

**NEW JERSEY****CHAMBER OF COMMERCE**WILLIAM F. FAHERTY, JR.  
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January 30, 1995

The Hon. Robert J. Dole  
Majority Leader  
United States Senate  
141 Senate Hart Office Building  
Washington, D.C. 20510-1601

Dear Senator Dole:

At the suggestion of Garabed "Chuck" Haytaian, Speaker of the New Jersey General Assembly and on behalf of the Officers, Directors and Members of the New Jersey Chamber of Commerce, I have the distinct pleasure to invite you to attend and address informal remarks to our organization's 57th Annual Congressional Dinner, to be held the evening of Thursday, February 2nd in the Sheraton Washington Hotel in Washington, D.C.

We anticipate that 1,500 New Jerseyans will travel by special train that day to Washington, there to be joined by several hundred more to pay honor to the Members of the New Jersey Delegation to the 104th Congress as they take up their heavy responsibilities in a year of change and challenge unprecedented in the past half century.

Dais guests for this event will include all the Members of the New Jersey Congressional Delegation, Governor Christine Todd Whitman and a number of the business, political and labor leaders of New Jersey.

As is our custom, the speaking program following our Dinner will be quite brief and limited to short, informal remarks by Senators Bradley and Lautenberg, by Congresswoman Marge Roukema as Dean of the New Jersey contingent in the House, and by Governor Whitman.

Our Dinner is scheduled for the period 7:00-8:00 P.M. and the speaking program roughly 8:00-9:15 P.M. We hope that you can be present throughout but, if not, we can accommodate your schedule by shuffling the sequence of speakers as may be required. Your remarks of 10-15 minutes duration would be appropriate.

Perhaps a word about our organization and this annual event is in order. The New Jersey Chamber is 84 years young and has long been the leading independent, general business organization in New Jersey. As indicated, this will be the 57th edition of our Congressional Dinner, which is generally recognized as New Jersey's premier annual business/government event and widely regarded in Washington as the largest such single-state event regularly held in the Nation's capital and one that regularly receives extensive media coverage. New Jersey is, of course, one of the most important states from a population and economic standpoint and often viewed politically as a "swing" state.

The Hon. Robert J. Dole

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January 30, 1995

Over the years, this annual Washington gathering has been addressed by an impressive number of nationally-prominent personages, including President Clinton in 1993 and President Bush in 1989. Presidents Reagan and Bush had earlier addressed Chamber functions other than our Washington event.

I have enclosed a few printed items from our prior dinners to give you the "flavor" of the nature of the event. The basic theme this year is "New Jersey: Medicine Chest for the Nation", reflecting the fact that New Jersey's pharmaceutical industry is the most important in the Nation.

Senator Dole, because New Jersey has been thrust into the forefront of successfully "reinventing" state government by the vision and initiatives of Governor Whitman, we feel it quite appropriate and important that you, as the driving force on the national scene for similarly "reinventing" our Federal government and the way it serves our society, share your thoughts with New Jersey's business community.

I may be reached during business hours by telephone at (609) 989-7888 and FAX at (609) 989-9696 and evenings by telephone at (908) 852-0839 and FAX at (908) 852-5004.

We look forward to your affirmative response to this invitation and to the important message you may have for us and the Nation on February 2nd.

Sincerely,



WILLIAM F. FAHERTY, JR.  
President

WFF:lnk

Enc.

cc: Hon. Garabed "Chuck" Haytaian

**U.S. CHAMBER OF COMMERCE  
 NATIONAL BUSINESS AGENDA ISSUE SURVEY RESPONSES  
 TOP 20 ISSUES**  
 Sorted by "Very Important" and "Important" combined

| Rank | Issue                                       | Very<br>Import. | Very &<br>Import. | Very &<br>Import.* | Not<br>Import. | No<br>Opinion |
|------|---|-----------------|-------------------|--------------------|----------------|---------------|
| 1.   | Unfunded mandates                           | 5099            | 833               | <b>5932</b>        | 30             | 52            |
| 2.   | Welfare Reform                              | 4530            | 1348              | <b>5878</b>        | 61             | 69            |
| 3.   | Federal paperwork burdens reduced           | 3868            | 1969              | <b>5837</b>        | 98             | 80            |
| 4.   | Social Security solvency                    | 3975            | 1845              | <b>5820</b>        | 188            | 80            |
| 5.   | Balanced budget amendment                   | 4967            | 844               | <b>5811</b>        | 215            | 60            |
| 6.   | Statutory reforms of budget process         | 4484            | 1320              | <b>5804</b>        | 120            | 132           |
| 7.   | New OSHA regulations                        | 4804            | 984               | <b>5788</b>        | 99             | 103           |
| 8.   | Civil justice reform                        | 4279            | 1455              | <b>5734</b>        | 121            | 135           |
| 9.   | Regulatory flexibility                      | 4000            | 1680              | <b>5680</b>        | 78             | 223           |
| 10.  | Mandating health benefits                   | 4782            | 839               | <b>5621</b>        | 379            | 97            |
| 11.  | NLRB rulings                                | 3259            | 2323              | <b>5582</b>        | 210            | 207           |
| 12.  | Fight excessive taxation (transportation)   | 4256            | 1326              | <b>5582</b>        | 102            | 277           |
| 13.  | Legislation to rewrite current OSHA law     | 4443            | 1121              | <b>5564</b>        | 249            | 195           |
| 14.  | Small business tax reform                   | 3710            | 1837              | <b>5547</b>        | 243            | 281           |
| 15.  | Capital cost recovery                       | 3063            | 2476              | <b>5539</b>        | 241            | 263           |
| 16.  | Protect rights of property owners           | 3775            | 1762              | <b>5537</b>        | 232            | 240           |
| 17.  | Economic impact of leg. and regulations     | 3437            | 2048              | <b>5485</b>        | 303            | 270           |
| 18.  | Unemployment Insur. and training reform     | 2878            | 2602              | <b>5480</b>        | 194            | 306           |
| 19.  | Control influx illegal immigrants           | 4164            | 1300              | <b>5464</b>        | 300            | 219           |
| 20.  | Prevent cost shift health care/Workers Comp | 3641            | 1822              | <b>5463</b>        | 210            | 412           |

\*Column in boldface combines the number of "very important" and "important" responses given for each issue.

TO: Senator Dole  
FR: Kerry

RE: New Jersey Chamber of Commerce Congressional Dinner

\*Audience of approximately 1,500 attending 57th annual Congressional dinner--the largest of its type in Washington.

\*Dais guests include all members of New Jersey House and Senate delegation, and Governor Whitman. Brief remarks will also be given by Bradley, Lautenberg, Roukeman, and Whitman.

\*They have asked for 10 minutes of remarks

**WHEN I HEARD THERE WERE  
1,500 TAXPAYERS IN TOWN, I JUST  
HAD TO DROP BY TO SEE FOR  
MYSELF.**

**I UNDERSTAND THAT THE NEW  
JERSEY CHAMBER HELD IT'S FIRST  
CONGRESSIONAL BANQUET WAY  
BACK IN 1939--WHEN STROM  
THURMOND WAS YOUR KEYNOTE  
SPEAKER.**

**TONIGHT'S DINNER IS HISTORIC  
IN ONE REGARD--THIS IS THE FIRST  
TIME IN 41 YEARS THAT THIS  
BANQUET HAS HONORED A  
CONGRESS WHERE THE HOUSE AND  
SENATE WERE BOTH CONTROLLED  
BY REPUBLICANS.**

**NOW, I KNOW THIS IS A BI-  
PARTISAN CROWD, AND THAT FOR  
SOME OF YOU THAT MAY BE GOOD  
NEWS--AND FOR OTHERS--**

**SENATORS BRADLEY AND  
LAUTENBERG, FOR INSTANCE--IT  
MAY BE BAD NEWS.**

**LET ME SAY THAT EVEN THOUGH  
SENATORS BRADLEY AND  
LAUTENBERG AND I DIFFER IN  
POLITICAL PARTY, WE DO HAVE  
ONE THING IN COMMON: WE HAVE  
ALL APPEARED ON THE "IMUS IN  
THE MORNING" SHOW.**

**I HAVE TO TELL YOU THAT FOR YEARS AND YEARS, I APPEARED ON SUNDAY DISCUSSION SHOWS LIKE "MEET THE PRESS," AND WOULD HARDLY HEAR A THING. BUT THE MOMENT I STARTED CALLING IN TO IMUS, I COULDN'T LEAVE MY OFFICE WITHOUT HEARING FROM SOMEBODY WHO HAD LISTENED THAT MORNING.**



**WHATEVER YOUR POLITICAL  
VIEWPOINT...AND NO MATTER IF  
YOU PREFER RUSH LIMBAUGH OR  
DON IMUS--THERE CAN BE NO  
DOUBT THAT WASHINGTON IS A  
MUCH DIFFERENT PLACE--AND  
CONGRESS IS A MUCH DIFFERENT  
INSTITUTION--THAN ANY TIME IN  
RECENT MEMORY.**

**IN PAST YEARS, CONGRESS HAS  
DEFINED ITS SUCCESS BY HOW**

**MANY LAWS WERE PASSED, AND  
HOW MANY PROGRAMS WERE  
IMPLEMENTED.**

**THIS CONGRESS SEES THINGS  
VERY VERY DIFFERENTLY. WE  
BELIEVE OUR SUCCESS WILL BE  
DETERMINED BY HOW MUCH  
GOVERNMENT WE LIMIT, AND HOW  
MANY RULES AND REGULATIONS  
WE CUT.**

**YES, WE UNDERSTAND THAT  
GOVERNMENT HAS DUTIES AND  
RESPONSIBILITIES. BUT WE ALSO  
UNDERSTAND THAT THE AMERICAN  
VOTERS GAVE THIS CONGRESS A  
MANDATE--A MANDATE TO REIN IN  
GOVERNMENT, AND TO RETURN  
POWER TO THE STATES AND TO  
THE PEOPLE.**

**I KNOW YOU'VE HAD A VERY  
FULL DAY, AND I WON'T KEEP YOU**

**VERY LONG. BUT I DID WANT TO  
SPEND A MINUTE OR TWO TO  
DISCUSS SOME ISSUES WHICH MAY  
BE OF IMPORTANCE TO THE  
CHAMBER.**

**I SPOKE EARLIER TODAY WITH A  
OFFICIAL FROM THE U.S. CHAMBER  
OF COMMERCE, WHO PASSED  
ALONG A SURVEY OF OVER 6,200  
CHAMBER MEMBERS FROM ACROSS  
THE COUNTRY, RANKING THE TOP**

**POLICY ISSUES.**

**AND THE NUMBER ONE ISSUE  
FOR CHAMBER MEMBERS, I'M  
PROUD TO REPORT, WAS  
UNFUNDED MANDATES.**

**THAT WAS ALSO THE #1 ISSUE  
OF SENATE REPUBLICANS--IN FACT,  
WE DESIGNATED IT S.1. AND IT'S  
THE MOST IMPORTANT STEP IN  
DUSTING OFF THE TENTH  
AMENDMENT, AND RESTORING IT**

**TO ITS RIGHTFUL PLACE IN THE  
CONSTITUTION.**

**IT HAS NOW BEEN PASSED BY  
BOTH THE HOUSE AND THE  
SENATE, AND ALL THAT IS NEEDED  
IS A CONFERENCE COMMITTEE TO  
SETTLE A FEW MINOR DIFFERENCES  
BETWEEN THE TWO HOUSES, AND  
THEN WE'LL SEND IT TO THE  
PRESIDENT.**

**AND LET ME TAKE THIS  
OPPORTUNITY TO THANK  
GOVERNOR WHITMAN--AND ALL OF  
AMERICA'S GOVERNORS--  
REPUBLICANS AND DEMOCRATS--  
WHO WORKED SO HARD TO PASS  
THIS LEGISLATION.**

**THREE OF THE TOP TEN ISSUES  
ON THE SURVEY HAVE TO DO WITH  
REDUCING PAPERWORK AND  
REGULATIONS.**

**AND THOSE RESULTS DON'T  
SURPRISE ME. EVERYWHERE I  
TRAVEL I GET AN EARFUL FROM  
SMALL BUSINESSMEN AND WOMEN  
WHO ARE BEING BURIED UNDER AN  
AVALANCHE OF RULES AND  
REGULATIONS--MANY OF WHICH  
MAKE ABSOLUTELY NO SENSE.**

**ONE INDUSTRY THAT IS  
ESPECIALLY HARD HIT BY  
GOVERNMENT REGULATION IS**



# **NEW JERSEY'S PHARMACEUTICAL INDUSTRY.**

**THE FACT IS THAT THE AVERAGE  
RESEARCH COST OF EVERY NEW  
DRUG--TWO-THIRDS OF WHICH  
GOES TO MEETING FDA  
REQUIREMENTS, IS \$230 MILLION.**

**ONE PHARMACEUTICAL  
CALCULATED THAT IT SPENT MORE  
ON FORMS AND PAPERWORK THAN  
IT DID ON ALL RESEARCH FOR**

**CANCER AND OTHER DISEASES.**

**NO ONE IS ADVOCATING  
PUTTING UNSAFE DRUGS ON THE  
MARKET. I CAN'T HELP BUT  
BELIEVE, HOWEVER, THAT THERE  
MUST BE WAYS TO REDUCE THE  
NUMBER OF BUREAUCRATIC HOOPS  
WE FORCE PHARMACEUTICALS--  
AND ALL BUSINESSES--TO JUMP  
THROUGH.**

**SOME RELIEF MAY COME FROM  
LEGISLATION I INTRODUCED TODAY  
WHICH IS AIMED AT RESTORING  
COMMON SENSE TO THE RULE  
MAKING PROCESS. THIS  
LEGISLATION WILL INSIST THAT  
FEDERAL AGENCIES TAKE INTO  
ACCOUNT THE COSTS, AS WELL AS  
THE BENEFITS, OF REGULATIONS.  
AND IT WILL REQUIRE THAT  
AGENCIES USE ONLY "SOUND**

**SCIENCE" WHEN MEASURING RISKS.**

**ANOTHER TOP ISSUE ON THE  
SURVEY WAS CIVIL JUSTICE AND  
PRODUCTS LIABILITY REFORM.**

**WE'VE FOUGHT THE PRODUCTS  
LIABILITY REFORM BATTLE FOR  
ABOUT A DECADE NOW, AND HAVE  
ALWAYS ENDED UP A VOTE OR  
TWO SHORT OF BEING ABLE TO GET  
CLOTURE.**

**IN THE NEXT WEEK OR TWO,  
SENATORS GORTON AND  
ROCKEFELLER WILL INTRODUCE BI-  
PARTISAN PRODUCT LIABILITY  
REFORM LEGISLATION. I EXPECT  
THE COMMERCE COMMITTEE WILL  
MARK UP THIS LEGISLATION IN  
MARCH, AFTER THEY DISPOSE OF  
TELECOMMUNICATIONS  
LEGISLATION--WHICH I KNOW IS**

**ALSO OF INTEREST TO MANY OF  
YOU.**

**WELFARE REFORM AND HEALTH  
CARE REFORM ARE ALSO ON THE  
CHAMBER'S LIST, AND ON THESE  
ISSUES, OUR GUIDELINE IS SIMPLE:  
WE WANT TO RETURN POWER TO  
THE STATES, AND TO GIVE  
GOVERNOR'S LIKE CHRISTIE  
WHITMAN THE FLEXIBILITY TO  
SOLVE PROBLEMS WHERE THEY ARE**

**BEST SOLVED--AT THE LOCAL  
LEVEL.**

**FINALLY, I DO WANT TO NOTE  
THAT THIS IS THE FIRST BANQUET  
YOU HAVE HELD IN MANY YEARS  
WITHOUT DEAN GALLO. DEAN WAS  
A GOOD FRIEND, AN OUTSTANDING  
PUBLIC SERVANT, AND HIS WISDOM  
IS STILL MISSED AROUND THIS  
TOWN.**

**LET ME LEAVE YOU WITH THREE  
WORDS--"LIBERTY AND  
PROSPERITY."**

**THAT, OF COURSE, IS THE STATE  
MOTTO OF NEW JERSEY, AND IT'S  
ALSO THE GOAL OF THE 104TH  
CONGRESS--BY GIVING LIBERTY  
BACK TO THE PEOPLE, WE CAN  
ENSURE AMERICA'S PROSPERITY  
FOR MANY YEARS TO COME.**