEVER  
FORGET: HE'S A PRETTY CHARMING COMMUNIST  
FELLOW.

I'VE DISCUSSED MR. GORBACHEV, AND U.S.-SOVIET  
RELATIONS, WITH A NUMBER OF EXPERTS OVER THE  
PAST COUPLE OF WEEKS: JEANE KIRKPATRICK, DICK  
PIPES OF HARVARD, HENRY KISSINGER AND OTHERS.  
AND THEY ALL HAVE THE SAME BASIC VIEW THAT I DO:  
WE CAN DEAL WITH MR. GORBACHEV -- TO A DEGREE.  
BUT WE

CAN NEVER FORGET THAT HE'S SITTING ON TOP OF A  
SYSTEM THAT IS FUNDAMENTALLY DIFFERENT THAN  
OURS.

WE DON'T KNOW YET WHERE "GLASNOST" WILL GO;  
BUT I CAN TELL YOU ONE THING FOR SURE: WHATEVER  
"GLASNOST" IS, IT IS NOT DEMOCRACY. AND IT'S NEVER  
GOING TO BE DEMOCRACY. AND IF WE GET SWEEPED  
AWAY IN "GLASNOST FEVER," AND FORGET IT -- WE WILL  
REGRET IT.



SENATE ROLE IN RATIFYING INF TREATY

LET ME GIVE YOU AN EXAMPLE OF WHAT I MEAN.  
ONE OF THE THINGS I DISCUSSED WITH GORBACHEV  
TODAY WAS THE SENATE'S ROLE IN RATIFYING THE INF  
TREATY. I TOLD HIM WE IN THE SENATE HAVE A REAL  
JOB TO DO -- AND WE INTEND TO DO IT RIGHT.

THAT DOESN'T MEAN WE'RE OUT TO "GET" THE  
TREATY. WHAT WE ARE OUT TO DO IS OUR  
CONSTITUTIONAL DUTY. WE'RE GOING TO MAKE SURE  
THE INF AGREEMENT CAN BE VERIFIED; WE'RE GOING  
TO MAKE SURE WE CAN DO SOMETHING EFFECTIVE IF  
THE SOVIETS VIOLATE IT; AND, ABOVE ALL, WE'RE GOING  
TO START THINKING VERY SERIOUSLY ABOUT WHERE WE  
GO FROM HERE.

THE INF TREATY IS JUST THE BEGINNING OF A ROAD  
-- AND WE HAVE TO LAY DOWN SOME MARKERS NOW,  
ABOUT THE DIRECTION WE WANT THAT ROAD TO TAKE.  
RIGHT NOW, WE SEE AN AWFUL LOT OF EXCITEMENT,  
AND AN AWFUL LOT OF INFLATED EXPECTATIONS. BUT  
MUCH TOO LITTLE QUIET THINKING.

IT SEEMS TO ME THE NEXT ORDER OF BUSINESS IN  
THE ARMS CONTROL FIELD OUGHT TO BE REDUCING  
THE BIG SOVIET ADVANTAGE IN CONVENTIONAL ARMS.

WE

SHOULD PRESS GORBACHEV HARD ON THAT -- AS WE  
DID TODAY, IN OUR MEETING. OTHERS MAY HAVE  
DIFFERENT IDEAS OR PRIORITIES.

BUT THE KEY POINT IS: AS A NATION, WE BETTER  
KNOW IN OUR OWN MINDS WHERE WE WANT TO GO;  
AND HAVE A COMMON SENSE STRATEGY ON HOW TO  
GET THERE.



GET ALLIES ON BOARD

AND PART OF THAT STRATEGY -- ANY STRATEGY --  
MUST BE TO MAKE SURE OUR ALLIES ARE FULLY ON  
BOARD. IT'S NOT VERY USEFUL TO RE-HASH THE  
MISTAKES WE MADE THIS TIME -- OUR FAILURE TO FULLY  
CONSULT WITH OUR ALLIES. BUT IT IS CERTAINLY NOT  
TOO SOON TO MAKE SURE WE DO IT BETTER THE NEXT  
TIME.

THAT'S WHY I HAVE SUGGESTED, AND I SUGGEST  
AGAIN TONIGHT, THAT THE NEXT SUMMIT FOR  
PRESIDENT REAGAN OUGHT TO BE AN ALLIANCE  
SUMMIT; WHERE WE COORDINATE OUR POSITIONS  
FULLY WITH OUR ALLIES -- BEFORE WE PRESENT THEM  
TO MR. GORBACHEV.

BUT, GETTING BACK TO MY CONVERSATION WITH  
GORBACHEV TODAY, LET ME TELL YOU HOW HE  
RESPONDED TO MY POINT ABOUT THE ROLE OF THE  
SENATE. HE SAID: WELL, I CAN UNDERSTAND THE  
SENATE'S

IMPORTANT ROLE, BECAUSE I HAVE TO SUBMIT THIS  
TREATY, TOO, TO MY OWN CONGRESS -- TO THE  
SUPREME SOVIET. AND HE SAID: I DON'T KNOW HOW  
THAT'S GOING TO TURN OUT -- UNBELIEVABLE.

ONE REALLY INTERESTING THING ABOUT  
GORBACHEV'S SUPREME SOVIET REMARK IS THAT  
JOSEPH STALIN USED EXACTLY THAT SAME LINE WITH  
FRANKLIN ROOSEVELT, BACK IN THE YALTA DAYS. HE  
TOLD F.D.R. THAT HE DIDN'T KNOW WHETHER HE COULD  
SELL YALTA TO THE SUPREME SOVIET.

HOLD OUR HORSES

THERE ARE PROBABLY SOME IN THIS ROOM -- AND  
CERTAINLY A LOT OF PEOPLE IN EASTERN EUROPE --  
WHO WISH THE SUPREME SOVIET, OR THE SENATE, HAD  
TURNED DOWN THAT PARTICULAR AGREEMENT. BUT,  
WHATEVER YOUR VIEW, THE POINT IS: SOME BASIC  
THINGS HAVE JUST NOT CHANGED IN THE SOVIET  
UNION. IT IS STILL A CLOSED SOCIETY. IT IS



STILL A SYSTEM OF THE STATE; BY THE STATE; AND FOR  
THE STATE. IT IS NOT DEMOCRACY; AND IT'S NOT  
GOING TO BECOME DEMOCRACY.

SO MY BOTTOM LINE MESSAGE IS: LET'S JUST HOLD  
OUR HORSES. LET'S LOOK BEFORE WE LEAP; AND  
THINK BEFORE WE ACT.

MAYBE WE CAN DO BUSINESS WITH MR.  
GORBACHEV IN CERTAIN AREAS -- BUT IT'S FAR MORE  
IMPORTANT THAT WE DO IT RIGHT; THAN THAT WE DO IT  
FAST.

SO LET ME CONCLUDE WITH THIS THOUGHT.

RONALD REAGAN HAS BROUGHT US A LONG WAY -- ON  
ARMS CONTROL, AND ON MANY OTHER ISSUES. HE DID  
IT THROUGH SOUND POLICIES; HE DID IT BY MAKING  
SURE AMERICA WAS STRONG, AND BY HANGING TOUGH  
IN HIS TALKS WITH GORBACHEV. AND HE DID IT  
THROUGH GOOD OLD HARD WORK.

BUT THERE IS STILL A LONG WAY TO GO. IT'S A  
TOUGH WORLD OUT THERE -- BUT A WORLD FULL OF  
PROMISE. WE CAN ACHIEVE THAT PROMISE; CREATE  
THE KIND OF WORLD WE ALL WANT -- WHERE THERE IS  
PEACE; WHERE OUR OWN FREEDOM IS SECURE; AND  
WHERE THE FRONTIERS OF PEACE AND GREATER  
PROSPERITY ARE EXPANDING. WE CAN DO THAT. BUT  
ONLY IF WE STAND TOGETHER; ONLY IF WE DEAL WITH  
THE WORLD AS IT REALLY IS, AND NOT AS WE WOULD  
LIKE IT TO BE.

THAT'S THE ATTITUDE I BROUGHT TO MY MEETING  
WITH MR. GORBACHEV TODAY. AND I AM FIRMLY  
CONVINCED: IT'S THE ONLY ATTITUDE THAT WILL WORK  
FOR OUR COUNTRY -- AS WE FACE THE CHALLENGES OF  
THE DECADE, AND THE NEW CENTURY, AHEAD.



December 9, 1987

M E M O R A N D U M

TO: SENATOR DOLE  
FROM: RICH BELAS  
SUBJECT: NEW HAMPSHIRE AGC SPEECH

I tried to reach Mr. Supica, but he was not in the office when I called. Therefore, I called the national AGC office in Washington. They told me the main legislative items they are concerned about are 'dual shop ("double-breasting") and completed contract method of accounting. Talking points on the issues are attached.

In addition, you know they were in favor of the highway bill and that Mr. Supica's company does much highway work. They, of course, support taking the highway trust fund off budget. They also feel the same way about the airport and airway trust fund. That is why I prefaced the talking points the way I did.

The AGC also support restrictions on Japanese construction activities in the U. S. to pressure the Japanese to open up their construction market. They supported Congressman Brooks' efforts on this issue on the CR and supported Senator Murkowski's similar efforts on the trade bill.

Finally, you may find some interest in IDBs.

Dale has inserted some of the talking points in the speech under the heading "Double-Breasting/Completed Contract." It's in brackets.

December 9, 1987

ASSOCIATED GENERAL CONTRACTORS OF NEW HAMPSHIRE

- o SOMETIMES WE FORGET JUST HOW IMPORTANT THE CONSTRUCTION INDUSTRY IS TO OUR COUNTRY. YOUR INDUSTRY CONTRIBUTED OVER \$182 BILLION TO OUR ECONOMY IN 1985, THE LATEST YEAR WE HAVE FIGURES FOR, AND THE NUMBERS CONTINUE TO CLIMB, YEAR AFTER YEAR.
- o DESPITE THE IMPORTANCE OF THE CONSTRUCTION INDUSTRY TO AMERICA, WE OFTEN FIND THAT THE FEDERAL GOVERNMENT'S DEFICIT REDUCTION EFFORTS OFTEN SEEM TO BE DIRECTED AT ITEMS THAT ARE DIRECTLY RELATED TO YOUR BUSINESS. IT SEEMS TO BE EASIER TO ADDRESS DISCRETIONARY ITEMS, SUCH AS IMPROVING OUR COUNTRY'S INFRASTRUCTURE, THAN TO ADDRESS OTHER AREAS. WITHOUT A DOUBT, THERE HAS BEEN WASTE IN DISCRETIONARY SPENDING, BUT, WE LITERALLY CANNOT AFFORD TO CONTINUE TO OPERATE THIS WAY.
- o I HAVE SAID BEFORE THAT THE DEFICIT IS THIS COUNTRY'S BIGGEST PROBLEM. BUT PEOPLE OFTEN DON'T TAKE THE TIME TO UNDERSTAND WHY.



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- o ONE EASY WAY TO THINK ABOUT THIS IS THAT, WHEN THE GOVERNMENT BORROWS MONEY, IT TAKES SAVINGS THAT COULD BE USED IN THE PRIVATE SECTOR TO IMPROVE OUR ABILITY TO PRODUCE GOODS AND SERVICES. WHEN THE GOVERNMENT BORROWS MONEY FROM FROM FOREIGNERS AS WE HAVE BEEN DOING MORE AND MORE IN RECENT YEARS, IT PAYS THEM INTEREST THAT COULD BE USED HERE IN AMERICA TO IMPROVE OUR INFRASTRUCTURE. INTEREST AND ENTITLEMENT SPENDING GOES UP, WHILE SPENDING FOR OUR COUNTRY'S FUTURE IS IGNORED.
- o WE NEED TO IMPROVE OUR PRIORITIES. THE FIRST PRIORITY MUST BE TO GET OUR FINANCIAL HOUSE IN ORDER.
- o IT IS NO SURPRISE THAT AN INDUSTRY THE SIZE OF THE CONSTRUCTION INDUSTRY CONTINUALLY HAS CONCERNS ABOUT LEGISLATION. I AM PLEASED THAT I HAVE BEEN ABLE TO HELP ON MANY OCCASIONS, AND, WHEN WE HAVE HAD TO BE ON DIFFERENT SIDES, YOU HAVE UNDERSTOOD.
- o I DON'T WANT TO MAKE THIS A "LEGISLATIVE UPDATE" SPEECH. YOU PROBABLY GET ENOUGH OF THAT FROM YOUR NATIONAL STAFF. BUT I GUESS I SHOULD TOUCH ON A COUPLE OF ITEMS THAT ARE TOPICAL.

-3-

DOUBLE-BREASTING

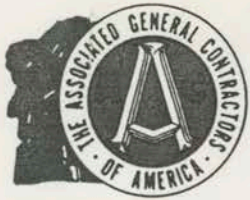
- o THE FIRST ITEM IS THE "DUAL SHOP" OR "DOUBLE-BREASTING" ISSUE. THERE IS SOME GOOD NEWS TO REPORT. ALTHOUGH THE SENATE LABOR COMMITTEE HAS TAKEN THE SAME POSITION AS THE HOUSE TO OUTLAW DUAL SHOPS, THE LEGISLATION SHOULD NOT GO ANYWHERE THIS YEAR.
- o YOU KNOW MY POSITION ON THIS LEGISLATION. I HAVE BEEN OUTSPOKEN IN MY OPPOSITION. AS YOU KNOW, THE LEGISLATION APPLIES A COLLECTIVE BARGAINING CONTRACT COVERING WORKERS OF A UNIONIZED COMPANY TO EMPLOYEES OF ANY RELATED NON-UNION COMPANY IN THE GEOGRAPHIC ARE COVERED BY THE CONTRACT.
- o THE ISSUE IS ONE OF SIMPLE FAIRNESS. CONGRESS SHOULD NOT DENY NON-UNION EMPLOYEES THE RIGHT TO VOTE ON THE QUESTION OF UNION REPRESENTATION.
- o AND THIS LEGISLATION, IF IT WERE ENACTED, WOULD ULTIMATELY HURT THE BUILDING TRADES BY FORCING CONTRACTORS TO WORK EITHER COMPLETELY UNION OR NON-UNION. COMPETITIVE PRESSURES WILL FORCE MANY COMPANIES TO GO NON-UNION.
- o THE BATTLE WILL BE JOINED AGAIN NEXT YEAR. THE PROPONENTS OF THE LEGISLATION DON'T SEEM TO GIVE MUCH ROOM FOR COMPROMISE AT THIS POINT. BUT THEY ALSO DON'T HAVE THE VOTES LOCKED UP. YOU HAVE A GOOD CASE TO TAKE TO CONGRESS AND WILL HAVE MORE TIME TO MAKE CERTAIN CONGRESS HEARS IT.



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THE COMPLETED CONTRACT METHOD

- o THE OTHER ISSUE IS A TAX ISSUE -- THE COMPLETED CONTRACT METHOD OF ACCOUNTING. AS YOU KNOW, THE HOUSE, IN ITS DEFICIT REDUCTION PACKAGE, HAS PROPOSED TO REPEAL WHAT IS LEFT AFTER TAX REFORM. THE SENATE WILL BE TAKING UP [ HAS BEGUN ] ITS DEFICIT REDUCTION PACKAGE THIS WEEK. THE FINANCE COMMITTEE DEMOCRATS ORIGINALLY PROPOSED TO ADOPT THE HOUSE POSITION. BUT LAST WEEK WE WERE ABLE TO GET THAT PROPOSAL DROPPED IN COMMITTEE.
  
- o I EXPECT THAT THE SENATE BILL WILL NOT CONTAIN ANY FURTHER LIMITATION OF THE COMPLETED CONTRACT METHOD, BUT THE CONFERENCE WITH THE HOUSE WILL BE DIFFICULT. HOWEVER, REPEAL OF COMPLETED CONTRACT IS NOT NECESSARY TO MEET THE REVENUE TARGET IN THE SO-CALLED "BUDGET SUMMIT" AGREEMENT. WITH A LITTLE LUCK, THE COMPLETED CONTRACT METHOD WILL SURVIVE THE CURRENT ATTACK.



NEW HAMPSHIRE CHAPTER

*Speaker*  
The Associated General Contractors  
of New Hampshire, Inc.

10 Fort Eddy Road, Concord, N.H. 03301  
Area Code 603 225-2701

*Dec. 9  
Wednesday*

*in N.H.*

April 29, 1987

*Joyce*  
The Honorable Senator Robert Dole  
141 Senate Hart Office Building  
Washington, D.C. 20510

Dear Senator Dole:

The Associated General Contractors of New Hampshire, Inc. would like you to be the featured speaker at our 38th Annual Meeting on Wednesday, December 9, 1987. The meeting will be held at the Center of New Hampshire in Manchester, New Hampshire.

In the past, over 350 people, consisting of contractors and subcontractors, have attended the Annual Meeting. This night includes a Cocktail Hour, Dinner and an address by our featured speaker. This year's meeting will start at approximately 6:00 PM and conclude at approximately 9:00 PM. I'm sure a speaker of your stature will draw even a greater number of attendees than in the past. Incidentally, as I mentioned to you in Washington, our Senior Vice President of AGC of America Jim Supica will be in attendance that night.

If you or a member of your staff would like to speak with me further in regard to this event, please feel free to contact me at any time.

Very Truly Yours,

Robert S. Fennerty  
President

*5/7 Copy to Molly  
5/26 letter to*

RSF/clg

Officers

Robert Fennerty, President  
William Clark, S.V.P.  
David Gaulin, V.P. Highway  
Richard Proulx, V.P. Associates  
Frank Whitcomb, Treasurer  
John Little, Secretary

Directors

Building Division  
Ronald Bauer — Owen Pierce  
Highway Division  
William Eaton — Thomas Bascetta  
Associate Division  
Daniel Church — Emerson O'Brien

Ex-Officio

Stephen Brox — William McAuliffe  
James Watkins, Jr.  
National Director  
Thomas Palazzi  
National Associate Director  
Kenneth Bradley  
Executive Director  
Gary A. Abbott



GLASSNER

SENATOR BOB DOLE  
TRAVEL SCHEDULE  
DECEMBER 9, 1987  
NEW HAMPSHIRE  
FINAL: 12/9/87 11:10am

WEDNESDAY, DECEMBER 9, 1987

4:00pm WHEELS-UP from Washington, D.C. en route to  
Manchester, NH

Flight time:	1 hour 30 minutes
Aircraft:	Falcon 50
Tail Number:	5DL
Pilots:	Fred Hester, Mike Railton 513/579-212
Seats:	8
Meal:	None
FBO:	Stead Aviation 603/669-4360
Contact:	Suzanne Niemela/Jim Carroll

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AIRCRAFT MANIFEST

SENATOR BOB DOLE  
Mike Glassner  
Mari Maseng  
Kim Wells

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5:30pm ARRIVE Manchester, NH and proceed to motorcade

Met by:	Suzanne Niemela
FBO:	Stead Aviation 603/669-4360

5:35pm DEPART via motorcade en route to the Bedford Village  
Inn

Drive time: 15 minutes

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MOTORCADE ASSIGNMENTS

LEAD:	Suzanne Niemela
	Mike Glassner
Driver:	Mark Britton
LIMO:	SENATOR BOB DOLE
	Jim Carroll
	Mari Maseng
Driver:	Leigh Lancaster
STAFF:	Kim Wells
	Jim Murphy
Driver:	Mark Kanakis

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5:50pm ARRIVE Bedford Village Inn and proceed to fundraiser

Bedford Village Inn 603/472-2001  
Old Bedford Road  
Bedford, NH

Met by: Helen Perry, Advance  
Greeted by: Norman Stahl  
Gerry Nash

5:55pm- MIX AND MINGLE  
6:05pm

6:05pm- PHOTO SESSION with Peter Stahl  
6:15pm

6:15pm- REMARKS by Senator Dole with questions  
6:30pm

Attendance: 70  
Location: Great Hall  
Intro by: Norman Stahl

CLOSED PRESS COVERAGE

6:35pm DEPART Bedford Village Inn via motorcade en route to  
Center of NH Holiday Inn

Drive time: 10 minutes

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MOTORCADE ASSIGNMENTS

LEAD: Suzanne Niemela  
Mike Glassner  
Driver: Mark Britton  
LIMO: SENATOR BOB DOLE  
Jim Carroll  
Mari Maseng  
Driver: Leigh Lancaster  
STAFF: Kim Wells  
Jim Murphy  
Driver: Mark Kanakis  
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6:45pm ARRIVE Center of NH Holiday Inn and proceed to  
NH Association of General Contractors cocktail  
reception

Center of NH Holiday Inn 603/625-1000  
700 Elm Street  
Manchester, NH

Met by: Dan Burger, Advance  
Greeted by:

6:50pm- ATTEND cocktail reception  
7:05pm

Attendance: 250  
Location: Ballroom and Assembly

OPEN PRESS COVERAGE

7:10pm PROCEED to Head Table for remarks

Location: Ballroom

7:15pm Introduction of Head Table by Bob Fennerty with brief greeting  
remarks

7:20pm Introduction of Senator Dole by Jim Supica, Senior V.P. and  
President -elect of the National Association of General  
Contractors

7:25pm- REMARKS by Senator Dole  
7:45pm

Location: Ballroom  
Facility: Stand up podium; 30" riser at two-  
tiered head table; microphone

OPEN PRESS COVERAGE

7:50pm DEPART Center of NH Holiday Inn via motorcade en route  
to airport

Drive time: 15 minutes

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MOTORCADE ASSIGNMENTS

LEAD: Suzanne Niemela  
Mike Glassner  
Driver: Mark Britton  
LIMO: SENATOR BOB DOLE  
Mari Maseng  
Jim Carroll  
Driver: Leigh Lancaster  
STAFF: Jim Murphy  
Kim Wells  
Driver: Mark Kanakis  
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8:05pm ARRIVE Manchester Airport and proceed to aircraft

Met by: Ken Fredette, Staff  
FBO: Stead Aviation 603/669-4360

8:10pm WHEELS-UP for Washington, D.C.

Flight time: 1 hour 30 minutes  
Aircraft: Falcon 50  
Tail Number: 5DL  
Pilots: Fred Hester, Mike Railton  
Seats: 8  
Meal: Dinner  
FBO: Butler Aviation 703/549-8340  
Contact: Morrell Taggart 703/920-4353 (H)  
202/223-9328 (O)

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AIRCRAFT MANIFEST

SENATOR BOB DOLE  
Mike Glassner  
Mari Maseng  
Kim Wells  
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CONTACT SHEET FOR DOLE VISIT

DECEMBER 9, 1987

ADVANCE

Suzanne Niemela	603/623-6680 (O)
Dan Burger	617/350-8600 (O) 603/964-9086 (H)
Helen Perry	603/644-0111 ext. 225 (O) 603/485-3447 (H)
Ken Fredette	603/623-6680 (O)

DRIVERS

Mark Britton	603/623-6680 (O)
Leigh Lancaster	603/883-1769 (H) 603/880-3354 (O)
Mark Kanakis	603/882-3131 (O) 603/880-3354 (H)

FUNDRAISER

Norman Stahl	603/669-1000 (O) 603/622-0123 (H)
Gerry Nash	603/882-2702 (O) 603/882-2404 (H)
Bedford Village Inn Contact:	603/472-2001 Christina Smith

ASSOCIATED GENERAL CONTRACTORS

Gary Abbott, Executive Director	603/225-2701 (O)
Tim Cantara	" "
Bob Fennerty, AGC	603/225-6065 (H) 603/746-4611 (O)
Budget Car Rental	603/623-3929
Stead Aviation	603/669-4360



## NEW HAMPSHIRE BRIEFING

Associated General Contractors of New Hampshire  
Center of NH Holiday Inn  
700 Elm Street  
Manchester, NH  
Wednesday  
December 9, 1987  
6:00 P.M.

### PURPOSE

To gain exposure in New Hampshire through one of the largest associations in the state.

### BACKGROUND

The Association of General Contractors of New Hampshire is part of a National Association of which there are 106 chapters around the country. In New Hampshire there are 150 contracting members.

The New Hampshire association was incorporated in 1950 and their headquarters are in Concord, New Hampshire.

Their aim and purpose is to promote better relations between private owners and public bodies.

There will be twenty-six people at a two-tiered head table with Senator Dole at the upper level.

### KEY ATTENDEES

#### Head Table:

Jim Supica - from Lenox, Kansas; Senior Vice President of the National Association and President-elect.

Robert "Bob " Fennerty - President of the NH Association of General Contractors

Frank Whitcomb - F.W. Whitcomb Construction, Walpole, NH

David Gaulin - National Fence and Granite, Concord, NH; next President of the local chapter of the Associated General Contractors

Doug Scamman - Speaker of the House; Dole supporter

Peter Spaulding - Executive Councilor; Dole supporter



Raymond Burton - Executive Councilor; Bush supporter

Bernie Streeter - Executive Councilor; Bush supporter

Earl Rinker - Executive Councilor; was a Laxalt supporter; now is uncommitted

William "Bill" Bartlett - Senate President; Bush supporter

Vance Kelley - Labor Commissioner; closet Dole supporter - Sununu has a hold on him

Robert "Bob" Dawst - Department of Transportation

John Little - MacMillan Company, Keene, NH

William Clark - Merganser Corporation, Amherst, NH

NEW HAMPSHIRE BRIEFING  
MEDIA -- MANCHESTER, NEW HAMPSHIRE  
DECEMBER 9, 1987

MANCHESTER AIRPORT BACKGROUND

GIVEN THE LEVEL OF INTEREST IN SENATOR DOLE BECAUSE OF THE SUMMIT, THERE IS A POSSIBILITY SOME LOCAL OR BOSTON PRESS MAY TRY TO SPEAK BRIEFLY WITH THE SENATOR UPON ARRIVAL AT MANCHESTER AIRPORT. THEY WILL BE BRIEFED AHEAD OF TIME THAT THE SENATOR IS ON A TIGHT SCHEDULE AND HAS ONLY A FEW MINUTES. FORMAT: INFORMAL. Q&A CAN BE DONE ON TARMAC OR IN TERMINAL BUILDING.

BEDFORD VILLAGE IN (FUNDRAISER) BACKGROUND

THIS EVENT IS CLOSED TO THE PRESS.

ASSOCIATED GENERAL CONTRACTORS, CENTER OF N.H., MANCHESTER

NBC NEWS, CNN, CHANNEL 5 (ABC) IN BOSTON, THE BOSTON GLOBE, AND OTHER REGIONAL MEDIA ARE EXPECTED. BECAUSE OF THE TIGHT SCHEDULE, NO FORMAL NEWS AVAILABILITY HAS BEEN SCHEDULED. THERE WILL, HOWEVER, BE A FULL NEWS CONFERENCE FACILITY SET UP AND AVAILABLE IN THE HOTEL, SHOULD THE SENATOR DECIDE TO DO AN IMPROMPTU NEWS AVAILABILITY.

WE HAVE TOLD THE PRESS SEN. DOLE WOULD BE AVAILABLE, AS HE ALWAYS IS, FOR QUESTIONS, ON AN INFORMAL BASIS, AT THE HOTEL. THE PRESS HAS NOT BEEN PROMISED ANY TYPE OF FORMAL NEWS AVAILABILITY AT THE HOTEL.

JAKE/09DEC/0950

1987 ANNUAL MEETING PROGRAM

1.) Call to Dinner

2.) Introduction of the Head Table (Robert Fennerty)

To my far right (upper level)

Secretary	- John Little & His Wife Joan <sup>?</sup>
Incoming Nat'l AGC President	- James Supica
Republican Senator	- Robert Dole
AGC of NH President	- Robert Fennerty & His Wife Linda
(PODIUM)	
AGC of NH Vice President	- David Gaulin & His Wife Patty <sup>?</sup>
Treasurer	- Frank Whitcomb & His Wife Sheila <sup>?</sup>
Senior Vice President	- William Clark & His Wife Deborah

To my far right (lower level)

Labor Commissioner	- Vance Kelly
N.H. Speaker of The House	- Doug Scamman
N.H. Senate President	- William Bartlett & Arlene Burns Executive Assistant
Dept. of Transportation Director of Public Works & Trans.	- Robert Dowst
Executive Councilor	- Peter Spaulding
Executive Councilor	- Raymond Burton
Executive Councilor	- Earl Rinker III and Jean
Executive Councilor	- Bernard Streeter

In Audience

? Executive Councilor	- Ruth Griffin
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powerful Senate Finance Committee, where he was instrumental with President Regan in laying the foundation for the United States strongest economic recovery in thirty years. Ladies and Gentlemen please give a warm welcome to the United States Senate Minority Leader, Senator Robert Dole.

5.) Invocation - Tom Palazzi

6.) Dinner is Served

7.) Robert Fennerty remarks:

8.) Introduction of the 1988 Board of Directors (Robert Fennerty)

President:	David Gaulin
Senior Vice President:	William Clark
Vice President:	John Little
Vice President-Associates:	Emerson O'Brien
Secretary:	William Eaton
Treasurer:	Ronald Bauer
Director-Building:	Cornelius Allsopp
Director-Building:	Owen Pierce
Director-Highway:	Frank Whitcomb
Director-Highway:	Thomas Bascetta
Director-Associates:	Michael Griffin
Director-Associates:	Daniel Church
National Director:	Thomas Palazzi
National Director-Associates:	Kenneth Bradley





**Associated  
General  
Contractors  
of New Hampshire**

**1987 ANNUAL REPORT**

# AGC

**Associated General Contractors  
of New Hampshire, Inc.**





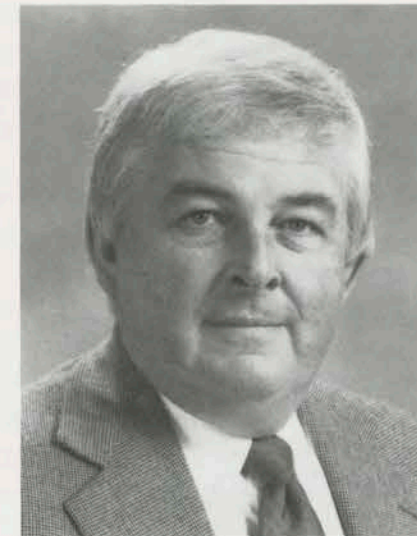
AGC

## AIMS AND PURPOSES OF THE ASSOCIATED GENERAL CONTRACTORS OF NEW HAMPSHIRE

The aims and purposes of this Association are to make membership in the Chapter a reasonable assurance to the public of the Skill, Integrity and Responsibility of its members, by requiring that those admitted to membership shall have established an honorable reputation on these three fundamental points, and by making continuance in this membership depend upon fair dealings between members and the public.

The AGC also aims to promote better relations between private owners and public bodies; their architects or engineers on the one hand, and contractors on the other; to maintain high professional standards in the conduct of work; to combat unfair practices; to encourage efficiency among contractors; to support contractors and contractors' associations in efforts to rectify conditions of an unsatisfactory character; to encourage those methods of contracting for work which relieve the contractor of improper risks, and to encourage sound business methods tending to raise the standing of contractors generally in the business world.

## PRESIDENT'S REPORT



**ROBERT S. FENNERTY**  
**Jordan-Milton Machinery,**  
**Inc.**  
**Concord, NH**

Dear Members and Friends:

I'm proud to report that as your 1987 President, the construction industry in New Hampshire continued to prosper in both the creation of additional work and the positive economic climate that surrounds us. New Hampshire continues to be a leader in adapting to the needs of communities in maintaining the quality of life, while understanding the needs for business to continue this prosperity in the State. This past year, the AGC continued to be a positive force in governmental affairs due to efforts made by those serving on our committees, special committees, and through the guidance of our Board of Directors and Executive Committee.

In 1987, the AGC, continued to give the quality of service on both the National and Local level which you have come to expect. As President, you can see the time and dedication put forth by many who participate in studying, developing and ultimately taking strong positions in favor of the construction industry.

It is vitally important that the value of the AGC membership be communicated effectively to the entire construction industry and general public to maximize the goals of the association.

I leave this position with confidence that our upcoming Board of Directors are leaders with both insight and knowledge to continue the AGC tradition of being the voice of the Construction Industry.

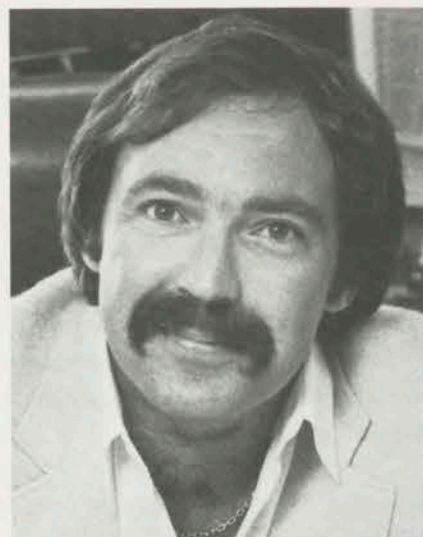
Sincerely,

A handwritten signature in dark ink, reading "Robert S. Fennerty". The signature is written in a cursive style with a large, stylized "R" and "F".



AGC

## TREASURER'S REPORT



**FRANK L. WHITCOMB**  
**F.W. Whitcomb**  
**Construction Company**  
**Walpole, NH**

The Associated General Contractors of New Hampshire has again ended the year in a strong financial position. The financial picture at the Association was ever changing due to the various membership needs realized throughout the year. The AGC dues for 1987 far exceeded any previous year in the history of the Association. Income, however, dropped below projections made in 1986, with 1987 expenses increasing due to the large volume of state construction industry issues. Annual Legislative Sessions are changing the financial impact of the Association. Our Board of Directors have continued to improve and maintain the office facilities in a complementary manner consistent with previous years. The strong financial picture comes through, both by the timely adjustments made by the Board in reviewing monthly and yearly projects, and from the positive reserve placed by previous years' treasurers.

Many times, the value of membership is not communicated as well as many would like it to, but let's remember that this Association is a non-profit organization, run by members, for its members. Your participation on committees is important for obtaining your best value for the services you desire. The Chapter will continue to review and update services complementary to membership desires while maximizing the use of membership dues.

I have enjoyed working with the staff of the AGC of NH this year, and look forward to a continued involvement with the Association.

Sincerely,



## EXECUTIVE DIRECTOR'S REPORT



**GARY A. ABBOTT**  
**AGC of New Hampshire**

As Executive Director of the AGC, I'm proud to report that the goals for 1987, to continue solid lines of communication between the industry and our elected and appointed representatives have been, in many cases, enhanced throughout 1987. The Association's Board of Directors have been very active in developing industry guidelines and positions to further maximize the benefits of the association. The weekly "AGC Update" continues to inform the membership of current events and industry news on a timely basis.

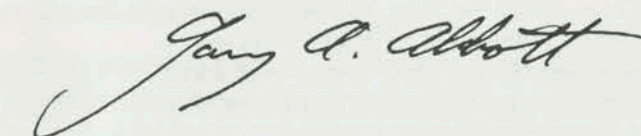
The 1986 Annual Report was such a success last year that the Board of Directors, at the following meeting after distribution of the report, unanimously voted to continue this report yearly.

Growth is becoming the State's most important challenge with the strong economic climate, the shortage in workers and local infrastructure needs. In 1987, the AGC helped sponsor and played an active role in the Governor's Conference on Growth in hopes of both educating the public and understanding other viewpoints to work towards solutions on growth.

The continued support of contractors who belong to the Association, shows clearly how important a trade organization can be. The AGC members and 1988 Board of Directors should continue to pursue the goals and objectives set by the members and continue to utilize the AGC staff and resources available, so the construction voice will be heard.

I look forward to working with the 1988 Board of Directors and committees in pursuing goals and objectives set by the members.

Sincerely,







## LEGISLATIVE SUMMARY

### 1987 Legislative Summary

The New Hampshire Chapter of the AGC continues to be a recognized leader in Construction Industry legislative matters. All legislation is carefully reviewed, and our success is made possible through the efforts of an active legislative committee, and with the assistance of our legal counsel. This assures the membership of a continued climate of growth and economic freedom.

During the 1987 legislative session, the AGC supported ten bills, opposed eleven bills, and took no position on four others. Of the ten supported, the legislature passed three, while three were re-referred to next session. The four that were supported that did not pass were: the two Tort Reform Bills, the changing of the Memorial Holiday, and the lapse into the Highway Trust Fund of excess Driver Training Funds. The Legislature did not pass the content of any of the eleven bills that were opposed by the AGC.

Major issues confronted by the AGC were:

#### Insurance

The State Legislature defeated the passage of new language for the Construction Statute of Limitations in 1987. The new legislation was an effort to correct the previous statute which was struck down by the N.H. Supreme Court in 1981. Although defeated, the AGC will continue to work towards a reasonable statute to protect the construction industry.

The AGC of N.H. continued to participate with other associations working toward legislative reforms including Joint and Several liability.

On other insurance issues the AGC opposed legislation mandating certain health benefits, feeling that this would add to the continual spiralling costs of Health Insurance.

#### Water

The AGC supported the State of New Hampshire Office of State Planning in an effort to set up guidelines to standardize water zoning ordinances. These guidelines were formulated and adopted by Office of State Planning in October of 1987. This is felt will eliminate unnecessary ordinances put in effect by local planning boards to curtail growth.

#### Growth

1987 saw the re-referral of legislation on a growth timing limitation bill. The AGC supported this bill which would have placed a time limit on growth

ordinances. During this time period towns would be required to improve infrastructure needs in order to support the growth of the new development.

The AGC also opposed state legislation in 1987 that would have required developers to pay fees relative to the impact on the community's infrastructure needs. This would only escalate the cost of construction and was re-referred to the 1988 session.

#### Highway Fund

The legislature re-referred a bill proposing that the public utilities be reimbursed through the highway trust fund for their relocation costs. This bill would have reduced the amount of funds available for new construction. The bill was re-referred to the Senate Transportation Committee, and in September 1987 received opposing testimony from the AGC.

The AGC supported a proposal that excess Driver Training dollars should lapse into the Highway Trust Fund as originally intended. Instead the legislature did not correct this diversion of funds and the excess remained part of the General Revenue Fund.

The AGC in conjunction with the New Hampshire Highway Users Group continued in 1987 to make efforts to educate the legislative body of the various diversions of Highway Trust Fund Dollars.

#### Highway

The authentic restoration of the Cornish-Windsor Bridge became an issue in that the initial legislation would have set a precedence of choosing a contractor while denying the taxpayers the benefits of the open bidding process. AGC of N.H. worked very hard on this bill to assure the integrity and continuance of the New Hampshire bid process. The AGC was the only construction association actively involved in this issue to preserve the public bid process.

#### Workers Compensation

All legislation on Workers Compensation was re-referred to the 1988 session. The AGC opposed Combined Earnings, which would provide any person with more than one job to be able to collect benefits based on earnings from all jobs. The AGC also opposed the adding of fringe benefits to the wage calculation of Workers Comp, while it supported Co-Employee Immunity which would prevent employees from suing one another while collecting Workers Comp benefits defeating the entire purpose of Workers Compensation.

### 1988 Legislative Outlook

Growth issues will be the main focal point in the upcoming 1988 legislative session. Legislation on growth ordinances, developer impact fees, the gas tax, diversion of highway trust funds, and future planning will be areas of concern to the state and the industry. The AGC contends that all these issues revolve around the total infrastructure needs of our growing State. Within these issues coordination between local, regional, and state planning is essential.

Workers Compensation legislation returns during the upcoming 1988 session. The 1987 state legislative committees will be reporting back on those bills that were re-referred from last year. Our stand on many of these issues is clearly stated in the legislative summary, and the AGC will continue to focus our attention on these issues as they reappear during the 1988 session.

The AGC will focus its attention on a bill intended on reinstituting the prevailing wage law. The State Davis-Bacon Act was repealed in July 1985 due to the efforts of the construction industry and the local communities who realized such legislation as both unnecessary and inflationary.

The AGC of NH will continue to support the state in its current program of mapping New Hampshire ground water, and the Office of State Planning's newly instituted guidelines regarding water. However, the AGC will oppose any new regulations concerning reporting, monitoring, and water allocation all over the state without regard to the current study that is underway. This would appear to be very unnecessary legislation unless a problem is arrived at under the ground water mapping program.

The AGC of NH, as it always has in the past, will also oppose all bills which attempt to divert Highway Trust Funds from highway purposes. The purpose of the Highway Trust is to collect funds from user fees such as the gas tax and place that money into the Highway Trust Fund for state and local highway needs.



### Projects, Accomplishments and New Programs

A new Special Directory was developed for the membership. This new directory contained active member business profiles, and associate member services in a pocket sized format. So often these business profiles and services are important to the public when searching for contractors and others to perform work. This publication was circulated free to some 150 cities and towns, as well as the Architects which support our plans room. This provided the membership with free advertisement and exposure.

A Chapter Marketing Plan was developed to assist the AGC Board of Directors, and the Finance Committee on ways to promote the membership to the community, promote the chapter to the membership, and to promote the chapter to the public. Sound ideas for growth were developed allowing for a solid foundation to be set in place for future planning.

The Chapter was a co-sponsor of the Governor's Conference on Growth Planning held on October 17th in North Conway. Several hundred local officials, developers and planners were on hand to attend this conference. Chris Gallagher, of Gallagher, Callahan and Gartrell was the featured speaker for the AGC, and gave our views on infrastructure needs, gas tax, and other construction related issues.

The Chapter co-sponsors a seminar on November 19th regarding the changes to the A201 document. Together with the AGC of Massachusetts and the other Northeast AGC Chapters this seminar assisted all contractors in understanding the changes and benefits of this important new document. The seminar was held in Westborough, Mass. and featured Joseph McManus and Robert Lathlean, two of the most knowledgeable individuals on the A201 document.

Supervisory Training Program courses continued to be offered through the Manchester Vocational Technical College. This 9-course program saw an increase in participation and stresses the basics of supervisory skills with emphasis placed on developing good sound skills needed by companies in order to continue to compete in today's market.

The Jobbank continues to be an active program of the AGC of NH. This service gathers qualified job applicants for skilled positions in the construction industry. The names of these people are then published in the weekly newsletter, giving our members an opportunity to call the Chapter Office about anyone who interests them.

Flagperson Instructor Training Seminars were held March 30, May 26, July 15, and September 14 to provide companies with trainers for their flagpeople. The NHDOT in current job specifications requires companies to have at least one person certified to instruct flaggers due to the high turnover in this position and the importance of the job in terms of safety.

A Red Cross First Aid Training Seminar was held as an all-day course on February 25. This certified the participants in Multimedia Standard First Aid. The class was found to be very informative, and fulfilled the current OSHA requirement regarding First Aid training.

### National Events

The AGC of America Annual Meeting was held in Washington, D.C., March 5-10. Our Nation's Capital provided a unique and interesting setting for this important gathering.

June 14 to 20 was proclaimed Safety in the Workplace Week. Stickers, posters, and informational packets were made available to all members to enforce its continued prominence, and heighten public awareness nationwide.

The National Midyear Convention took place this year right next door in Boston, September 18 through 22. Our lobster/seafood gift certificate sold at the Action Auction for over 7 times its value. This item seems to be an attractive hit at the auction, and aids the National AGC's Education and Research Foundation's scholarship awards campaign.

### AGC of New Hampshire Functions

The Architects, Contractors, and Engineers (A.C.E.) meeting of January 22 saw the heaviest snowfall of the year with featured speaker Bob Lobell from WBZ TV's Channel 4 being unable to attend. Despite the adversity of the weather some 30 people were on hand to relax and converse about issues of importance.

The May membership meeting was held at the Center of New Hampshire, in Manchester. The evening featured a presentation on the new tax laws, and how a financial advisor can assist corporations in dealing with the new changes.

Ladies Weekend 1987 was held at the Southampton Princess Hotel in Bermuda. Over 130 Members and Guests enjoyed the warmth and sunshine. Our group brought with them good weather to the island which had just experienced a record breaking three weeks of

rain and gloom. All was not fun in the sun, as this year's Board of Directors met for the longest board meeting of the year which required two days to address the many important issues facing the membership.

Plans were made for Ladies Weekend 1988 to be held at the Balsams Resort Hotel in Dixville Notch, N.H., June 10-12th, 1988. The area is complete with tennis, a PGA approved Golf Course and other amenities to make this a favored convention spot. All members are welcome, and are urged to make plans to attend.

The Second Annual AGC of NH Golf Tournament and Clam Bake saw over 115 golfers competing on the fairways at the Amherst Country Club, Amherst, N.H. The weather was spectacular as golfers were scored in two separate tournaments depending on their expertise. At the nineteenth hole fellow members and guests met the tired foursomes for a fabulous indoor Lobster/Clam Bake dinner.

The Dinner Dance Cruise/Fund Raiser for 1987 was held aboard the MS Mount Washington, on Lake Winnepesaukee on September 24th. The event was a unanimous success with over 120 couples present on board. The cruise featured a splendid lobster dinner and a separate dance band on each of the two decks. Members and guests enjoyed a relaxing evening of conversation, dancing and each other's company, as they dined and danced the night away. The evening also featured over three thousand dollars in door prizes adding to the excitement and splendor of the evening.



## AGC DUES WORKING FOR MEMBERS

### At the Chapter level:

AGC of New Hampshire co-sponsored with other organizations the Governor's Conference on Growth and became very involved in the conference.

AGC of New Hampshire battles Cornish-Windsor Bridge legislation and the issue of waiving standard bid practices in an effort to protect the integrity of the competitive bid process.

ACE Committee completes task of transforming the statute of New Hampshire Public Works specifications to the AIA 201 standard document. On October 27th the ACE Committee presented these documents to Commissioner Wallace Stickney of the NHDOT.

In October 1987, the AGC by Governor's Executive Order is made a member of the newly formed New Hampshire Motor Carrier Advisory Committee.

AGC Vice President of Highways, Dave Gaulin met with Bruce Kelley of NHDOT to discuss fiscal 1988 methodology on how the department sets DBE requirements.

AGC reviews Office of State Planning's water guidelines.

AGC Pit Permit Committee works hard on the legal language for 155E Statutes, and wet lands excavation.

AGC Truck Committee continued to meet with NHDOT concerning the certified weights and bridge posting.

AGC reviews State of New Hampshire Design-Build procedures and practices.

AGC produces a new Special Directory and does free mailing to Cities, Towns, Architects and Engineers.

AGC Blasting Committee made recommendations to the Department of Safety concerning their licensing and hearing procedures.

AGC mailed "86" Annual Reports to all State and Federal Representatives.

The AGC worked hard during the 1987 legislative session so that no adverse state legislation for construction passed.

### At the National level:

AGC worked closely with the American Institute of Architects until the two groups could agree on a new revision to the A201 document, "General Conditions of the Contract for Construction." The AGC is the only trade association whose endorsement is carried on the new A201.

AGC is the only contractor organization to have a liaison committee with the American Water Works Association to resolve issues related to water supply construction.

The Construction Industry Institute (CII) was formed to carry forward the construction cost-effectiveness work of the Round Table. A number of AGC contractors are on the Board of Directors of the CII.

The National Journal, one of the most well-read and well-respected periodicals on Capitol Hill, carried a six page analysis of the political effectiveness of various prominent National Associations. Here is what that article, "Measuring Clout," said about AGC of America.

"Trade associations that have wowed Washingtonians include the Associated General Contractors of America, which has a big Political Action Committee (PAC), gives policy makers good information, and knows how to count votes . . ."

"Associated General Contractors of America, the main lobbying group for highway construction, mobilized its members to snatch victory from defeat this year, instigating hundreds of telephone calls in a 2-hour period from highway contractors . . . to override President Reagan's veto of the highway bill. Its members weren't hard to motivate: most are family-owned firms that saw their livelihoods at stake."

As reported by Engineering News-Record (ENR) in the July 16 issue. AGC . . . the only construction organization representing contractors interests on "technical correction" to the 1986 tax reform legislation.

AGC . . . the only construction group filing a friend-of-the-court brief supporting HUD's efforts to bar Davis-Bacon where federal funds were used only to buy land. In August — success! Justice Department overrules DOL, says Act does not apply.

AGC . . . provided \$10,000 and a friend-of-the-court brief in the Midway Excavators case (an AGC of New Hampshire member firm) supporting Midway's position that Davis-Bacon does not cover drivers delivering to both covered and non-covered projects.

AGC was in action with Robert Desjardins of Cianbro Corporation, (an AGC of New Hampshire member firm) from Pittsfield, ME, in House hearings in March, on the cost impact of the Davis-Bacon Act to highway construction work.

AGC is a founding member — and the only organization representing contractors — in two major coalitions promoting infrastructure awareness in both the Aviation Infrastructure Roundtable and Rebuild America.

An AGC task force is conducting an in-depth review and evaluation of federal agencies' design-build programs.

AGC's Disaster Assistance Committee has developed a new plan, which has been distributed to federal agencies, state agencies and chapters — the "Fast Aid Emergency Mobilization Plan." Again, this is an unrivaled AGC public and member service.



## REASONS WHY CONTRACTORS BELONG TO THE AGC

— **Weekly Newsletter:** The Newsletter contains up-to-the minute coverage of every issue, news items, trends and general information concerning the Construction Industry. Also contained in the newsletter is the Plans Room listing. Each project listed is available for viewing in our Plans Room Monday through Friday, 8:00 am to 5:00 pm. Once a project has been awarded, the AGC Newsletter publishes the projects' low bid results, with the name of the three lowest bidders.

— **Lobbying:** The AGC of NH represents the Construction Industry and its interests, and acts as a liaison between the membership and Government bodies at both State and Federal levels. Elected Representatives need the input a strong association can provide. The AGC of NH is a natural gathering place for industry points of view and gives contractors a voice at the national and local levels. The AGC Chapter Office maintains an in-house lobbyist as well as outside consultants to help follow legislation that affects the industry while representing the views of the Association before subcommittees and the legislature.

— **Access to Plans Room:** The AGC maintains a Plans Room. We select plans from throughout the New England states that will be beneficial to our members. We carry plans for both Highway and Building projects.

— **Forms & Publications:** The AGC of NH maintains a number of contract documents and publications at the Chapter Office in Concord. They range from Engineering and International Construction Documents to Equipment Ownership and Rental Documents and AGC Emblems. What we do not have at the Chapter Office, we can obtain from National AGC, usually within 8 to 10 working days.

— **Membership Directory:** Each year the AGC of NH publishes its Membership Directory, listing Building Members, Highway Members, and Associate Members. Each company listed in the directory gives its address, telephone number, Officers of the company, and the type of service they provide. In addition, the Membership Directory includes Officers and Directors of the AGC of NH, Committees, Alphabetic Index of Members, and Classified Index of Associate Members. This Directory is available to members only.

The AGC also offers a Job Bank Program, Active Committees, Unit Cost Sheets (upon request) and a Special Directory which is available to both the membership, and the public.

For more information on AGC Services, contact the Chapter Office.

AGC of NH, Inc.  
10 Fort Eddy Road  
Concord, NH 03301  
Tel. (603) 225-2701

## 1987 BOARD OF DIRECTORS

### AGC OF NEW HAMPSHIRE 1987 BOARD OF DIRECTORS

President	Robert S. Fennerty <i>Jordan-Milton Machinery, Inc.</i>
Senior Vice President	William Clark <i>Merganser Corporation</i>
Vice President/Highway	David Gaulin <i>National Fence &amp; Granite Co.</i>
Vice President Associates	Richard Proulx <i>City Concrete Company</i>
Secretary	John Little <i>The MacMillin Company</i>
Treasurer	Frank Whitcomb <i>F. W. Whitcomb Construction</i>
Director/Building	Ronald Bauer <i>Trumbull-Nelson Construction Company</i>
Director/Building	Owen R. Pierce <i>Pro Con, Inc.</i>
Director/Highway	William Eaton <i>Robie Construction Company</i>
Director/Highway	Thomas Bascetta <i>Tilcon-Arthur Whitcomb, Inc.</i>
Director/Associates	Daniel Church <i>The Rowley Agency, Inc.</i>
Director/Associates	Emerson O'Brien <i>Economy Plumbing &amp; Heating, Inc.</i>
National Director	Thomas Palazzi <i>The Palazzi Corporation</i>
National Associate Director	Kenneth Bradley <i>Waste, Inc.</i>
Ex-Officio	Stephen Brox William J. McAuliffe James F. Watkins, Jr.



# AGC

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**Associated General Contractors  
of New Hampshire**

**10 Fort Eddy Road  
Concord, New Hampshire 03301  
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