

TO: Senator Dole
FR: Kerry

*At the conclusion of your remarks, NAM will present you with a ceremonial copy of a new book detailing their 100 year history. You may want to be ready with a line like "I look forward to reading this right after I get through with Colin Powell's book."

Brief Remarks
NAM National Association of Manufacturers

Thurs, Sept 21
Nat'l Bldg. Museum
7:00pm

Jerry J. Jasnowski
President

September 13, 1995

The Honorable Robert Dole
Majority Leader
United States Senate
141 Senate Hart Office Building
Washington, DC 20510

Dear Bob:

I wish to emphasize again how important it is to the NAM membership that you join us for brief congratulatory comments at our 100th anniversary gala on Thursday evening, September 21, 1995, at the National Building Museum, beginning with a reception at 7 p.m. Your stopping by and making 5-10 minutes of comments would make the evening a success and yield substantial political dividends.

This will be a star-studded evening (black tie) with more than 1600 CEOs, senior executives and their spouses gathered, along with nearly 100 members of Congress, to celebrate 100 years of manufacturing excellence. The evening will be a great opportunity to congratulate manufacturers for their dramatic competitive comeback, their entrepreneurial and innovative spirit, and their dedication to making our free enterprise system the model for the rest of the world.

The evening is also a great opportunity to remind this influential audience of the major challenges that face the nation in the coming months and how their political involvement is essential for success. You can fire up the troops on the budget, regulatory reform and other critical issues.

As you may know, the NAM represents 13,500 manufacturing firms, of which 10,500 are smaller companies. It is governed by a board of directors comprising approximately 200 top corporate leaders of American industry. The NAM directors and their spouses who will participate in our gala join me in urging you to be a part of this momentous occasion.

Again, please find the time to come by for brief comments that will mean so much to us. I will call you in a few days to confirm your availability.

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Reid
Brown
Sincerely,
4-9993 shut
Jerry J.

Manufacturing Makes America Strong

**THANK YOU. IT'S A PRIVILEGE TO
JOIN YOU TONIGHT IN CELEBRATING
NAM'S 100TH BIRTHDAY.**

**I DID A LITTLE RESEARCH EARLIER
TODAY TO LEARN WHAT WAS
HAPPENING IN AMERICA WHEN THE
NAM WAS FOUNDED.**

**AND I NOTED THAT A CENTURY
AGO IN 1895, THE UNITED STATES
HAD A DEMOCRAT PRESIDENT, WHO
HAD ONCE SERVED AS GOVERNOR OF
HIS STATE.**

**AND THE NEXT YEAR--IN 1896--
AMERICANS ELECTED A PRESIDENT
WHO HAPPENED TO BE A MIDWESTERN
REPUBLICAN, WHO HAD SERVED IN
THE MILITARY, AND WHO HAD A
GREAT DEAL OF CONGRESSIONAL
EXPERIENCE.**

**I WILL PAUSE HERE, IN CASE
ANYONE WANTS TO DRAW ANY
HISTORICAL PARALLELS.**

**ACTUALLY, MUCH HAS CHANGED
SINCE 1895, BUT A FEW THINGS HAVE
REMAINED THE SAME.**

**ONE IS THAT STROM THURMOND IS
STILL IN THE SENATE.**

**AND ANOTHER IS THAT AMERICA'S
MANUFACTURERS ARE THE MOST
INNOVATIVE AND SUCCESSFUL IN THE
WORLD.**

**SOON AFTER THE FOUNDING OF
THE NAM, THE COMMISSIONER OF THE
U.S. OFFICE OF PATENTS WROTE TO**

**PRESIDENT MCKINLEY URGING THAT
THE PATENT OFFICE BE ABOLISHED.**

**THE REASON HE GAVE FOR HIS
RECOMMENDATION WAS--AND I
QUOTE--"EVERYTHING THAT CAN BE
INVENTED, HAS BEEN INVENTED."**

**THIS WAS NOT THE FIRST TIME A
BUREAUCRAT HAD UNDERESTIMATED
THE MAGIC OF THE FREE ENTERPRISE
SYSTEM AND THE INGENUITY OF
AMERICAN MANUFACTURERS, AND IT
CERTAINLY WAS NOT THE LAST.**

**BUT THROUGH IT ALL, IN GOOD
TIMES AND BAD, AMERICA'S
MANUFACTURERS HAVE PRODUCED
THE PRODUCTS THAT HAVE KEPT OUR
ECONOMY AND OUR COUNTRY
MOVING EVER FORWARD.**

**FROM AUTOMOBILES TO JET
ENGINES TO ROCKET BOOSTERS, NAM
MEMBERS HAVE ALLOWED AMERICANS
TO DRIVE ACROSS TOWN, AND TO
TRAVEL TO THE MOON.**

**IN TIMES OF WAR, NAM MEMBERS
PRODUCED THE EQUIPMENT
NECESSARY TO ENSURE THAT
FREEDOM WOULD SURVIVE. IN HOMES
AND OFFICES, YOUR PRODUCTS HAVE
HELPED TO MAKE THE AMERICAN WAY
OF LIFE SECOND TO NONE.**

**AND YOUR CONTINUED INGENUITY
WILL ENSURE THAT IT REMAINS THAT
WAY.**

**IT'S WORTH NOTING THAT FROM
1980 TO 1990, FULLY HALF THE**

**COMPANIES ON THE FORTUNE 500
DROPPED FROM THE LIST, REPLACED
BY BOLD UPSTARTS--SOME OF WHICH
BEGAN IN GARAGE WORKSHOPS, AND
GREW TO EMPLOY MILLIONS.**

**AND AS NAM MEMBERS WERE
CHANGING THE FACE OF AMERICA,
YOU WERE ALSO IN THE FOREFRONT
OF BRINGING CHANGE TO
WASHINGTON, AS WELL.**

**AS RONALD REAGAN ONCE SAID,
"FOR MANY YEARS, THE N.A.M. HAS**

**LED A LONELY CHALLENGE AGAINST
THE POLICIES OF TAX AND TAX AND
SPEND AND SPEND, THAT WERE ONCE
THE WATCHWORDS OF WASHINGTON
WISDOM."**

**I KNOW THERE ARE QUITE A FEW
MEMBERS OF CONGRESS AND
SENATORS IN THE AUDIENCE THIS
EVENING. AND ON BEHALF OF ALL OF
US, I EXTEND OUR THANKS FOR YOUR
OUTSTANDING WORK ON BEHALF OF
THE FREE ENTERPRISE SYSTEM.**

**TONIGHT IS A NIGHT FOR
CELEBRATING, AND NOT FOR POLITICS,
AND I DID NOT COME HERE TO GIVE A
SPEECH ABOUT THE ISSUES WE ARE
DEBATING ON CAPITOL HILL.**

**BUT I DO WANT TO SUGGEST--IN A
COMPLETELY NON-PARTISAN WAY,
THAT THERE ARE A FEW INITIATIVES
ON OUR PLATE ON CAPITOL HILL THAT
WILL GO A LONG WAY IN
DETERMINING WHETHER OR NOT THE
FIRST YEARS OF YOUR SECOND**

**CENTURY WILL BE ONES OF ECONOMIC
GROWTH, AND WHETHER OR NOT THE
BEST DAYS OF OUR MANUFACTURERS
AND OF AMERICA ARE YET TO COME.**

**THESE INITIATIVES--ALL OF WHICH
NAM HAS SUPPORTED--INCLUDE LEGAL
REFORM AND OUR EFFORTS TO
BALANCE THE BUDGET.**

**BUT, IN CLOSING, I WANT TO
MENTION ONE ISSUE THAT IS
PROBABLY CLOSEST TO THE HEART OF**

**EVERY MEMBER OF NAM IS
REGULATORY REFORM.**

**IT'S WORTH NOTING THAT THE
LORD'S PRAYER CONTAINS 57 WORDS.
LINCOLN'S GETTYSBURG ADDRESS
HAS 266 WORDS. THE TEN
COMMANDMENTS ARE PRESENTED IN
JUST 297 WORDS. THE DECLARATION
OF INDEPENDENCE HAS ONLY 300
WORDS. AND FEDERAL REGULATORY
STATUTES AND RULES NOW TOTAL
ABOUT 100 MILLION WORDS.**

**AND, ACCORDING TO NAM
ESTIMATES, THESE 100 MILLION
WORDS NOW COST A TYPICAL FAMILY
NEARLY \$6,000 A YEAR, AND THEY
COST OUR ECONOMY \$581 BILLION A
YEAR.**

**THERE ARE THOSE WHO ARE READY
TO GIVE THE LAST RITES TO
REGULATORY REFORM. I'M NOT ONE
OF THEM. AND NEITHER IS JERRY
JASINOWSKI. AND I SEE SENATOR**

**ROBB HERE TONIGHT, AND I KNOW
HE'S NOT READY TO GIVE UP, EITHER.**

**AND IT SEEMS TO ME THAT THE
BEST WAY TO HONOR YOUR 100TH
ANNIVERSARY--AND ONE OF THE BEST
WAYS TO PROMOTE THE ECONOMIC
GROWTH THAT WILL INCREASE
EMPLOYMENT, RAISE WAGES, AND
HELP TO BALANCE THE BUDGET--IS TO
NOT GIVE UP, AND TO WORK ACROSS
PARTY LINES TO PASS TRUE AND
MEANINGFUL REGULATORY REFORM.**

**I DON'T PLAN ON ATTENDING YOUR
200TH ANNIVERSARY DINNER, BUT LET
ME LEAVE YOU WITH THIS THOUGHT:**

**I BELIEVE THAT IF WE PASS
REGULATORY REFORM LEGISLATION,
THEN THOSE ATTENDING THAT DINNER
WILL LOOK BACK AT THIS CONGRESS
AND SAY:**

**HERE WERE MEN AND WOMEN OF
VISION.**

**HERE WERE MEN AND WOMEN WHO
PUT THEIR FAITH IN FREEDOM AND IN
THE GENIUS OF THE AMERICAN
PEOPLE.**

**HERE WERE MEN AND WOMEN WHO
ALLOWED US TO BUILD AN AMERICA
AS BIG AS OUR DREAMS AND AS
STRONG AS OUR HEARTS.**

THANK YOU VERY MUCH.