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**United States Council for
International Business**

Serving American Business as U.S. Affiliate of:

The International Chamber of Commerce
The International Organisation of Employers
The Business and Industry Advisory Committee to the OECD
The ATA Carnet System

April 26, 1983

NCW
JKE

Mrs. Virginia Knauer
Director
U.S. Office of Consumer Affairs
Old Executive Office Building
17th and Pennsylvania Avenue, N.W.
Washington, DC 20521

Dear Mrs. Knauer:

On behalf of the Officers of the ICC Marketing, Advertising, and Distribution Commission and the U.S. Council for International Business, I would like to take this occasion to express our appreciation for your participation in our April 15 luncheon on U.S. consumer protection programs.

All present agreed that this was a most informative session, and that it provided a valuable insight into the workings of the various regulatory bodies represented. We especially appreciated your cooperation in adjusting your schedule to the rather tight time frame of the day.

The Officers were most interested to hear about plans for the upcoming National Consumers Week, and were impressed with the extensive outreach program of the Office of Consumer Affairs. The U.S. Council is pleased to have been asked to co-sponsor the April 27 session on "Business and Consumers Together for Trade," and hope this is only one in a series of occasions for interaction between the Council and your Office.

Once again, thank you.

Sincerely,

Jacqueline A. Keith
Jacqueline A. Keith
Director of Program

JAK:bh

cc: E. Haueter
B. Jessup
C. Cavagnaro
R. Steeves

5 MAY 1983



**United States Council for
International Business**

Serving American Business as U.S. Affiliate of:

The International Chamber of Commerce
The International Organisation of Employers
The Business and Industry Advisory Committee to the OECD
The ATA Carnet System

May 2, 1983

Mrs. Virginia Knauer
Director
U.S. Office of Consumer Affairs
Old Executive Office Building
17th and Pennsylvania Avenue, N.W.
Washington, DC 20521

Dear Mrs. Knauer:

On behalf of the U.S. Council for International Business, I would like to take this occasion to express our compliments for the outstanding April 27 session on "Business and Consumers Together for Trade," and to say how pleased the Council was to have been a co-sponsor for this event.

The meeting succeeded in assembling representatives from a broad cross section of U.S. society, and in generating thoughtful--and somewhat lively--debate on the pro's and con's of international trade. Although there may have been some disagreement as to appropriate short-term policies, the general consensus was that in the long run, all sectors of the U.S. economy stand only to gain from a free international trading environment.

The Council's sponsorship of the day's program was made possible by the support of the following Council member companies:

- o CPC International
- o DeI Monte
- o Mars Inc.
- o Procter & Gamble
- o Reader's Digest

I know they are all pleased to have been able to participate in what turned out to be a most productive session.

We have enjoyed working with your staff--especially Chuck Cavagnaro and John Steiner--on preparations for the meeting, and look forward to keeping in contact with your office on future activities of mutual interest.

Sincerely,

Jacqueline A. Keith
Jacqueline A. Keith
Director of Program

JAK:bh

2. BH

cc Chuck

John
6 MAY 1983

RS

PERSONS ATTENDING USCIB LUNCHEON

April 15, 1983

Speakers: Eric Haueter Vice President, CPC International
 Chairman, USCIB Marketing Committee

Kenneth Fraiser Head, Marketing Division
 Unilever/London

Nancy Steorts Chairman, CPSC

Amanda Pedersen Deputy Director, Bureau of Consumer
 Protection, FTC

Dr. S. Nightingale

Virginia Knauer USOCA

W. (Bill) H. Tankersley

C. Raymond Haas

Jonna Gilitz

Attendees: Sylvan M. Barnet

Mari Anne Blatch Vice President, Consumer Affairs
 Reader's Digest

Georges Bornand International Chamber of Commerce
 Marketing Commission

B. Brandolini d'Adda International Chamber of Commerce
 Marketing Commission

Abbey Chapple

Carolyn Cheney

Sten Tengelin

Robert Steeves USOCA

U.S. Council Staff:

Alphens (Bill) Jessup	Director, USCIB, Washington Office
Cynthia Dunkin	Research Associate, USCIB
Jacqueline Keith	Director of Programs

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JORDAN MARSH COMPANY
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THOMAS LONG COMPANY
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MERCHO
O'NEILL & YOUNG
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POLAROID CORPORATION
PRUDENTIAL INSURANCE COMPANY
REVERE CONSUMER AFFAIRS
SMITH & TEUBER
UNION LEADER CORPORATION
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WNEV - TV
WHITEHALL MANOR NURSING HOME

BETTER BUSINESS BUREAU INC.

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GAIL WALCOTT, ASSISTANT VICE PRESIDENT, BLUE CROSS OF MASS.

EX-OFFICIO

DAVID A. FAUSCH, VICE PRESIDENT, THE GILLETTE COMPANY

VIRGINIA KNAUER



BETTER BUSINESS BUREAU
CONSUMER AFFAIRS FOUNDATION
BOSTON UNIVERSITY



VIRGINIA H. KNAUER
SPECIAL ASSISTANT TO
THE PRESIDENT

AND

DIRECTOR OF THE
U. S. OFFICE OF
CONSUMER AFFAIRS

GUEST SPEAKER



THURSDAY, APRIL 14, 1983
8:30 A. M.

The Imperial Ballroom
The Boston Park Plaza Hotel
Fifty Park Plaza
Boston, Mass.



**VIRGINIA H. KNAUER
SPECIAL ASSISTANT
TO THE PRESIDENT**

**AND
DIRECTOR OF THE U. S. OFFICE OF
CONSUMER AFFAIRS**

On March 3, 1981, Virginia H. Knauer was appointed Special Assistant to the President and Director of the U. S. Office of Consumer Affairs. Mrs. Knauer serves as the principal spokesperson for the Administration on consumer, aging, disabled, health care, and safety concerns. Before her appointment, Mrs. Knauer was President of Virginia Knauer and Associates Inc., a Washington, D. C. consulting firm specializing in consumer issues.

Mrs. Knauer, a graduate of the University of Pennsylvania, was elected in 1960 to the Philadelphia City Council where she served on the Finance Committee. In 1968, she became the Director of Pennsylvania's State Bureau of Consumer Protection.

In 1969, Mrs. Knauer became the Special Assistant to the President for Consumer Affairs. In addition to her White House position from 1969 to 1977, Mrs. Knauer served as Executive Secretary of the President's Committee on Consumer Interests, Director of the Office of Consumer Affairs, and U. S. Representative and Vice Chairman of the Consumer Policy Committee of the Organization for Economic Cooperation and Development (OECD).

Mrs. Knauer was also Chairman of the Council of the Advancement of Consumer Policy, a non-profit, non-partisan education organization, and served on the Board of the Council of Better Business Bureaus Inc.; the National Advertising Review Board; the Products Liability Task Force of the National Chamber Foundation; the Travel and Tourism Industry Advisory Council to the Senate Commerce, Science, and Transportation Committee; and the National Steering Committee on the Voluntary Effort to Contain Health Care Costs.

Mrs. Knauer has received numerous civic and industry awards for consumer leadership, including prestigious Gimbel Philadelphia Award for service to her city, her state, and her country. She holds eight honorary doctorate degrees and is an elected member of the "Distinguished Daughters of Pennsylvania".

**WELCOME
INTRODUCTION OF HONORED GUESTS**

**LEONARD L. SANDERS
PRESIDENT
BETTER BUSINESS BUREAU INC.
CONSUMER AFFAIRS FOUNDATION INC.**

**INTRODUCTION OF GUEST SPEAKER
STANLEY BERKOVITZ
VICE PRESIDENT
ZAYRE CORP.**

BENEFACTORS

**BANK OF NEW ENGLAND
BLUE CROSS/BLUE SHIELD OF MASS. INC.
BOSTON EDISON COMPANY
BOSTON GAS COMPANY
BOSTON GLOBE
FIRST NATIONAL BANK OF BOSTON
JOHN HANCOCK MUTUAL LIFE INSURANCE COMPANY
LIBERTY MUTUAL INSURANCE COMPANY
NEW ENGLAND MUTUAL LIFE INSURANCE COMPANY
NEW ENGLAND TELEPHONE
PEAT, MARWICK, MITCHELL & COMPANY
ZAYRE CORP.**

CONTRIBUTORS

**BOSTON UNIVERSITY
HOTELS OF TRADITION
NORTHEASTERN UNIVERSITY
THE STOP & SHOP COMPANIES INC.**

THE WHITE HOUSE

WASHINGTON

March 29, 1983

MEMORANDUM FOR FAITH WHITTLESEY

FROM: VIRGINIA KNAUER

SUBJECT: Luncheon Remarks to the
United States Council for
International Business (250
member companies)

WHEN: Friday, April 15, 1983 - 12 Noon

WHERE: International Club,
Washington, DC

COMMENTS: The U.S. Council is a business organization dedicated to maintaining a climate favorable to international trade and investment through a combination of educational and policy-making activities. This meeting will offer a unique opportunity for an international exchange of viewpoints on the role of the business community in the area of consumer protection.

Luncheon remarks would run about 15 minutes with an overview of the key objectives of the Office of Consumer Affairs, its major activities and provisions for interaction with the U.S. business community.

_____ Approved

_____ Disapproved



**United States Council for
International Business**

Serving American Business as an affiliate of
The International Chamber of Commerce
The International Organization of Employers
The Business and Industry Advisory Committee to the OECD
The American System

OK 3/28
VK

*I think VK
she'd like this*
Bob

March 11, 1983

Mrs. Virginia H. Knauer
Director
U.S. Office of Consumer Affairs
Old Executive Office Building
17th and Pennsylvania Avenue, N.W.
Washington, DC 20521

*Bob
we need
FW a
request.*
Speed Request
*April 15 - 12pm
15 min.*
862-1400
MEO's

Dear Mrs. Knauer:

On behalf of the U.S. Council's Marketing, Advertising and Distribution Committee, I would like to take this occasion to invite you to participate in our April 15 luncheon on the U.S. approach to consumer protection regulation.

As you are aware, the U.S. Council (Annual Report enclosed) is a business organization dedicated to maintaining a climate favorable to international trade and investment through a combination of educational and policy-making activities. It communicates the views of its 250 member companies to relevant intergovernmental organizations through its affiliations with the International Chamber of Commerce (ICC), the International Organisation of Employers, and the Business and Industry Advisory Committee to the OECD.

The occasion for this meeting will be the first U.S. visit of the Officers of the ICC Commission on Marketing, Advertising and Distribution. As the officers, like the Commission they represent, are drawn from a wide range of National Committees, the meeting will offer a unique opportunity for an international exchange of viewpoints on the role of the business community in the area of consumer protection.

The ICC has been an active participant in international efforts relating to marketing and advertising. Beginning in the 1930's, the ICC took a major step forward in self-regulation by issuing a Code on Advertising--a Code which has been widely adopted in the international community. The Commission has also sponsored several Conferences on related themes, among them a 1978 Conference on "Marketing: Discipline for Freedom", and a 1981 Symposium on consumer protection legislation. Documents prepared by the Commission include a cost-benefit analysis of consumer protection legislation, guidelines on advertising to children, and various policy statements relating to U.N. consumer protection activities. Most recently, the Commission has been closely following such intergovernmental initiatives as the U.N. guidelines on consumer protection, the U.N. resolution on harmful products, and Council of Europe activities on satellite broadcasting.

cc Bob
memo to FAW 3/29

As you will note from the enclosed list, the officers attending this meeting will represent a broad spectrum of industries in both Europe and the United States. All of them are senior corporate representatives sharing a strong interest in various aspects of the marketing and distribution functions.

The luncheon will be part of a two-day session: on April 14 the officers will meet in New York with the U.S. Council's Marketing Committee and with pertinent U.N. officials, while on April 15 the officers will journey down to Washington to meet with representatives of U.S. regulatory agencies and self-regulatory bodies.

In your luncheon remarks--which should run approximately 15 minutes--we would suggest that you begin with a brief overview of the key objectives of the Office of Consumer Affairs, its major activities relating to consumer protection/ advertising, and provisions for interaction with the U.S. business community. Your remarks will be followed by a general discussion period, at which point the officers of the Commission would comment not only on related agencies in their own countries, but also on the ICC's role in forging an international business approach.

862-1432
The luncheon will start at 12:00, with a cocktail reception, and should adjourn no later than 2:30. The location will be the Danube Room, International Club, 1800 K Street N.W.

We shall be contacting your office shortly to ascertain your availability. Should it not be possible for you to participate in this session, we would welcome your views as to an alternate representative from your organization.

We hope to see you on April 15.

Sincerely,

E. D. Haueter

Eric D. Haueter
Chairman, U.S. Council Marketing,
Advertising, and Distribution
Committee, and
Vice President, CPC International

EDH/mjs
Encls.

cc: Charles Cavagnero

THE WHITE HOUSE

WASHINGTON

March 29, 1983

MEMORANDUM FOR FAITH WHITTLESEY

FROM:

VIRGINIA KNAUER

Virginia Knauer

SUBJECT:

Luncheon Remarks to the
United States Council for
International Business (250
member companies)

WHEN:

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WHERE:

International Club,
Washington, DC

COMMENTS:

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Approved

Disapproved

FAW

J.I.-23
3-30-88
1928

Virginia

Please send
copy or
outline
of remarks
before 4/15
to Faith

13 APR 1983

THE WHITE HOUSE

WASHINGTON

March 29, 1983

MEMORANDUM FOR FAITH WHITTLESEY

FROM:

VIRGINIA KNAUER

Virginia Knauer

SUBJECT:

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member companies)

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Approved

Disapproved

FRW



**United States Council for
International Business**

1212 Avenue of the Americas New York, New York 10036
Telephone: 212.354.4480 Telex: USCOUNCIL 14-8361 NYK

Serving American Business as U.S. Affiliate of:

The International Chamber of Commerce
The International Organisation of Employers
The Business and Industry Advisory Committee to the OECD
The ATA Carnet System

March 11, 1983

Speech Request
April 15 - 12pm
15 min.

Mrs. Virginia H. Knauer
Director
U.S. Office of Consumer Affairs
Old Executive Office Building
17th and Pennsylvania Avenue, N.W.
Washington, DC 20521

Dear Mrs. Knauer:

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Apr 15
free

cc Bah

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We hope to see you on April 15.

Sincerely,



Eric D. Haueter
Chairman, U.S. Council Marketing,
Advertising, and Distribution
Committee, and
Vice President, CPC International

EDH/mjs
Encls.

cc: Charles Cavagnero



**United States Council for
International Business**

Serving American Business as U.S. Affiliate of:

The International Chamber of Commerce
The International Organisation of Employers
The Business and Industry Advisory Committee to the OECD
The ATA Carnet System

Delegation of the ICC Marketing Commission Officers

April 15, 1983

Chairman: K.J.A. Fraser
Head, Marketing Division
Unilever PLC-London

Georges Bornand
Sous-Directeur
Societe d'Assistance Technique pour Produits Nestle
La Tour de Pelz
(Switzerland)

B. Brandolini d'Adda
President of the Board
Selezione dal Reader's Digest-Milan
(Italy)

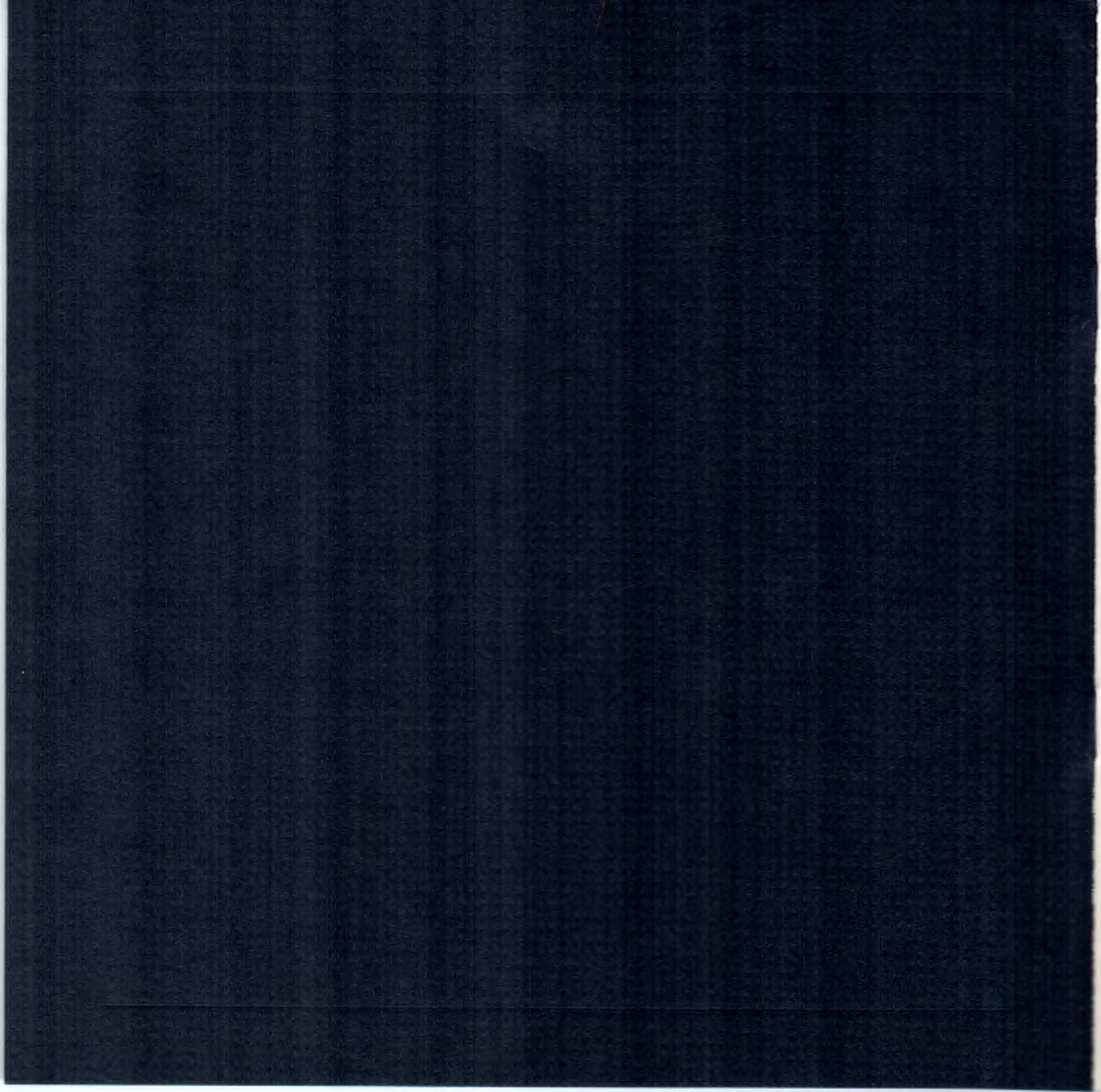
Eric D. Haueter
Vice President-Corporate Commercial Development
CPC International
(United States)

Andrew Napier
Manager, Public Affairs
Corporate Affairs Department
Philip Morris
(Switzerland)

Marie C. Psimenos
First Director
ICC International Headquarters
(France)



UNITED STATES COUNCIL
FOR
INTERNATIONAL BUSINESS
1981 ANNUAL REPORT





UNITED STATES COUNCIL
FOR
INTERNATIONAL BUSINESS
1981 ANNUAL REPORT

1212 AVENUE OF THE AMERICAS
NEW YORK, NEW YORK 10036
212 354 4480

THE UNITED STATES COUNCIL FOR INTERNATIONAL BUSINESS

The United States Council is a business association. Its primary mission is to advocate and support international economic and social policies that will promote the efficient use of physical, human, and financial resources, and thereby contribute to rising levels of output, employment, and well-being everywhere.

The Council carries out its mission by providing facilities for members to formulate positions and to present them effectively to the U.S. Government, as well as to international intergovernmental organizations. Many of those organizations are endeavoring to reshape world economic and social institutions and practices by promoting greater government intervention in the international flow of goods, service, capital, knowledge, and greater governmental restriction of entrepreneurial and managerial freedom. Their determination to succeed in their stated objectives should not be underestimated.

The U.S. Council's ability to present the views of American business to those intergovernmental organizations is greatly enhanced by its affiliations with the three leading international business associations. Each association has an officially-recognized status to represent the views of the private sector to one or more intergovernmental organizations. These three international business associations are the:

- International Chamber of Commerce (ICC), which interacts in an advisory capacity with a wide range of intergovernmental organizations such as the United Nations (U.N.) system and the General Agreement on Tariffs and Trade (GATT);
- International Organisation of Employers (IOE), which in its permanent consultative status with the U.N. and the International Labor Organization (ILO) represents the positions of employers on social and labor issues;
- Business and Industry Advisory Committee (BIAC), which presents the business viewpoint of 24 member countries to the Organization for Economic Cooperation and Development.

Also, the Council administers the ATA Carnet System, which issues and guarantees customs documents that allow duty-free, temporary importation of merchandise overseas.

A MESSAGE TO MEMBERS AND FRIENDS

Over the past year, the Council has been increasingly active and involved in promoting the interests of its members.

The Council intensified its efforts to reduce or rescind regulations that restrict U.S. operations abroad. It also actively promoted freer international trade and investment. This effort continues on four fronts: in the United Nations (U.N.) system through the International Chamber of Commerce (ICC); in the International Labor Organization (ILO) through the International Organisation of Employers (IOE); in the Organization for Economic Cooperation and Development (OECD) through the USA-Business and Industry Advisory Committee (BIAC); and in the U.S. Government's relevant agencies and departments.

The Council is responding to the needs of its members—and the imperatives of emerging issues that affect them—by continually updating and expanding its services. It is fulfilling its institutional goal by arranging for member direct participation in international fora; by organizing committee meetings on matters requiring monitoring and action; by sponsoring seminars and luncheon briefings; and by strengthening its information system.

The Council has established a number of new areas of emphasis. These priorities include:

- Upgrading our advocacy of foreign investment as a vehicle to stimulate trade and development and

to promote public-private sector cooperation toward economic growth. **Action:** Established a new Task Force; held a series of luncheon briefings presenting the Administration's views on investment policy; published the first article in our new forum "Focus on Issues" on public-private cooperation.

- Monitoring international health and safety code developments that threaten to restrict multinational corporations' efficiency with no corresponding benefit to public welfare. **Action:** Compiled a directory of the major organizations generating this threat; surveyed members drawn from several committees to organize smaller working groups to hammer out strategies on specific issues; visited UNCTAD and other key U.N. agencies in Geneva.
- Stepping up our capability to interact with the European Community on behalf of our members. **Action:** Organized four briefings by European Community (E.C.) officials; scheduled meetings in Brussels on several occasions; initiated liaison efforts with our members' European subsidiaries; published an article on E.C.-U.S. relations in "Focus on Issues;" produced the first in a series, *Corporate Handbook to The European Community*, designed to assist our members to deal with international institutions that affect the operations of U.S. business abroad.
- Acting on our belief that United States participa-

tion in ICC arbitration work should be compatible with its size and importance in the world economy. **Action:** Established a full Council Committee on Arbitration; increased our contacts with the ICC Court of Arbitration; sponsored a luncheon briefing with an ICC Court official; expanded law-firm membership in the Council.

Ongoing programs require continued vigilance as well. A few highlights indicate the scope of the organization's work:

- **Multinational Enterprise and Development.** **Action:** Monitored and reported on three sessions of the U.N. Intergovernmental Working Group on a Code of Conduct on Transnational Corporations; published a monthly report on U.N. developments; produced, in addition to the monthly bulletin "Enterprise and Development," two other products—a videotaped interview in support of our Business-Church Dialogue and a forthcoming "economic primer" on the role of multinationals in world economic development; underscored the North-South business viewpoint by sponsoring a seminar in San Francisco on Finance and Development.
- **International Trade and Finance.** **Action:** Communicated, through testimony and letters, to policy makers in the U.S. and overseas the importance of the upcoming GATT Ministerial meeting and the need to ensure that services and investment questions figure prominently on the agenda;

dedicated efforts to arranging personal exchanges with key U.S. officials in the economic and business affairs area.

- **International Labor Affairs.** **Action:** Mounted the strongest U.S. presence yet at meetings of the ILO and the IOE; sponsored three seminars around the country featuring European officials from the ILO and the IOE; launched an international effort by U.S. companies and their overseas subsidiaries to defeat a proposed ILO Convention that could severely limit employers' prerogatives in dismissing employees; published regular editions of the report on international labor affairs.
- **International Transport Policy.** **Action:** Stood up for business interests nationally and internationally on vital maritime issues; persuaded the United States to boycott the UNCTAD meeting on phasing out of open registry shipping; combated provisions to restrict open competition in legislation on liner and bulk shipping policy; published periodically our newsletter on international transport policy.
- **Informatics.** **Action:** Supported the development of the ICC paper on liberalization of telecommunications; commented on the OECD survey of the economic implications of transborder data flows; established liaison with key actors in the U.S. Government, U.N., and the OECD.

This executive summary, while touching only on re-

cent efforts and achievements of the Council, indicates the dramatic increase in the level of activity that has taken place in the last year. A measure of the value of the Council to the U.S. international business community is the rising level of support realized—with total Council membership up 10 percent over last year. This new support, together with increased participation from existing members, helps assure that the Council has the ability to sustain a high level of activity and is able to respond to the increasing challenges and opportunities facing our members.

The Council's robust health can be attributed to the energy and commitment of our member companies and of their representatives. We salute them—especially our Trustees and Committee Chairmen whose names appear on the following pages. With their help and continued dedication, 1982 will be equally successful.

May 1982

Ralph A. Pfeiffer, Jr.

David L. Grove



Ralph A. Pfeiffer, Jr.
Chairman

David L. Grove
President

Art Selby

OFFICERS AND BOARD OF TRUSTEES

Chairman Ralph A. Pfeiffer, Jr. <i>Chairman and Chief Executive Officer IBM World Trade Americas/Far East Corporation</i>		*Edwin L. Artzt <i>Executive Vice President The Procter & Gamble Company</i>	1983	John F. Bookout <i>President and Chief Executive Officer Shell Oil Company</i>	1983
Vice Chairman W.D. Eberle <i>Chairman of the Board EBCO, Inc.</i>		Ralph E. Bailey <i>Chairman and Chief Executive Officer CONOCO Inc.</i>	1984	Thornton F. Bradshaw <i>Chairman RCA Corporation</i>	1983
President David L. Grove		J. David Barnes <i>Chairman and Chief Executive Officer Mellon Bank</i>	1984	Richard M. Brennan <i>Director of International Affairs Union Carbide Corporation</i>	1983
Treasurer Stuart E. Reider <i>Vice President Bankers Trust Company</i>		Glenn C. Bassett, Jr. <i>Executive Vice President Marine Midland Bank</i>	1983	Philip Briggs <i>Executive Vice President Metropolitan Life Insurance Company</i>	1982
Secretary Mari Ann Blatch <i>Vice President, Consumer Affairs The Reader's Digest Association, Inc.</i>		Harry Hood Bassett <i>Chairman of the Board Southeast Banking Corporation</i>	1982	Philip J. Brown, Jr. <i>Executive Vice President Marsh & McLennan, Incorporated</i>	1983
		*Charles B. Bear <i>Group Vice President and Corporate Secretary Time Incorporated</i>	1984	Willard C. Butcher <i>Chairman and Chief Executive The Chase Manhattan Bank, N.A.</i>	1983
Robert F. Anderson <i>President and Chief Executive Officer, The Hanna Mining Company</i>	1984	Richard J. Bennett <i>Chairman of the Board Schering-Plough Corporation</i>	1984	Fletcher L. Byrom <i>Chairman of the Board Koppers Company, Inc.</i>	1984
William E. Andrews <i>Chairman and President Scovill Inc.</i>	1983	James F. Bere <i>Chairman of the Board Borg-Warner Corporation</i>	1984	*Philip Caldwell <i>Chairman and Chief Executive Officer Ford Motor Company</i>	1982
Rand V. Araskog <i>Chairman, President and Chief Executive Officer International Telephone and Telegraph Corporation</i>	1982	*Mari Ann Blatch <i>Vice President, Consumer Affairs The Reader's Digest Association, Inc.</i>	1983	*John J. Cardwell <i>President and Chief Operating Officer Consolidated Foods Corporation</i>	1982
William R. Arthur <i>Chairman Merrill Lynch International Incorporated</i>	1984	*Lee H. Bloom <i>President Unilever United States, Inc.</i>	1983	C. W. Carson, Jr. <i>Vice Chairman Chemical Bank</i>	1982
		William W. Boecheinstein <i>President and Chief Executive Officer Owens-Corning Fiberglas Corporation</i>	1982		

*J. G. Clarke	1984	Joseph B. Flavin	1983	*John C. Haley	1983
<i>Director and Senior Vice President Exxon Corporation</i>		<i>Chairman and Chief Executive Officer The Singer Company</i>		<i>Executive Vice President for Corporate and Institutional Relations The Chase Manhattan Bank, N.A.</i>	
Abraham E. Cohen	1984	J. R. Fluor	1982	Claus M. Halle	1983
<i>President Merck Sharp & Dohme International</i>		<i>Chairman and Chief Executive Officer Fluor Corporation</i>		<i>Executive Vice President The Coca-Cola Company</i>	
*Emilio G. Collado	1983	*Richard W. Foxen	1984	John W. Hannon, Jr.	1984
<i>Chairman and Chief Executive Officer Grace Geothermal Corporation</i>		<i>Senior Vice President—International Rockwell International</i>		<i>President Bankers Trust Company</i>	
Joseph E. Connor	1984	*Robert R. Frederick	1982	Fred L. Hartley	1983
<i>Chairman and Senior Partner Price Waterhouse</i>		<i>Executive Vice President General Electric Company</i>		<i>Chairman and President Union Oil Company of California</i>	
*John R. Cox	1982	*Harry L. Freeman	1982	William R. Haselton	1984
<i>President Insurance Company of North America</i>		<i>Senior Vice President American Express Company</i>		<i>Chairman and Chief Executive Officer St. Regis Paper Co.</i>	
*Hugh Cullman	1982	Robert W. Galvin	1983	F. William Hawley	1984
<i>Chairman and Chief Executive Officer Philip Morris U.S.A.</i>		<i>Chairman of the Board Motorola, Inc.</i>		<i>Vice President Citibank, N.A.</i>	
John C. Duncan	1984	*Pierre Gousseland	1983	*Frederick Heldring	1983
<i>Chairman St. Joe Minerals Corporation</i>		<i>Chairman and Chief Executive Officer AMAX Inc.</i>		<i>Deputy Chairman Philadelphia National Bank</i>	
*William K. Eastham	1983	J. Peter Grace	1982	John M. Henske	1984
<i>Vice Chairman S.C. Johnson & Son, Inc.</i>		<i>Chairman and Chief Executive Officer W. R. Grace & Co.</i>		<i>Chairman and Chief Executive Officer Olin Corporation</i>	
*W. D. Eberle	1982	Maurice R. Greenberg	1983	William A. Hewitt	1983
<i>Chairman of the Board EBCO, Inc.</i>		<i>President American International Group Inc.</i>		<i>Chairman and Chief Executive Officer Deere & Company</i>	
Thomas A. Fain	1984	Robert J. Gressens	1984	Robert M. Hill	1982
<i>President American Institute of Marine Underwriters</i>		<i>President GTE International Incorporated</i>		<i>Senior Vice President Morgan Guaranty Trust Company of New York</i>	
Stuart M. Fischman	1984	*David L. Grove	1982	*Walter E. Hoadley	1982
<i>Attorney Moses & Singer</i>		<i>President United States Council for International Business</i>		<i>Senior Research Fellow The Hoover Institution</i>	
*Francis J. Fitzgerald	1983	Ray J. Groves	1983	*Frank W. Hoch	1983
<i>Executive Vice President Monsanto Company</i>		<i>Chairman and Chief Executive Officer Ernst & Whinney</i>		<i>Partner Brown Brothers Harriman & Co.</i>	

James R. Houghton <i>Vice Chairman Corning Glass Works</i>	1983	*Alonzo L. McDonald <i>President The Bendix Corporation</i>	1984	Lee L. Morgan <i>Chairman of the Board Caterpillar Tractor Company</i>	1984
Edward G. Jefferson <i>Chairman E. I. du Pont de Nemours & Company</i>	1984	John F. McGillicuddy <i>Chairman and President Manufacturers Hanover Trust Company</i>	1983	Peter Mulloney <i>Vice President and Assistant to the Chairman United States Steel Corporation</i>	1983
George M. Keller <i>Chairman Standard Oil Company of California</i>	1983	*James W. McKee, Jr. <i>Chairman and Chief Executive Officer CPC International Inc.</i>	1982	Cornelius J. Murphy <i>Group Vice President and General Manager Photographic Manufacturing Group Eastman Kodak Company</i>	1982
James L. Ketelsen <i>Chairman and Chief Executive Officer Tenneco Inc.</i>	1984	John K. McKinley <i>Chairman and Chief Executive Officer Texaco Inc.</i>	1983	Allen E. Murray <i>Executive Vice President Mobil Oil Corporation</i>	1984
A. F. Kirchner, Jr. <i>Vice President—Marketing Amoco Chemicals Corporation</i>	1984	Donald H. McLaughlin <i>Director Homestake Mining Company</i>	1983	Edward N. Ney <i>Chairman Young & Rubicam Incorporated</i>	1984
*Charles G. Kiskaddon, Jr. <i>President Alcoa Steamship Company, Inc.</i>	1982	Cornell C. Maier <i>Chairman Kaiser Aluminum & Chemical Corporation</i>	1984	Walter F. O'Connor <i>Vice Chairman—International Peat Marwick Mitchell & Co.</i>	1983
Duane R. Kullberg <i>Managing Partner—Chief Executive Officer Arthur Andersen & Co.</i>	1984	Alastair Manson <i>President BP North America Inc.</i>	1984	John H. Page <i>President Inco United States Inc.</i>	1983
Robert J. Lanigan <i>President and Chief Operating Officer Owens-Illinois, Inc.</i>	1983	John C. Marous <i>President—International Westinghouse Electric Corporation</i>	1982	*William R. Pearce <i>Vice President Cargill, Incorporated</i>	1982
Richard L. Leshner <i>President Chamber of Commerce of the United States</i>	1984	William R. Miller <i>President Pharmaceutical and Nutritional Group Bristol-Myers Company</i>	1984	Michael Pelehach <i>President Grumman International, Inc.</i>	1984
Howard M. Love <i>Chairman and President National Steel Corporation</i>	1984	Alfred F. Miossi <i>Executive Vice President Continental Illinois National Bank and Trust Company of Chicago</i>	1982	*Peter G. Peterson <i>Chairman of the Board Lehman Brothers Kuhn Loeb Incorporated</i>	1982
Francis P. Lucier <i>Chairman of the Board and Chief Executive Officer The Black & Decker Manufacturing Company</i>	1983	William E. Moffett <i>Vice President Gulf Oil Corporation</i>	1982	*Ralph A. Pfeiffer, Jr. <i>Chairman and Chief Executive Officer IBM World Trade Americas/Far East Corporation</i>	1984

Edmund T. Pratt, Jr. <i>Chairman of the Board Pfizer Incorporated</i>	1982	*Dave W. Schornstein <i>Group Vice President The Dow Chemical Company</i>	1984	Ib Thomsen <i>Executive Vice President Goodyear Tire & Rubber Company</i>	1984
*Louis Putze <i>Director Interlake, Inc.</i>	1983	*Frederick W. Searby <i>Director McKinsey & Company, Inc.</i>	1983	George E. Todd <i>Vice President, International Hughes Aircraft Company</i>	1982
*Stuart E. Reider <i>Vice President Bankers Trust Company</i>	1984	Christopher R. Seppala <i>Partner Law Offices of S.G. Archibald</i>	1983	Alexander B. Trowbridge <i>President National Association of Manufacturers</i>	1982
John B. Rhodes <i>Chairman Booz, Allen & Hamilton International</i>	1983	Ervin R. Shames <i>Executive Vice President General Foods Corporation</i>	1984	*William C. Turner <i>Phoenix, Arizona</i>	1982
Bruno Richter <i>Senior Vice President and General Manager BankAmerica International</i>	1984	*Mark Shepherd, Jr. <i>Chairman and Chief Executive Officer Texas Instruments Incorporated</i>	1982	Pieter C. Vink <i>Chairman and Chief Executive Officer North American Philips Corporation</i>	1982
*Richard D. Robertson <i>Vice President Philip Morris U.S.A.</i>	1982	George L. Shinn <i>Chairman and Chief Executive Officer The First Boston Corporation</i>	1984	Charles J. Waidelich <i>Chairman and Chief Executive Officer Cities Service Company</i>	1984
Mary G. Roebbling <i>Chairman of the Board The National State Bank</i>	1982	Roger B. Smith <i>Chairman and Chief Executive Officer General Motors Corporation</i>	1983	*William N. Walker <i>Partner Mudge Rose Guthrie & Alexander</i>	1982
William S. Rose <i>Vice President, Corporate International Affairs ARMCO Inc.</i>	1982	Charles G. Steele <i>Managing Partner Deloitte Haskins & Sells</i>	1984	Dean A. Watkins <i>Chairman of the Board Watkins-Johnson Company</i>	1983
Arthur Ross <i>Vice Chairman Central National Corporation</i>	1983	*John R. Stevenson <i>Chairman Sullivan & Cromwell</i>	1984	*Ralph A. Weller <i>Chairman Emeritus Otis Elevator Company</i>	1983
*Robert E. Sageman <i>President and Chief Executive Officer A.T.&T. International</i>	1983	Willis A. Strauss <i>Chairman and Chief Policy Officer InterNorth Inc.</i>	1984	J. Tylee Wilson <i>President R.J. Reynolds Industries, Inc.</i>	1983
Charles E. Saltzman <i>Limited Partner Goldman Sachs & Co.</i>	1984	Walter Sterling Surrey <i>Senior Partner Surrey & Morse</i>	1984	*Margaret S. Wilson <i>Chairman of the Board Scarboroughs</i>	1983
		Porter E. Thompson <i>Advisory Director Bechtel Group, Inc.</i>	1983	Richard D. Wood <i>Chairman of the Board Eli Lilly & Company</i>	1982



Twenty-seventh ICC Congress—"Growth and Entrepreneurship: Opportunities and Challenges in a Changing World," November 1981, Manila.

Council Chairman Ralph A. Pfeiffer, Jr. (Chairman and Chief Executive Officer, IBM World Trade Americas/Far East Corporation) Chairman of the Session on the Role of Entrepreneurship in the Growth Process.



Fourth ICC International Shipping Conference—"Shipping Resources in Developing Countries: Opportunities for Growth," October 1981, Caracas.

L. to r.: Richard K. Orr, Senior Advisor, Industry and Government, Exxon Corporation; Charles Hiltzheimer, Chairman and Chief Executive Officer, SeaLand Industries, Inc.; Charles G. Kiskaddon, Jr., President, Alcoa Steamship Company, Inc.



"U.S. Employers and the International Labor Organization," March 1982, New York.

L. to r.: Seminar Chairman George B. McCullough, Vice President—Employee Relations, Exxon Corporation; Luncheon speaker Tadd Linsenmayer, Director, Office of International Organizations, U.S. Department of Labor; Council President David L. Grove.



Ray Scotty Morris

Regional Seminar, March 1982, San Francisco.

L. to r.: Charles H. Smith, Jr., Chairman and Chief Executive Officer, SIFCO Industries; Roger Whyte, Department of Labor; Walter E. Hoadley, Senior Research Fellow, Hoover Institution.



Annual Dinner: International Leadership Award, October 1981, New York.

L. to r.: Council Chairman Ralph A. Pfeiffer, Jr., Chairman and Chief Executive Officer, IBM World Trade Americas/Far East Corporation; Award recipient Irving S. Shapiro, recently retired Chairman of the Board and Chief Executive Officer of E. I. du Pont de Nemours & Company; and Dinner Chairman Roger B. Smith, Chairman and Chief Executive Officer, General Motors Corporation.



"Investment and Trade," November 1981, New York.

L. to r.: Paxton T. Dunn, Council Vice President—Policy; Guest speaker Harvey Bale, Assistant U.S. Trade Representative for Investment; and Lee H. Bloom, President, Unilever United States, Inc., and Chairman, Council Task Force on the Contributions of International Business to Growth and Development.



"International Trade Unions," November 1981, with Interatrix, Inc., New York.

L. to r.: Carl Nisser, Associate, Interatrix; Guest speaker Kari Tapiola, Secretary General of the Trade Union Advisory Committee to the Organization for Economic Cooperation and Development; and Robert Copp, International Labor Relations Manager, Ford Motor Company.



"Law of the Sea," March 1982, New York.

L. to r.: H. C. Pappas, Production Manager—Raw Materials Division, Aluminum Company of America; The Honorable James L. Malone, Special Representative of the President for the Law of the Sea Conference.



"International Monetary Affairs," November 1981, New York.

L. to r.: James A. Merrill, Senior Vice President, International Economics, Marine Midland Bank; Guest speaker Jacob Dreyer, Deputy Assistant for International Economic Analysis, Department of the Treasury; Walter E. Hoadley, Senior Research Fellow, Hoover Institution; and Harold Van B. Cleveland, Vice President, Citibank N.A.



Executive Committee, January, 1982.

L. to r.: Mari Ann Blatch, Council Secretary, Vice President, Consumer Affairs, The Reader's Digest Association, Inc.; Jacqueline A. Keith, Council Director of Program.



Osamu Honda

"International Investment Policy," December 1981, with the Japan Society, New York.

Guest speaker The Honorable Charles McC. Mathias, Jr., Republican Senator from Maryland and Chairman of the Subcommittee on International Investment Policy of the Senate Foreign Relations Committee.

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Meade Brunet
Mendham, New Jersey

*Howard L. Clark
New York, New York

Walter Hochschild
New York, New York

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Houston, Texas

Gilbert E. Jones
*Vice Chairman (Retired)
International Business
Machines Corporation*

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Summit, New Jersey

Sigurd S. Larmon
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*James A. Linen
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*Ian MacGregor
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*John J. Powers, Jr.
*Honorary Chairman of the Board
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*Philip D. Reed
New York, New York

*Harvey Williams
*Honorary President
United States Council
for International Business*

*John D. Wilson
Bronxville, New York

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*Chairman and Chief Executive Officer
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Samuel Schwartz
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International Economic Policy
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IBM World Trade Americas/Far East
Corporation

International Monetary Affairs
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Senior Research Fellow
Hoover Institution

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Development
CPC International Inc.

Multinational Enterprises and
Investment
Robert R. Frederick
Executive Vice President
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Natural Resources
Hercules C. Pappas
Production Manager—Raw Materials
Division
Aluminum Company of America

Restrictive Business Practices
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Counsel
Exxon Corporation

Sea Transportation
Charles G. Kiskaddon, Jr.
President
Alcoa Steamship Company, Inc.

Taxation
Richard M. Hammer
Partner, International Tax Section
Price Waterhouse

Telecommunications Policy
Richard G. Mills
Vice President
Citibank, N.A.

Transborder Data Flows
Joan E. Spero
Vice President, Corporate Strategy
American Express Company

STAFF

Paxton T. Dunn
Vice President—Policy

Dorothy Brady
Coordinator of Membership

Cynthia Duncan
Research Analyst

Teresa Evert
Manager—
Informatics/Monetary Affairs

A. Cory Highland
Manager—Trade and Resources

Jacqueline A. Keith
Director of Program

Ann McKinstry Micou
Director of Communications

Peter M. Robinson
Director of Member Services

David A. Ruth
Director of
International Labor Affairs

Thierry Verhaegen
Counsel—International Relations

Phoebe Alvarado
Assistant Secretary

Eileen P. Murray
Director of Administration

Neal H. Sultzer
Director of Carnet Bureau

Katherine Yedlowski
Director of Finance
and Assistant Treasurer

Willis C. Armstrong
Washington Representative

Joseph G. Gavin
Washington Liaison Officer

Rodney W. Markley, Jr.
Executive Director—Europe

AUDITED FINANCIAL STATEMENTS

As the financial statements show, the financial position of the Council improved in 1981. Revenues exceeded expenses notwithstanding a continued expansion of our services to our members and a sharp rise in our dues to the ICC, the IOE, and BIAC. The principal contributing factors for which the Council's officers may take some credit were: careful monitoring of controllable expenses; an active program of enlarging our membership base as well as the amount of support from our existing members; and a successful Annual Dinner.

There were, however, two other very favorable developments for which we cannot take credit, and which could well be adverse in some future period. The first is the sharp rise in interest income in 1981. The second is the beneficial effect of the strong dollar exchange rate (our dues to the ICC and BIAC must be paid in French francs and our dues to the IOE have to be paid in Swiss francs). Our budget for 1982 is designed to be balanced, despite difficult economic conditions which could make the goal unattainable. Nonetheless, every effort will be made to achieve it.



David L. Grove
President

Ernst & Whinney

153 East 53rd Street
New York, New York 10022
212/888-9100

Board of Trustees
United States Council for International Business, Incorporated
New York, New York

We have examined the balance sheet of the United States Council for International Business, Incorporated (formerly the United States Council of the International Chamber of Commerce, Incorporated) as of December 31, 1981 and 1980, and the related statements of activity, changes in financial position and schedule of expenses for the years then ended. Our examinations were made in accordance with generally accepted auditing standards and, accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the financial statements and schedule referred to above present fairly the financial position of the United States Council for International Business, Incorporated at December 31, 1981 and 1980, and the results of its operations and changes in its financial position for the years then ended, in conformity with generally accepted accounting principles applied on a consistent basis.



New York, New York
May 3, 1982

BALANCE SHEET

	December 31	
	1981	1980
ASSETS		
CURRENT ASSETS		
Cash—Note C	\$ 216,397	\$ 163,195
Investments in U.S. Treasury Notes and savings certificates—at cost plus accrued interest which approximates market—Note C	1,469,973	974,008
Accounts receivable:		
Membership subscriptions, less allowance for doubtful accounts of \$7,500 in 1981	32,575	55,380
A.T.A. Carnet claims—Note C	60,896	72,067
International Chamber of Commerce	28,566	18,767
U.S.A.—Business and Industry Advisory Committee	8,811	17,934
	130,848	164,148
Other current assets	3,667	15,488
TOTAL CURRENT ASSETS	1,820,885	1,316,839
EQUIPMENT, FURNITURE AND LEASEHOLD IMPROVEMENTS	155,507	126,575
Less accumulated depreciation and amortization	55,200	40,974
	100,307	85,601
	\$1,921,192	\$1,402,440
LIABILITIES AND FUND BALANCE		
CURRENT LIABILITIES		
Accounts payable and accrued expenses	\$ 39,440	\$ 29,974
A.T.A. Carnet security deposits—Note C	1,315,535	885,480
Due I.C.C. Publishing Corporation		303
Membership subscriptions paid in advance	14,150	9,675
Current portion of obligation under equipment lease	2,018	2,018
TOTAL CURRENT LIABILITIES	1,371,143	927,450
OBLIGATION UNDER EQUIPMENT LEASE—less current portion	1,180	3,198
	1,372,323	930,648
FUND BALANCE		
Appropriated—Carnet contingency	80,000	80,000
Unappropriated	468,869	391,792
	548,869	471,792
	\$1,921,192	\$1,402,440

See notes to financial statements.

STATEMENT OF ACTIVITY

	Year Ended December 31	
	<u>1981</u>	<u>1980</u>
REVENUES		
Membership subscriptions	\$ 864,890	\$ 722,640
Carnet fees	497,385	415,325
Interest income	182,070	105,010
Receipts from meetings and seminars	170,698	157,039
Publication sales	11,820	12,474
Reimbursement of 1981 expenses incurred for the I.C.C. Congress	18,381	
Contributions for intern program	4,000	3,000
Foreign exchange gains	29,847	
Miscellaneous	797	8,439
	<u>1,779,888</u>	<u>1,423,927</u>
EXPENSES (see schedule)		
Organization memberships	472,570	337,928
Programs and services	888,480	802,445
Supporting administration services	341,761	309,364
	<u>1,702,811</u>	<u>1,449,737</u>
EXCESS REVENUES (EXPENSES)	77,077	(25,810)
Fund balance at beginning of year	<u>471,792</u>	<u>497,602</u>
FUND BALANCE AT END OF YEAR	<u>\$ 548,869</u>	<u>\$ 471,792</u>

See notes to financial statements.

STATEMENT OF CHANGES IN FINANCIAL POSITION

	Year Ended December 31	
	1981	1980
SOURCE (APPLICATION) OF FUNDS		
Excess revenues (expenses)	\$ 77,077	\$ (25,810)
Depreciation and amortization not affecting working capital	14,226	12,327
WORKING CAPITAL PROVIDED BY (APPLIED TO) OPERATIONS		
Purchase of equipment and furniture	91,303	(13,483)
Decrease in long-term portion of equipment lease obligation	(28,932)	(7,347)
	(2,018)	(2,018)
INCREASE (DECREASE) IN WORKING CAPITAL	\$ 60,353	\$ (22,848)
CHANGES IN COMPONENTS OF WORKING CAPITAL		
Increase (decrease) in current assets:		
Cash	\$ 53,202	\$(232,947)
Investments in U.S. Treasury Notes and savings certificates	495,965	184,581
Accounts receivable	(33,300)	7,741
Other current assets	(11,821)	(3,525)
	504,046	(44,150)
Decrease (increase) in current liabilities:		
Accounts payable and accrued expenses	(9,466)	48,057
A.T.A. Carnet security deposits	(430,055)	(75,641)
Due I.C.C. Publishing Corporation	303	54,411
Membership subscriptions paid in advance	(4,475)	(5,525)
	(443,693)	21,302
INCREASE (DECREASE) IN WORKING CAPITAL	\$ 60,353	\$ (22,848)

See notes to financial statements.

SCHEDULE OF EXPENSES

	Year Ended December 31	
	1981	1980
ORGANIZATION MEMBERSHIPS		
I.C.C. dues	\$ 200,000	\$ 175,000
International Organization of Employers	130,000	53,050
U.S.A.—Business and Industry Advisory Committee	50,000	50,000
I.C.C. conferences	72,061	53,490
Other	20,509	6,388
	472,570	337,928
PROGRAMS AND SERVICES		
Payroll—salaries and consultants	\$ 465,229	\$ 422,432
Payroll taxes and employee benefits	70,914	57,584
Rent	58,983	53,512
Travel and conferences	33,847	38,778
Printing	69,918	50,886
Intern expense	6,000	7,380
Subscriptions to publications	4,606	2,597
Publicity		9,379
I.C.C. Carnet fee	4,586	4,693
Supplies	7,710	5,910
Carnet commissions	60,723	64,388
Expenses of meetings and seminars	80,740	84,906
Bad debt expense	25,224	
	888,480	802,445
SUPPORTING ADMINISTRATION SERVICES		
Salaries	137,840	128,221
Payroll taxes and employee benefits	24,018	23,520
Rent	29,492	26,756
Maintenance and insurance	6,521	6,000
Uncollected accounts		451
In-house duplicating	21,079	15,804
Audit and legal	8,736	7,650
Supplies	3,855	2,955
Telephone and telegraph	41,166	42,500
Postage	45,383	37,327
Depreciation and amortization	14,226	12,327
Miscellaneous	9,445	5,853
	341,761	309,364
TOTAL EXPENSES	\$1,702,811	\$1,449,737

See notes to financial statements.

NOTES TO FINANCIAL STATEMENTS

Effective January 1, 1982, the Executive Committee voted to change the name of the Council to the United States Council for International Business, Incorporated.

NOTE A—ACCOUNTING POLICIES

EQUIPMENT, FURNITURE AND LEASEHOLD IMPROVEMENTS: All additions and improvements since January 1, 1974 have been capitalized at cost and are depreciated on the straight-line basis over their estimated useful lives. Prior to that date the costs of assets were expensed as incurred; the cost of such assets which are still in use is not significant.

FUND BALANCE: In 1980, the President appropriated \$80,000 from fund balance for outstanding Carnets. Subsequent to December 31, 1981, the President intends to similarly appropriate an additional \$30,000.

PENSION PLAN: The Council has a noncontributory retirement plan for qualified full-time employees. Past service costs are being amortized over a 20 year period. The pension expense for each of the years ended December 31, 1981 and 1980 was \$33,000. The Council's policy is to make annual contributions to the plan equal to the amount accrued for pension expense. The consulting actuary estimated the present value of accumulated plan benefits at September 1, 1981 to be \$164,900 including \$133,900 of vested benefits. The actuarial assumptions used to calculate the plan benefits do not give consideration to future salary increases. Net assets available for benefits was \$304,300 at September 1, 1981 and the assumed rate of return was 6.5%.

NOTE B—LEASE COMMITMENT

The Council's minimum obligation (not including the cost of escalation) at December 31, 1981, under an operating lease for office space expiring May 31, 1987 is as follows:

1982	\$ 69,600
1983	69,600
1984	69,600
1985	69,600
1986	69,600
Thereafter	<u>29,600</u>
TOTAL	<u>\$377,000</u>

Total rent expense was \$88,500 in 1981 and \$80,300 in 1980.

NOTE C—CARNETS

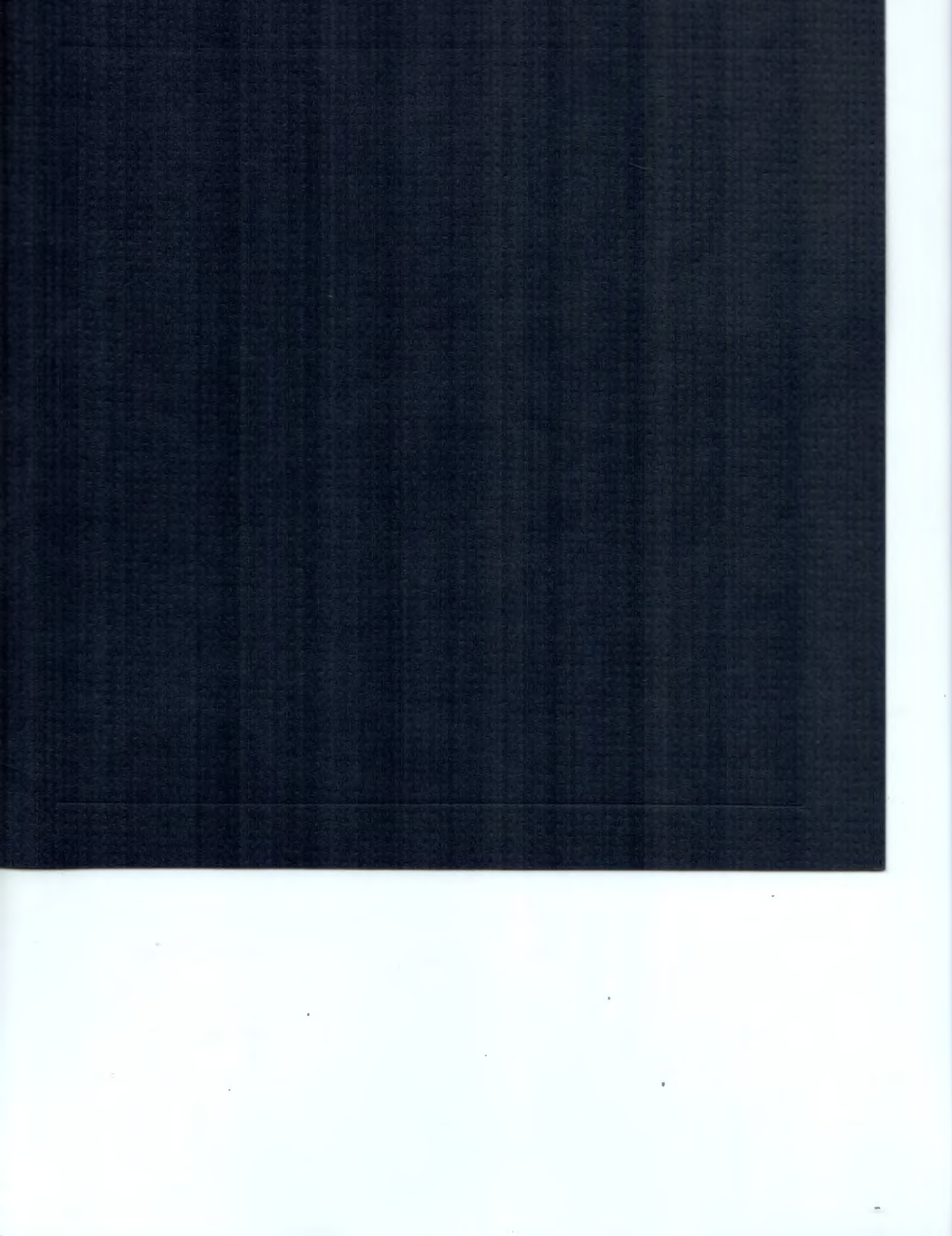
The Council serves as the official organization to administer the Carnet program in the United States. The issuance of a Carnet permits an exporter to ship his goods and samples to a country without payment of import duties, provided that such goods are re-exported within a specified time period. In the event that an exporter sells goods covered by the Carnet and fails to pay any import duty to a particular foreign country, the counterpart organization in that country will pay all the import duties and will be reimbursed by the issuing organization in the country of origin.

As security for the re-export of such merchandise, the exporter deposits with the Council either a cash security deposit, a letter of credit, an insurance bond or for members of the Council, a written agreement guaranteeing repayment of all duties and taxes.

The Council is directly liable for the payment of taxes and duties to United States Customs on every foreign Carnet document that enters the United States.

At December 31, 1981, the United States Custom Service had outstanding claims with the Council of approximately \$1,053,000. The Council has a period of six months from the time each claim is lodged to furnish United States Customs with proper proof of re-exportation. The majority of claims included in the above amount do not mature until the first six months of 1982 and are expected to be settled without actual payment. In those cases where the Council has paid duties or taxes, the foreign issuing organization has reimbursed the Council in full.

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UNITED STATES COUNCIL
FOR
INTERNATIONAL BUSINESS

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National Journal

A SPECIAL READER SERVICE FEATURE

Congress at a Glance

A directory of Senate and House Members, offices and committee assignments



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Senate Directory

Here are the room assignments and telephone numbers of Senators in the 98th Congress. Senators' offices are in the Dirksen Building (D), Russell Building (R) and the new Hart Building (H). The address for each building is Washington, D.C., 20510. The room assignments are current as of Jan. 18 and are subject to change. Democrats are listed in roman type and Republicans are in *italic*.

Name	Room	Extension
Vice President <i>George Bush</i>	202D	224-2424
<i>Abdnor, James</i> (S.D.)	309H	2321
<i>Andrews, Mark</i> (N.D.)	724H	2043
<i>Armstrong, William L.</i> (Colo.)	528H	5941
<i>Baker, Howard H., Jr.</i> (Tenn.)	522H	4944
<i>Baucus, Max</i> (Mont.)	706H	2651
<i>Bentsen, Lloyd</i> (Texas)	703H	5922
<i>Biden, Joseph R., Jr.</i> (Del.)	483R	5042
<i>Bingaman, Jeff</i> (N.M.)	502H	5521
<i>Boren, David L.</i> (Okla.)	449R	4721
<i>Boschwitz, Rudy</i> (Minn.)	506H	5641
<i>Bradley, Bill</i> (N.J.)	731H	3224
<i>Bumpers, Dale</i> (Ark.)	221D	4843
<i>Burdick, Quentin N.</i> (N.D.)	511H	2551
<i>Byrd, Robert C.</i> (W.Va.)	311H	3954
<i>Chafee, John H.</i> (R.I.)	567D	2921
<i>Chiles, Lawton</i> (Fla.)	246R	5274
<i>Cochran, Thad</i> (Miss.)	326R	5054
<i>Cohen, William S.</i> (Maine)	530H	2523
<i>Cranston, Alan</i> (Calif.)	112H	3553
<i>D'Amato, Alfonse M.</i> (N.Y.)	520H	6542
<i>Danforth, John C.</i> (Mo.)	400R	6154
<i>DeConcini, Dennis</i> (Ariz.)	328H	4521
<i>Denton, Jeremiah</i> (Ala.)	516H	5744
<i>Dixon, Alan J.</i> (Ill.)	316H	2854
<i>Dodd, Christopher J.</i> (Conn.)	324H	2823
<i>Dole, Robert</i> (Kan.)	141H	6521
<i>Domenici, Pete V.</i> (N.M.)	425D	6621
<i>Durenberger, Dave</i> (Minn.)	372R	3244
<i>Eagleton, Thomas F.</i> (Mo.)	107D	5721
<i>East, John P.</i> (N.C.)	716H	3154
<i>Exon, J. J.</i> (Neb.)	330H	4224
<i>Ford, Wendell H.</i> (Ky.)	160R	4343
<i>Garn, Jake</i> (Utah)	511D	5444
<i>Glenn, John</i> (Ohio)	503H	3353
<i>Goldwater, Barry</i> (Ariz.)	350R	2235
<i>Gorton, Slade</i> (Wash.)	513H	2621
<i>Grassley, Charles E.</i> (Iowa)	135H	3744
<i>Hart, Gary</i> (Colo.)	229R	5852
<i>Hatch, Orrin G.</i> (Utah)	131R	5251
<i>Hatfield, Mark O.</i> (Ore.)	322H	3753
<i>Hawkins, Paula</i> (Fla.)	313H	3041
<i>Hecht, Chic</i> (Nev.)	302H	6244
<i>Heflin, Howell T.</i> (Ala.)	728H	4124
<i>Heinz, John</i> (Pa.)	276R	6324
<i>Helms, Jesse A.</i> (N.C.)	413D	6342

Name	Room	Extension
<i>Hollings, Ernest F.</i> (S.C.)	117R	224-6121
<i>Huddleston, Walter D.</i> (Ky.)	251D	2541
<i>Humphrey, Gordon J.</i> (N.H.)	531H	2841
<i>Inouye, Daniel K.</i> (Hawaii)	722H	3934
<i>Jackson, Henry M.</i> (Wash.)	711H	3441
<i>Jepsen, Roger W.</i> (Iowa)	104R	3254
<i>Johnston, J. Bennett, Jr.</i> (La.)	136H	5824
<i>Kassebaum, Nancy Landon</i> (Kan.)	302R	4774
<i>Kasten, Robert W., Jr.</i> (Wis.)	110H	5323
<i>Kennedy, Edward M.</i> (Mass.)	103R	4543
<i>Lautenberg, Frank R.</i> (N.J.)	717H	4744
<i>Laxalt, Paul</i> (Nev.)	315R	3542
<i>Leahy, Patrick J.</i> (Vt.)	425R	4242
<i>Levin, Carl</i> (Mich.)	455R	6221
<i>Long, Russell B.</i> (La.)	221R	4623
<i>Lugar, Richard G.</i> (Ind.)	306H	4814
<i>Mathias, Charles McC., Jr.</i> (Md.)	376R	4654
<i>Matsunaga, Spark M.</i> (Hawaii)	109H	6361
<i>Mattingly, Mack</i> (Ga.)	320H	3643
<i>McClure, James A.</i> (Idaho)	371D	2752
<i>Melcher, John</i> (Mont.)	730H	2644
<i>Metzenbaum, Howard M.</i> (Ohio)	136R	2315
<i>Mitchell, George J.</i> (Maine)	354R	5344
<i>Moynihan, Daniel Patrick</i> (N.Y.)	461R	4451
<i>Murkowski, Frank H.</i> (Alaska)	317H	6665
<i>Nickles, Don</i> (Okla.)	713H	5754
<i>Nunn, Sam</i> (Ga.)	325D	3521
<i>Packwood, Bob</i> (Ore.)	273R	5244
<i>Pell, Claiborne</i> (R.I.)	333R	4642
<i>Percy, Charles H.</i> (Ill.)	469D	2152
<i>Pressler, Larry</i> (S.D.)	401R	5842
<i>Proxmire, William</i> (Wis.)	521D	5653
<i>Pryor, David</i> (Ark.)	260R	2353
<i>Quayle, Dan</i> (Ind.)	524H	5623
<i>Randolph, Jennings</i> (W.Va.)	301D	6472
<i>Riegle, Donald W., Jr.</i> (Mich.)	102D	4822
<i>Roth, William V., Jr.</i> (Del.)	104H	2441
<i>Rudman, Warren</i> (N.H.)	702H	3324
<i>Sarbanes, Paul S.</i> (Md.)	233D	4524
<i>Sasser, Jim</i> (Tenn.)	288R	3344
<i>Simpson, Alan K.</i> (Wyo.)	709H	3424
<i>Specter, Arlen</i> (Pa.)	331H	4254
<i>Stafford, Robert T.</i> (Vt.)	133H	5141
<i>Stennis, John C.</i> (Miss.)	205R	6253
<i>Stevens, Ted</i> (Alaska)	145R	3004
<i>Symms, Steven D.</i> (Idaho)	509H	6142
<i>Thurmond, Strom</i> (S.C.)	218R	5972
<i>Tower, John</i> (Texas)	164R	2934
<i>Trible, Paul S., Jr.</i> (Va.)	517H	4024
<i>Tsongas, Paul E.</i> (Mass.)	392R	2742
<i>Wallop, Malcolm</i> (Wyo.)	200R	6441
<i>Warner, John W.</i> (Va.)	417R	2023
<i>Weicker, Lowell P., Jr.</i> (Conn.)	303H	4041
<i>Wilson, Pete</i> (Calif.)	720H	3841
<i>Zorinsky, Edward</i> (Neb.)	437R	6551

Senate Committee Assignments

Here are assignments to Senate committees for the 98th Congress, with committee rooms and telephone numbers. Chairmen are in **bold face** and Democrats are in *italic*. In some cases, the assignments are subject to further change. In addition, the Budget Committee is scheduled to move to the new Hart Building in the spring.

Agriculture, Nutrition and Forestry	
Room: 328A Russell	Phone: 224-2035
Jesse A. Helms, N.C.	<i>Walter D. Huddleston, Ky.</i>
Robert Dole, Kan.	<i>Patrick J. Leahy, Vt.</i>
Richard G. Lugar, Ind.	<i>Edward Zorinsky, Neb.</i>
Thad Cochran, Miss.	<i>John Melcher, Mont.</i>
Rudy Boschwitz, Minn.	<i>David Pryor, Ark.</i>
Roger W. Jepsen, Iowa	<i>David L. Boren, Okla.</i>
Paula Hawkins, Fla.	<i>Alan J. Dixon, Ill.</i>
Mark Andrews, N.D.	<i>Howell T. Heflin, Ala.</i>
Pete Wilson, Calif.	
Orrin G. Hatch, Utah	

Appropriations	
Room: S-128 Capitol	Phone: 224-3471
Mark O. Hatfield, Ore.	<i>John C. Stennis, Miss.</i>
Lowell P. Weicker Jr., Conn.	<i>Robert C. Byrd, W.Va.</i>
Ted Stevens, Alaska	<i>William Proxmire, Wis.</i>
James A. McClure, Idaho	<i>Daniel K. Inouye, Hawaii</i>
Paul Laxalt, Nev.	<i>Ernest F. Hollings, S.C.</i>
Jake Garn, Utah	<i>Thomas F. Eagleton, Mo.</i>
Thad Cochran, Miss.	<i>Lawton Chiles, Fla.</i>
Mark Andrews, N.D.	<i>J. Bennett Johnston Jr., La.</i>
James Abdnor, S.D.	<i>Walter D. Huddleston, Ky.</i>
Robert W. Kasten Jr., Wis.	<i>Quentin N. Burdick, N.D.</i>
Alfonse M. D'Amato, N.Y.	<i>Patrick J. Leahy, Vt.</i>
Mack Mattingly, Ga.	<i>Jim Sasser, Tenn.</i>
Warren Rudman, N.H.	<i>Dennis DeConcini, Ariz.</i>
Arlen Specter, Pa.	<i>Dale Bumpers, Ark.</i>
Pete V. Domenici, N.M.	

Armed Services	
Room: 222 Russell	Phone 224-3871
John Tower, Texas	<i>Henry M. Jackson, Wash.</i>
Strom Thurmond, S.C.	<i>John C. Stennis, Miss.</i>
Barry Goldwater, Ariz.	<i>Sam Nunn, Ga.</i>
John W. Warner, Va.	<i>Gary Hart, Colo.</i>
Gordon J. Humphrey, N.H.	<i>J. J. Exon, Neb.</i>
William S. Cohen, Maine	<i>Carl Levin, Mich.</i>
Roger W. Jepsen, Iowa	<i>Edward M. Kennedy, Mass.</i>
Dan Quayle, Ind.	<i>Jeff Bingaman, N.M.</i>
John P. East, N.C.	
Pete Wilson, Calif.	

Banking, Housing and Urban Affairs	
Room: 534 Dirksen	Phone: 224-7391
Jake Garn, Utah	<i>William Proxmire, Wis.</i>
John Tower, Texas	<i>Alan Cranston, Calif.</i>
John Heinz, Pa.	<i>Donald W. Riegle Jr., Mich.</i>
William L. Armstrong, Colo.	<i>Paul S. Sarbanes, Md.</i>
Alfonse M. D'Amato, N.Y.	<i>Christopher J. Dodd, Conn.</i>
Slade Gorton, Wash.	<i>Alan J. Dixon, Ill.</i>
Paula Hawkins, Fla.	<i>Jim Sasser, Tenn.</i>
Mack Mattingly, Ga.	<i>Frank R. Lautenberg, N.J.</i>
Chic Hecht, Nev.	
Paul S. Trible Jr., Va.	

Budget	
Room: 203 Carroll Arms	Phone: 224-0642
Pete V. Domenici, N.M.	<i>Lawton Chiles, Fla.</i>
William L. Armstrong, Colo.	<i>Ernest F. Hollings, S.C.</i>
Nancy Landon Kassebaum, Kan.	<i>Joseph R. Biden Jr., Del.</i>
Rudy Boschwitz, Minn.	<i>J. Bennett Johnston Jr., La.</i>
Orrin G. Hatch, Utah	<i>Jim Sasser, Tenn.</i>
John Tower, Texas	<i>Gary Hart, Colo.</i>
Mark Andrews, N.D.	<i>Howard M. Metzenbaum, Ohio</i>
Steven D. Symms, Idaho	<i>Donald W. Riegle Jr., Mich.</i>
Charles E. Grassley, Iowa	<i>Daniel Patrick Moynihan, N.Y.</i>
Robert W. Kasten Jr., Wis.	<i>J. J. Exon, Neb.</i>
Dan Quayle, Ind.	
Slade Gorton, Wash.	

Commerce, Science and Transportation	
Room: 508 Dirksen	Phone: 224-5115
Bob Packwood, Ore.	<i>Ernest F. Hollings, S.C.</i>
Barry Goldwater, Ariz.	<i>Russell B. Long, La.</i>
John C. Danforth, Mo.	<i>Daniel K. Inouye, Hawaii</i>
Nancy Kassebaum, Kan.	<i>Wendell H. Ford, Ky.</i>
Larry Pressler, S.D.	<i>Donald W. Riegle Jr., Mich.</i>
Slade Gorton, Wash.	<i>J. J. Exon, Neb.</i>
Ted Stevens, Alaska	<i>Howell T. Heflin, Ala.</i>
Robert W. Kasten Jr., Wis.	<i>Frank R. Lautenberg, N.J.</i>
Paul S. Trible Jr., Va.	

Energy and Natural Resources	
Room: 360 Dirksen	Phone: 224-4971
James A. McClure, Idaho	<i>J. Bennett Johnston Jr., La.</i>
Mark O. Hatfield, Ore.	<i>Henry M. Jackson, Wash.</i>
Lowell P. Weicker Jr., Conn.	<i>Dale Bumpers, Ark.</i>
Pete V. Domenici, N.M.	<i>Wendell H. Ford, Ky.</i>
Malcolm Wallop, Wyo.	<i>Howard M. Metzenbaum, Ohio</i>
John W. Warner, Va.	<i>Spark M. Matsunaga, Hawaii</i>
Frank H. Murkowski, Alaska	<i>John Melcher, Mont.</i>
Don Nickles, Okla.	<i>Paul E. Tsongas, Mass.</i>
Chic Hecht, Nev.	<i>Bill Bradley, N.J.</i>
John H. Chafee, R.I.	
John Heinz, Pa.	

Environment and Public Works	
Room: 410 Dirksen	Phone: 224-6176
Robert T. Stafford, Vt.	<i>Jennings Randolph, W.Va.</i>
Howard H. Baker Jr., Tenn.	<i>Lloyd Bentsen, Texas</i>
John H. Chafee, R.I.	<i>Quentin N. Burdick, N.D.</i>
Alan K. Simpson, Wyo.	<i>Gary Hart, Colo.</i>
James Abdnor, S.D.	<i>Daniel Patrick Moynihan, N.Y.</i>
Steven D. Symms, Idaho	<i>George J. Mitchell, Maine</i>
Pete V. Domenici, N.M.	<i>Max Baucus, Mont.</i>
Dave Durenberger, Minn.	
Gordon J. Humphrey, N.H.	

Finance	
Room: 221 Dirksen	Phone: 224-4515
Robert Dole, Kan.	<i>Russell B. Long, La.</i>
Bob Packwood, Ore.	<i>Lloyd Bentsen, Texas</i>
William V. Roth Jr., Del.	<i>Spark M. Matsunaga, Hawaii</i>
John C. Danforth, Mo.	<i>Daniel Patrick Moynihan, N.Y.</i>
John H. Chafee, R.I.	<i>Max Baucus, Mont.</i>
John Heinz, Pa.	<i>David L. Boren, Okla.</i>
Malcolm Wallop, Wyo.	<i>Bill Bradley, N.J.</i>
Dave Durenberger, Minn.	<i>George J. Mitchell, Maine</i>
William L. Armstrong, Colo.	<i>David Pryor, Ark.</i>
Steven D. Symms, Idaho	
Charles E. Grassley, Iowa	

Foreign Relations**Room: 427 Dirksen Phone: 224-4651**

Charles H. Percy, Ill. *Claiborne Pell, R.I.*
 Howard H. Baker Jr., Tenn. *Joseph R. Biden Jr., Del.*
 Jesse A. Helms, N.C. *John Glenn, Ohio*
 Richard G. Lugar, Ind. *Paul S. Sarbanes, Md.*
 Charles McC. Mathias Jr., Md. *Edward Zorinsky, Neb.*
 Nancy Landon Kassebaum, Kan. *Paul E. Tsongas, Mass.*
 Rudy Boschwitz, Minn. *Alan Cranston, Calif.*
 Larry Pressler, S.D. *Christopher J. Dodd, Conn.*
 Frank H. Murkowski, Alaska

Governmental Affairs**Room: 346 Dirksen Phone: 224-4751**

William V. Roth Jr., Del. *Thomas F. Eagleton, Mo.*
 Charles H. Percy, Ill. *Henry M. Jackson, Wash.*
 Ted Stevens, Alaska *Lawton Chiles, Fla.*
 Charles McC. Mathias Jr., Md. *Sam Nunn, Ga.*
 William S. Cohen, Maine *John Glenn, Ohio*
 Dave Durenberger, Minn. *Jim Sasser, Tenn.*
 Warren Rudman, N.H. *Carl Levin, Mich.*
 John C. Danforth, Mo. *Jeff Bingaman, N.M.*
 Thad Cochran, Miss.
 William L. Armstrong, Colo.

Judiciary**Room: 224 Dirksen Phone: 224-5225**

Strom Thurmond, S.C. *Joseph R. Biden Jr., Del.*
 Charles McC. Mathias Jr., Md. *Edward M. Kennedy, Mass.*
 Paul Laxalt, Nev. *Robert C. Byrd, W.Va.*
 Orrin G. Hatch, Utah *Howard M. Metzenbaum, Ohio*
 Robert Dole, Kan. *Dennis DeConcini, Ariz.*
 Alan K. Simpson, Wyo. *Patrick J. Leahy, Vt.*
 John P. East, N.C. *Max Baucus, Mont.*
 Charles E. Grassley, Iowa *Howell T. Heflin, Ala.*
 Jeremiah Denton, Ala.
 Arlen Specter, Pa.

Labor and Human Resources**Room: 428 Dirksen Phone: 224-5375**

Orrin G. Hatch, Utah *Edward M. Kennedy, Mass.*
 Robert T. Stafford, Vt. *Jennings Randolph, W.Va.*
 Dan Quayle, Ind. *Claiborne Pell, R.I.*
 Don Nickles, Okla. *Thomas F. Eagleton, Mo.*
 Gordon J. Humphrey, N.H. *Donald W. Riegle Jr., Mich.*
 Jeremiah Denton, Ala. *Howard M. Metzenbaum, Ohio*
 Lowell P. Weicker Jr., Conn. *Spark M. Matsunaga, Hawaii*
 Charles E. Grassley, Iowa
 Alfonse M. D'Amato, N.Y.

Rules and Administration**Room: 309 Russell Phone: 224-6352**

Charles McC. Mathias Jr., Md. *Wendell H. Ford, Ky.*
 Mark O. Hatfield, Ore. *Claiborne Pell, R.I.*
 Howard H. Baker Jr., Tenn. *Robert C. Byrd, W.Va.*
 James A. McClure, Idaho *Daniel K. Inouye, Hawaii*
 Jesse A. Helms, N.C. *Dennis DeConcini, Ariz.*
 John W. Warner, Va.
 Robert Dole, Kan.

Small Business**Room: 428A Russell Phone: 224-5175**

Lowell P. Weicker Jr., Conn. *Sam Nunn, Ga.*
 Bob Packwood, Ore. *Walter D. Huddleston, Ky.*
 Orrin G. Hatch, Utah *Dale Bumpers, Ark.*
 Rudy Boschwitz, Minn. *Jim Sasser, Tenn.*
 Slade Gorton, Wash. *Max Baucus, Mont.*
 Don Nickles, Okla. *Carl Levin, Mich.*
 Warren Rudman, N.H. *Paul E. Tsongas, Mass.*
 Alfonse M. D'Amato, N.Y. *Alan J. Dixon, Ill.*
 Robert W. Kasten Jr., Wis. *David L. Boren, Okla.*
 Larry Pressler, S.D.

Veterans' Affairs**Room: 414 Russell Phone: 224-9126**

Alan K. Simpson, Wyo. *Alan Cranston, Calif.*
 Strom Thurmond, S.C. *Jennings Randolph, W.Va.*
 Robert T. Stafford, Vt. *Spark M. Matsunaga, Hawaii*
 Frank H. Murkowski, Alaska *Dennis DeConcini, Ariz.*
 Arlen Specter, Pa. *George J. Mitchell, Maine*
 Vacancy
 Vacancy

Aging (Special)**Room: G-37 Dirksen Phone: 224-5364**

John Heinz, Pa. *John Glenn, Ohio*
 Pete V. Domenici, N.M. *Lawton Chiles, Fla.*
 Charles H. Percy, Ill. *John Melcher, Mont.*
 Nancy Landon Kassebaum, Kan. *David Pryor, Ark.*
 William S. Cohen, Maine *Bill Bradley, N.J.*
 Larry Pressler, S.D. *Quentin N. Burdick, N.D.*
 Charles E. Grassley, Iowa *Christopher J. Dodd, Conn.*
 Pete Wilson, Calif.

House Directory

For House Members, three-digit room numbers are in the Cannon Building, four-digit numbers beginning with "1" are in Longworth and those beginning with "2" are in Rayburn. The address for each building is Washington, D.C., 20515. The room assignments are current as of Jan. 18 and are subject to change. Democrats are listed in roman type and Republicans are in *italic*.

Name	Room	Extension	Name	Room	Extension
Addabbo, Joseph P. (N.Y.)	2365	225-3461	Chappell, Bill, Jr. (Fla.)	2468	225-4035
Akaka, Daniel K. (Hawaii)	1007	4906	<i>Chappie, Eugene</i> (Calif.)	1730	3076
Albosta, Donald Joseph (Mich.)	1434	3561	<i>Cheney, Dick</i> (Wyo.)	225	2311
Alexander, Bill (Ark.)	233	4076	Clarke, James McClure (N.C.)	415	6401
Anderson, Glenn M. (Calif.)	2329	6676	Clay, William (Bill) (Mo.)	2470	2406
Andrews, Ike (N.C.)	2201	1784	<i>Clinger, William F., Jr.</i> (Pa.)	1122	5121
Andrews, Michael A. (Texas)	1039	7508	<i>Coats, Dan</i> (Ind.)	1417	4436
Annunzio, Frank (Ill.)	2303	6661	Coelho, Tony (Calif.)	403	6131
Anthony, Beryl F., Jr. (Ark.)	1117	3772	<i>Coleman, E. Thomas</i> (Mo.)	2344	7041
Applegate, Douglas (Ohio)	2464	6265	Coleman, Ronald D. (Texas)	1017	4831
<i>Archer, Bill</i> (Texas)	1135	2571	Collins, Cardiss (Ill.)	2264	5006
Aspin, Les (Wis.)	442	3031	<i>Conable, Barber B., Jr.</i> (N.Y.)	237	3615
AuCoin, Les (Ore.)	2159	0855	<i>Conte, Silvio O.</i> (Mass.)	2300	5335
<i>Badham, Robert E.</i> (Calif.)	2438	5611	Conyers, John, Jr. (Mich.)	2313	5126
Barnard, Doug, Jr. (Ga.)	236	4101	Cooper, Jim (Tenn.)	425	6831
Barnes, Michael D. (Md.)	401	5341	<i>Corcoran, Tom</i> (Ill.)	2447	2976
<i>Bartlett, Steve</i> (Texas)	1233	4201	Corrada, Baltasar (P.R.)	1410	2615
<i>Bateman, Herbert H.</i> (Va.)	1518	4261	<i>Coughlin, Lawrence</i> (Pa.)	2467	6111
Bates, Jim (Calif.)	1632	5452	<i>Courter, James A.</i> (N.J.)	325	5801
Bedell, Berkley (Iowa)	2459	5476	Coyne, William J. (Pa.)	424	2301
Beilenson, Anthony C. (Calif.)	1025	5911	<i>Craig, Larry E.</i> (Idaho)	1318	6611
Bennett, Charles E. (Fla.)	2107	2501	<i>Crane, Daniel B.</i> (Ill.)	115	5001
<i>Bereuter, Douglas K.</i> (Neb.)	1314	4806	<i>Crane, Philip M.</i> (Ill.)	1035	3711
Berman, Howard L. (Calif.)	1022	4695	Crockett, George W., Jr. (Mich.)	1531	2261
<i>Bethune, Ed</i> (Ark.)	1535	2506	D'Amours, Norman E. (N.H.)	2242	5456
Bevill, Tom (Ala.)	2302	4876	Daniel, Dan (Va.)	2368	4711
Biaggi, Mario (N.Y.)	2428	2464	<i>Dannemeyer, William E.</i> (Calif.)	1032	4111
<i>Bilirakis, Michael</i> (Fla.)	319	5755	Daschle, Thomas A. (S.D.)	439	2801
<i>Bliley, Thomas J., Jr.</i> (Va.)	213	2815	<i>Daub, Hal</i> (Neb.)	1019	4155
<i>Boehlert, Sherwood L.</i> (N.Y.)	1641	4741	<i>Davis, Robert W.</i> (Mich.)	1124	4735
Boggs, Lindy (La.)	2353	6636	de la Garza, E (Texas)	1401	2531
Boland, Edward P. (Mass.)	2426	5601	de Lugo, Ron (V.I.)	2443	1790
Boner, William Hill (Tenn.)	107	4311	Dellums, Ronald V. (Calif.)	2136	2661
Bonior, David E. (Mich.)	1130	2106	Derrick, Butler (S.C.)	201	5301
Bonker, Don (Wash.)	434	3536	<i>DeWine, Michael</i> (Ohio)	1407	4324
Borski, Robert A. (Pa.)	314	8251	<i>Dickinson, William L.</i> (Ala.)	2406	2901
Bosco, Douglas H. (Calif.)	1330	3311	Dicks, Norman D. (Wash.)	2429	5916
Boucher, Frederick C. (Va.)	1723	3861	Dingell, John D. (Mich.)	2221	4071
Bouquard, Marilyn Lloyd (Tenn.)	2334	3271	Dixon, Julian C. (Calif.)	423	7084
Boxer, Barbara (Calif.)	1517	5161	Donnelly, Brian J. (Mass.)	438	3215
Breaux, John B. (La.)	2113	2031	Dorgan, Byron L. (N.D.)	238	2611
Britt, C. Robin (N.C.)	327	3065	Dowdy, Wayne (Miss.)	214	5865
Brooks, Jack (Texas)	2449	6565	Downey, Thomas J. (N.Y.)	303	3335
<i>Broomfield, William S.</i> (Mich.)	2306	6135	<i>Dreier, David</i> (Calif.)	410	2305
Brown, George E., Jr. (Calif.)	2256	6161	<i>Duncan, John J.</i> (Tenn.)	2458	5435
<i>Brown, Hank</i> (Colo.)	1510	4676	Durbin, Richard J. (Ill.)	417	5271
<i>Broyhill, James T.</i> (N.C.)	2340	2576	Dwyer, Bernard J. (N.J.)	404	6301
Bryant, John (Texas)	506	2231	Dymally, Mervyn M. (Calif.)	1717	5425
<i>Burton, Dan</i> (Ind.)	120	2276	Dyson, Roy (Md.)	224	5311
Burton, Phillip (Calif.)	2304	4965	Early, Joseph D. (Mass.)	2349	6101
Byron, Beverly B. (Md.)	1216	2721	Eckart, Dennis E. (Ohio)	1221	6331
<i>Campbell, Carroll A., Jr.</i> (S.C.)	408	6030	Edgar, Bob (Pa.)	2352	2011
<i>Carney, William</i> (N.Y.)	1424	3826	Edwards, Don (Calif.)	2307	3072
Carper, Thomas R. (Del.)	1020	4165	<i>Edwards, Jack</i> (Ala.)	2369	4931
Carr, Bob (Mich.)	2439	4872	<i>Edwards, Mickey</i> (Okla.)	2434	2132
<i>Chandler, Rod</i> (Wash.)	216	7761	<i>Emerson, Bill</i> (Mo.)	418	4404
			English, Glenn (Okla.)	2235	5565
			Erdeich, Ben (Ala.)	512	4921
			<i>Erlenborn, John N.</i> (Ill.)	2206	3515
			<i>Evans, Cooper</i> (Iowa)	127	3301
			Evans, Lane (Ill.)	1427	5905
			Fascell, Dante B. (Fla.)	2354	4506
			Fauntroy, Walter E. (D.C.)	2135	8050
			Fazio, Vic (Calif.)	421	5716
			Feighan, Edward F. (Ohio)	1223	5731
			Ferraro, Geraldine A. (N.Y.)	312	3965
			<i>Fiedler, Bobbi</i> (Calif.)	1607	5811

Name	Room	Extension	Name	Room	Extension
<i>Fields, Jack</i> (Texas)	413	225-4901	Jenkins, Ed (Ga.)	217	225-5211
<i>Fish, Hamilton, Jr.</i> (N.Y.)	2227	5441	<i>Johnson, Nancy L.</i> (Conn.)	119	4476
Flippo, Ronnie G. (Ala.)	405	4801	Jones, Ed (Tenn.)	108	4714
Florio, James J. (N.J.)	2162	6501	Jones, James R. (Okla.)	203	2211
Foglietta, Thomas M. (Pa.)	1217	4731	Jones, Walter B. (N.C.)	241	3101
Foley, Thomas S. (Wash.)	1201	2006	Kaptur, Marcy (Ohio)	1630	4146
Ford, Harold E. (Tenn.)	2305	3265	<i>Kasich, John R.</i> (Ohio)	1724	5355
Ford, William D. (Mich.)	239	6261	Kastenmeier, Robert W. (Wis.)	2232	2906
<i>Forsythe, Edwin B.</i> (N.J.)	2210	4765	Kazen, Abraham, Jr. (Texas)	2408	4511
Fowler, Wyche, Jr. (Ga.)	1210	3801	<i>Kemp, Jack F.</i> (N.Y.)	2252	5265
Frank, Barney (Mass.)	1317	5931	Kennelly, Barbara B. (Conn.)	1228	2265
<i>Franklin, Webb</i> (Miss.)	508	5876	Kildee, Dale E. (Mich.)	2432	3611
<i>Frenzel, Bill</i> (Minn.)	1026	2871	<i>Kindness, Thomas N.</i> (Ohio)	2417	6205
Frost, Martin (Texas)	1238	3605	Kogovsek, Ray (Colo.)	430	4761
Fuqua, Don (Fla.)	2269	5235	Kolter, Joe (Pa.)	212	2565
Garcia, Robert (N.Y.)	223	4361	Kostmayer, Peter H. (Pa.)	123	4276
Gaydos, Joseph M. (Pa.)	2366	4631	<i>Kramer, Ken</i> (Colo.)	240	4422
Gejdenson, Sam (Conn.)	1404	2076	LaFalce, John J. (N.Y.)	2419	3231
<i>Gekas, George W.</i> (Pa.)	1008	4315	<i>Lagomarsino, Robert J.</i> (Calif.)	2332	3601
Gephardt, Richard A. (Mo.)	1436	2671	Lantos, Tom (Calif.)	1707	3531
Gibbons, Sam (Fla.)	2204	3376	<i>Latta, Delbert L.</i> (Ohio)	2309	6405
<i>Gilman, Benjamin A.</i> (N.Y.)	2160	3776	<i>Leach, Jim</i> (Iowa)	1514	6576
<i>Gingrich, Newt</i> (Ga.)	1005	4501	Leath, Marvin (Texas)	336	6105
Glickman, Dan (Kan.)	2435	6216	Lehman, Richard H. (Calif.)	1319	4540
Gonzalez, Henry B. (Texas)	2413	3236	Lehman, William (Fla.)	2347	4211
<i>Goodling, William F.</i> (Pa.)	2263	5836	Leland, Mickey (Texas)	419	3816
Gore, Albert, Jr. (Tenn.)	1131	4231	<i>Lent, Norman F.</i> (N.Y.)	2228	7896
<i>Gradison, Willis D., Jr.</i> (Ohio)	2311	3164	Levin, Sander (Mich.)	323	4961
Gray, William H., III (Pa.)	204	4001	Levine, Mel (Calif.)	502	6451
<i>Green, Bill</i> (N.Y.)	1110	2436	Levitas, Elliott H. (Ga.)	2416	4272
<i>Gregg, Judd</i> (N.H.)	308	5206	<i>Lewis, Jerry</i> (Calif.)	326	5861
Guarini, Frank J. (N.J.)	206	2765	<i>Lewis, Tom</i> (Fla.)	1313	5792
<i>Gunderson, Steve</i> (Wis.)	416	5506	Lipinski, William O. (Ill.)	1222	5701
Hall, Katie (Ind.)	132	2461	<i>Livingston, Bob</i> (La.)	306	3015
Hall, Ralph M. (Texas)	1224	6673	<i>Loeffler, Tom</i> (Texas)	1212	4236
Hall, Sam B., Jr. (Texas)	2236	3035	Long, Clarence D. (Md.)	2405	3601
Hall, Tony P. (Ohio)	1728	6465	Long, Gillis W. (La.)	2185	4926
Hamilton, Lee H. (Ind.)	2187	5315	<i>Lott, Trent</i> (Miss.)	2400	5772
<i>Hammerschmidt, John Paul</i> (Ark.)	2207	4301	<i>Lowery, Bill</i> (Calif.)	1440	3201
Hance, Kent (Texas)	1214	4005	Lowry, Mike (Wash.)	1206	3106
<i>Hansen, George</i> (Idaho)	1125	5531	<i>Lujan, Manuel, Jr.</i> (N.M.)	1323	6316
<i>Hansen, James V.</i> (Utah)	1113	0453	Luken, Thomas A. (Ohio)	2342	2216
Harkin, Tom (Iowa)	2411	3806	Lundine, Stan (N.Y.)	2427	3161
Harrison, Frank (Pa.)	1541	6511	<i>Lungren, Daniel E.</i> (Calif.)	328	2415
<i>Hartnett, Thomas F.</i> (S.C.)	228	3176	<i>Mack, Connie</i> (Fla.)	504	2536
Hatcher, Charles (Ga.)	1726	3631	MackKay, Buddy (Fla.)	503	5744
Hawkins, Augustus F. (Calif.)	2371	2201	<i>Madigan, Edward R.</i> (Ill.)	2312	2371
Hefner, W. G. (Bill) (N.C.)	2161	3715	Markey, Edward J. (Mass.)	205	2836
Heftel, Cecil (Cec) (Hawaii)	1030	2726	<i>Marlenee, Ron</i> (Mont.)	409	1555
Hertel, Dennis M. (Mich.)	218	6276	<i>Marriott, Dan</i> (Utah)	1133	3011
Hightower, Jack (Texas)	2348	3706	<i>Martin, David O'B.</i> (N.Y.)	109	4611
<i>Hiler, John</i> (Ind.)	316	3915	<i>Martin, James G.</i> (N.C.)	2186	1976
<i>Hillis, Elwood</i> (Ind.)	2336	5037	<i>Martin, Lynn</i> (Ill.)	1208	5676
<i>Holt, Marjorie S.</i> (Md.)	2412	8090	Martinez, Matthew G. (Calif.)	1714	5464
<i>Hopkins, Larry J.</i> (Ky.)	331	4706	Matsui, Robert T. (Calif.)	231	7163
<i>Horton, Frank</i> (N.Y.)	2229	4916	Mavroules, Nicholas (Mass.)	1204	8020
Howard, James J. (N.J.)	2245	4671	Mazzoli, Romano L. (Ky.)	2246	5401
Hoyer, Steny F. (Md.)	1513	4131	<i>McCain, John</i> (Ariz.)	1123	2635
Hubbard, Carroll, Jr. (Ky.)	2182	3115	<i>McCandless, Alfred A.</i> (Calif.)	510	5330
Huckaby, Jerry (La.)	2444	2376	McCloskey, Frank (Ind.)	116	4636
Hughes, William J. (N.J.)	341	6572	<i>McCollum, Bill</i> (Fla.)	1507	2176
<i>Hunter, Duncan L.</i> (Calif.)	117	5672	McCurdy, Dave (Okla.)	313	6165
Hutto, Earl (Fla.)	330	4136	<i>McDade, Joseph M.</i> (Pa.)	2370	3731
<i>Hyde, Henry J.</i> (Ill.)	2104	4561	McDonald, Larry (Ga.)	103	2931
Ireland, Andy (Fla.)	2446	5015	<i>McEwen, Bob</i> (Ohio)	329	5705
Jacobs, Andrew, Jr. (Ind.)	1533	4011	<i>McGrath, Raymond J.</i> (N.Y.)	431	5516
<i>Jeffords, James M.</i> (Vt.)	2431	4115	McHugh, Matthew F. (N.Y.)	2335	6335

Name	Room	Extension	Name	Room	Extension
<i>McKernan, John R., Jr.</i> (Maine)	1428	225-6116	<i>Ritter, Don</i> (Pa.)	124	225-6411
<i>McKinney, Stewart B.</i> (Conn.)	106	5541	<i>Roberts, Pat</i> (Kan.)	1519	2715
<i>McNulty, James F., Jr.</i> (Ariz.)	1338	2542	<i>Robinson, J. Kenneth</i> (Va.)	2233	6561
<i>Mica, Dan</i> (Fla.)	131	3001	<i>Rodino, Peter W., Jr.</i> (N.J.)	2462	3436
<i>Michel, Robert H.</i> (Ill.)	2112	6201	<i>Roe, Robert A.</i> (N.J.)	2243	5751
<i>Mikulski, Barbara A.</i> (Md.)	407	4016	<i>Roemer, Buddy</i> (La.)	125	2777
<i>Miller, Clarence E.</i> (Ohio)	2208	5131	<i>Rogers, Harold</i> (Ky.)	1028	4601
<i>Miller, George</i> (Calif.)	2422	2095	<i>Rose, Charles</i> (N.C.)	2230	2731
<i>Mineta, Norman Y.</i> (Calif.)	2350	2631	<i>Rostenkowski, Dan</i> (Ill.)	2111	4061
<i>Minish, Joseph G.</i> (N.J.)	2109	5035	<i>Roth, Toby</i> (Wis.)	215	5665
<i>Mitchell, Parren J.</i> (Md.)	2367	4741	<i>Roukema, Marge</i> (N.J.)	226	4465
<i>Moakley, Joe</i> (Mass.)	221	8273	<i>Rowland, J. Roy</i> (Ga.)	513	6531
<i>Molinari, Guy V.</i> (N.Y.)	412	3371	<i>Roybal, Edward R.</i> (Calif.)	2211	6235
<i>Mollohan, Alan B.</i> (W.Va.)	516	4172	<i>Rudd, Eldon</i> (Ariz.)	2244	3361
<i>Montgomery, G. V. (Sonny)</i> (Miss.)	2184	5031	<i>Russo, Marty</i> (Ill.)	2457	5736
<i>Moody, Jim</i> (Wis.)	1631	3571	<i>Sabo, Martin Olav</i> (Minn.)	436	4755
<i>Moore, W. Henson</i> (La.)	2404	3901	<i>Savage, Gus</i> (Ill.)	1121	0773
<i>Moorhead, Carlos J.</i> (Calif.)	2346	4176	<i>Sawyer, Harold S.</i> (Mich.)	301	3831
<i>Morrison, Bruce A.</i> (Conn.)	437	3661	<i>Scheuer, James H.</i> (N.Y.)	2402	5471
<i>Morrison, Sid</i> (Wash.)	208	5816	<i>Schneider, Claudine</i> (R.I.)	1431	2735
<i>Mrazek, Robert J.</i> (N.Y.)	509	5956	<i>Schroeder, Patricia</i> (Colo.)	2410	4431
<i>Murphy, Austin J.</i> (Pa.)	2437	4665	<i>Schulze, Richard T.</i> (Pa.)	2421	5761
<i>Murtha, John P.</i> (Pa.)	2423	2065	<i>Schumer, Charles E.</i> (N.Y.)	126	6616
<i>Myers, John T.</i> (Ind.)	2301	5805	<i>Seiberling, John F.</i> (Ohio)	1225	5231
<i>Natcher, William H.</i> (Ky.)	2333	3501	<i>Sensenbrenner, F. James, Jr.</i> (Wis.)	315	5101
<i>Neal, Stephen L.</i> (N.C.)	2463	2071	<i>Shannon, James M.</i> (Mass.)	229	3411
<i>Nelson, Bill</i> (Fla.)	307	3671	<i>Sharp, Philip R.</i> (Ind.)	2452	3021
<i>Nichols, Bill</i> (Ala.)	2407	3261	<i>Shaw, E. Clay, Jr.</i> (Fla.)	322	3026
<i>Nielson, Howard C.</i> (Utah)	1229	7751	<i>Shelby, Richard C.</i> (Ala.)	1705	2665
<i>Nowak, Henry J.</i> (N.Y.)	2240	3306	<i>Shumway, Norman D.</i> (Calif.)	1203	2511
<i>Oakar, Mary Rose</i> (Ohio)	2436	5871	<i>Shuster, Bud</i> (Pa.)	2455	2431
<i>Oberstar, James L.</i> (Minn.)	2351	6211	<i>Sikorski, Gerry</i> (Minn.)	414	2271
<i>Obey, David R.</i> (Wis.)	2217	3365	<i>Siljander, Mark D.</i> (Mich.)	137	3761
<i>O'Brien, George M.</i> (Ill.)	2262	3635	<i>Simon, Paul</i> (Ill.)	343	5201
<i>Olin, James R. (Jim)</i> (Va.)	1207	5431	<i>Sisisky, Norman</i> (Va.)	1429	6365
<i>O'Neill, Thomas P., Jr.</i> (Mass.)	2231	5111	<i>Skeen, Joe</i> (N.M.)	1508	2365
<i>Ortiz, Solomon P.</i> (Texas)	1524	7742	<i>Skelton, Ike</i> (Mo.)	2453	2876
<i>Ottinger, Richard L.</i> (N.Y.)	2241	6506	<i>Slattery, Jim</i> (Kan.)	1729	6601
<i>Owens, Major R.</i> (N.Y.)	114	6231	<i>Smith, Christopher H.</i> (N.J.)	422	3765
<i>Oxley, Michael G.</i> (Ohio)	1108	2676	<i>Smith, Denny</i> (Ore.)	1213	5711
<i>Packard, Ronald</i> (Calif.)	511	3906	<i>Smith, Larry</i> (Fla.)	113	7931
<i>Panetta, Leon E.</i> (Calif.)	339	2861	<i>Smith, Neal</i> (Iowa)	2373	4426
<i>Parris, Stan</i> (Va.)	230	4376	<i>Smith, Robert F.</i> (Ore.)	118	6730
<i>Pashayan, Charles, Jr.</i> (Calif.)	129	3341	<i>Smith, Virginia</i> (Neb.)	2202	6435
<i>Patman, Bill</i> (Texas)	1408	2831	<i>Snowe, Olympia J.</i> (Maine)	133	6306
<i>Patterson, Jerry M.</i> (Calif.)	2238	2965	<i>Snyder, Gene</i> (Ky.)	2188	3465
<i>Paul, Ron</i> (Texas)	1234	5951	<i>Solarz, Stephen J.</i> (N.Y.)	1536	2361
<i>Pease, Donald J.</i> (Ohio)	1127	3401	<i>Solomon, Gerald B. H.</i> (N.Y.)	227	5614
<i>Penny, Timothy J.</i> (Minn.)	501	2472	<i>Spence, Floyd</i> (S.C.)	2466	2452
<i>Pepper, Claude</i> (Fla.)	2239	3931	<i>Spratt, John M., Jr.</i> (S.C.)	1118	5501
<i>Perkins, Carl D.</i> (Ky.)	2328	4935	<i>Staggers, Harley O., Jr.</i> (W.Va.)	1504	4331
<i>Petri, Thomas E.</i> (Wis.)	1024	2476	<i>Stangeland, Arlan</i> (Minn.)	1526	2165
<i>Pickle, J. J.</i> (Texas)	242	4865	<i>Stark, Fortney H. (Pete)</i> (Calif.)	1034	5065
<i>Porter, John Edward</i> (Ill.)	1530	4835	<i>Stenholm, Charles W.</i> (Texas)	1232	6605
<i>Price, Melvin</i> (Ill.)	2110	5661	<i>St Germain, Fernand J.</i> (R.I.)	2108	4911
<i>Pritchard, Joel</i> (Wash.)	2268	6311	<i>Stokes, Louis</i> (Ohio)	2465	7032
<i>Pursell, Carl D.</i> (Mich.)	1417	4401	<i>Stratton, Samuel S.</i> (N.Y.)	2205	5076
<i>Quillen, James H. (Jimmy)</i> (Tenn.)	102	6356	<i>Studds, Gerry E.</i> (Mass.)	1501	3111
<i>Rahall, Nick Joe, II</i> (W.Va.)	440	3452	<i>Stump, Bob</i> (Ariz.)	211	4576
<i>Rangel, Charles B.</i> (N.Y.)	2330	4365	<i>Sundquist, Don</i> (Tenn.)	515	2811
<i>Ratchford, William R.</i> (Conn.)	432	3822	<i>Sunia, Fofu I. F.</i> (Am. Samoa)	1709	8577
<i>Ray, Richard</i> (Ga.)	514	5901	<i>Swift, Al</i> (Wash.)	1502	2605
<i>Regula, Ralph</i> (Ohio)	2209	3876	<i>Synar, Mike</i> (Okla.)	1713	2701
<i>Reid, Harry</i> (Nev.)	1711	5965	<i>Tallon, Robin</i> (S.C.)	128	3315
<i>Richardson, Bill</i> (N.M.)	1610	6190	<i>Tauke, Thomas J.</i> (Iowa)	435	2911
<i>Ridge, Thomas J.</i> (Pa.)	1331	5406	<i>Tauzin, W. J. (Billy)</i> (La.)	222	4031
<i>Rinaldo, Matthew J.</i> (N.J.)	2338	5361	<i>Taylor, Gene</i> (Mo.)	2134	6536

Name	Room	Extension	Name	Room	Extension
Thomas, Robert Lindsay (Ga.)	427	225-5831	Whitley, Charles (N.C.)	104	225-3415
<i>Thomas, William M.</i> (Calif.)	324	2915	<i>Whittaker, Bob</i> (Kan.)	332	3911
Torres, Esteban Edward (Calif.)	1740	5256	Whitten, Jamie L. (Minn.)	2314	4306
Torricelli, Robert G. (N.J.)	317	5061	<i>Williams, Lyle</i> (Ohio)	1004	5261
Towns, Edolphus (N.Y.)	1009	5936	Williams, Pat (Mont.)	1512	3211
Traxler, Bob (Mich.)	2448	2806	Wilson, Charles (Texas)	2265	2401
Udall, Morris K. (Ariz.)	235	4065	<i>Winn, Larry, Jr.</i> (Kan.)	2308	2865
Valentine, (Tim), (N.C.)	1107	4531	Wirth, Timothy E. (Colo.)	2454	2161
Vandergriff, Tom J. (Texas)	1529	7772	Wise, Robert E., Jr. (W.Va.)	1725	2711
<i>Vander Jagt, Guy</i> (Mich.)	2409	3511	<i>Wolf, Frank R.</i> (Va.)	130	5136
Vento, Bruce F. (Minn.)	2433	6631	Wolpe, Howard (Mich.)	1527	5011
Volkmer, Harold L. (Mo.)	1230	2956	Won Pat, Antonio Borja (Guam)	2133	1188
<i>Vucanovich, Barbara F.</i> (Nev.)	507	6155	<i>Wortley, George C.</i> (N.Y.)	428	3701
Walgren, Doug (Pa.)	2441	2135	Wright, Jim (Texas)	1236	5071
<i>Walker, Robert S.</i> (Pa.)	2445	2411	Wyden, Ron (Ore.)	1406	4811
Washington, Harold (Ill.)	426	4372	<i>Wylie, Chalmers P.</i> (Ohio)	2310	2015
Watkins, Wes (Okla.)	2440	4565	Yates, Sidney R. (Ill.)	2234	2111
Waxman, Henry A. (Calif.)	2418	3976	Yatron, Gus (Pa.)	2267	5546
Weaver, James (Ore.)	1226	6416	<i>Young, C. W. (Bill)</i> (Fla.)	2266	5961
<i>Weber, Vin</i> (Minn.)	318	2331	<i>Young, Don</i> (Alaska)	2331	5765
Weiss, Ted (N.Y.)	2442	5635	Young, Robert A. (Mo.)	2430	2561
Wheat, Alan (Mo.)	1609	4535	Zablocki, Clement J. (Wis.)	2183	4572
<i>Whitehurst, G. William</i> (Va.)	2469	4215	<i>Zschau, Ed</i> (Calif.)	429	5411

House Committee Assignments

Here are assignments to House committees for the 98th Congress, with committee rooms and telephone numbers. Chairmen are listed in **bold face** and Republicans are in *italic*. In some cases, the assignments are subject to further change. In addition, several vacancies remain to be filled.

Agriculture	
Room: 1301 Longworth	Phone: 225-2171
E de la Garza , Texas	<i>Edward R. Madigan</i> , Ill.
Thomas S. Foley, Wash.	<i>James M. Jeffords</i> , Vt.
Walter B. Jones, N.C.	<i>E. Thomas Coleman</i> , Mo.
Ed Jones, Tenn.	<i>Ron Marlenee</i> , Mont.
George E. Brown Jr., Calif.	<i>Larry J. Hopkins</i> , Ky.
Charles Rose, N.C.	<i>George Hansen</i> , Idaho
James Weaver, Ore.	<i>Arlan Stangeland</i> , Minn.
Tom Harkin, Iowa	<i>Pat Roberts</i> , Kan.
Berkley Bedell , Iowa	<i>Bill Emerson</i> , Mo.
Glenn English, Okla.	<i>Joe Skeen</i> , N.M.
Leon E. Panetta, Calif.	<i>Sid Morrison</i> , Wash.
Jerry Huckaby, La.	<i>Steve Gunderson</i> , Wis.
Dan Glickman, Kan.	<i>Cooper Evans</i> , Iowa
Charles Whitley, N.C.	<i>Gene Chappie</i> , Calif.
Tony Coelho, Calif.	<i>Webb Franklin</i> , Miss.
Thomas A. Daschle, S.D.	
Charles W. Stenholm, Texas	
Harold L. Volkmer, Mo.	
Charles Hatcher, Ga.	
Robin Tallon, S.C.	
Harley O. Staggers Jr., W. Va.	
Richard J. Durbin, Ill.	
Lane Evans, Ill.	
Robert Lindsay Thomas, Ga.	
James R. (Jim) Olin, Va.	
Timothy J. Penny, Minn.	

Appropriations	
Room: H-218 Capitol	Phone: 255-2771
Jamie L. Whitten , Miss.	<i>Silvio O. Conte</i> , Mass.
Edward P. Boland, Mass.	<i>Joseph M. McDade</i> , Pa.
William H. Natcher, Ky.	<i>Jack Edwards</i> , Ala.
Neal Smith, Iowa	<i>John T. Myers</i> , Ind.
Joseph P. Addabbo, N.Y.	<i>J. Kenneth Robinson</i> , Va.
Clarence D. Long, Md.	<i>Clarence E. Miller</i> , Ohio
Sidney R. Yates, Ill.	<i>Lawrence Coughlin</i> , Pa.
David R. Obey, Wis.	<i>C. W. (Bill) Young</i> , Fla.
Edward R. Roybal, Calif.	<i>Jack F. Kemp</i> , N.Y.
Louis Stokes, Ohio	<i>Ralph Regula</i> , Ohio
Tom Bevill, Ala.	<i>George M. O'Brien</i> , Ill.
Bill Chappell Jr., Fla.	<i>Virginia Smith</i> , Neb.
Bill Alexander, Ark.	<i>Eldon Rudd</i> , Ariz.
John P. Murtha, Pa.	<i>Carl D. Pursell</i> , Mich.
Bob Traxler, Mich.	<i>Mickey Edwards</i> , Okla.
Joseph D. Early, Mass.	<i>Bob Livingston</i> , La.
Charles Wilson, Texas	<i>Bill Green</i> , N.Y.
Lindy Boggs, La.	<i>Tom Loeffler</i> , Texas
Norman D. Dicks, Wash.	<i>Jerry Lewis</i> , Calif.
Matthew F. McHugh, N.Y.	<i>John Edward Porter</i> , Ill.
William Lehman, Fla.	<i>Harold Rogers</i> , Ky.
Jack Hightower, Texas	
Martin Olav Sabo, Minn.	
Julian C. Dixon, Calif.	
Vic Fazio, Calif.	
W. G. (Bill) Hefner, N.C.	
Les AuCoin, Ore.	
Daniel K. Akaka, Hawaii	
Wes Watkins, Okla.	
William H. Gray III, Pa.	
Bernard J. Dwyer, N.J.	
William R. Ratchford, Conn.	
William Hill Boner, Tenn.	
Steny H. Hoyer, Md.	
Bob Carr, Mich.	
Robert J. Mrazek, N.Y.	

Armed Services**Room: 2120 Rayburn Phone: 225-4151**

Melvin Price, Ill.
 Charles E. Bennett, Fla.
 Samuel S. Stratton, N.Y.
 Bill Nichols, Ala.
 Dan Daniel, Va.
 G. V. (Sonny) Montgomery,
 Miss.
 Les Aspin, Wis.
 Ronald V. Dellums, Calif.
 Patricia Schroeder, Colo.
 Abraham Kazen Jr., Texas
 Antonio Borja Won Pat,
 Guam
 Larry McDonald, Ga.
 Beverly B. Byron, Md.
 Nicholas Mavroules, Mass.
 Earl Hutto, Fla.
 Ike Skelton, Mo.
 Marvin Leath, Texas
 Dave McCurdy, Okla.
 Thomas M. Foglietta, Pa.
 Roy Dyson, Md.
 Dennis M. Hertel, Mich.
 Marilyn Lloyd Bouquard,
 Tenn.
 Norman Sisisky, Va.
 Richard Ray, Ga.
 John M. Spratt Jr., S.C.
 Frank McCloskey, Ind.
 C. Robin Britt, N.C.
 Solomon P. Ortiz, Texas
 Ronald D. Coleman, Texas

William L. Dickinson, Ala.
G. William Whitehurst, Va.
Floyd Spence, S.C.
Marjorie S. Holt, Md.
Elwood Hillis, Indiana
Robert E. Badham, Calif.
Bob Stump, Ariz.
James A. Courter, N.J.
Larry J. Hopkins, Ky.
Robert W. Davis, Mich.
Ken Kramer, Colo.
Duncan Hunter, Calif.
Thomas F. Hartnett, S.C.
Daniel B. Crane, Ill.
David O'B. Martin, N.Y.
John R. Kasich, Ohio

Banking, Finance and Urban Affairs**Room: 2129 Rayburn Phone: 225-4247**

Fernand J. St Germain, R.I.
 Henry B. Gonzalez, Texas
 Joseph G. Minish, N.J.
 Frank Annunzio, Ill.
 Parren J. Mitchell, Md.
 Walter E. Fauntroy, D.C.
 Stephen L. Neal, N.C.
 Jerry M. Patterson, Calif.
 Carroll Hubbard Jr., Ky.
 John J. LaFalce, N.Y.
 Norman E. D'Amours, N.H.
 Stan Lundine, N.Y.
 Mary Rose Oakar, Ohio
 Bruce F. Vento, Minn.
 Doug Barnard Jr., Ga.
 Robert Garcia, N.Y.
 Mike Lowry, Wash.
 Charles E. Schumer, N.Y.
 Barney Frank, Mass.
 Bill Patman, Texas
 William J. Coyne, Pa.
 Buddy Roemer, La.
 Richard H. Lehman, Calif.
 Bruce A. Morrison, Conn.
 Jim Cooper, Tenn.
 Marcy Kaptur, Ohio
 Ben Erdreich, Ala.
 Sander M. Levin, Mich.
 Thomas R. Carper, Del.
 Esteban Torres, Calif.

Chalmers P. Wylie, Ohio
Stewart B. McKinney, Conn.
George Hansen, Idaho
Jim Leach, Iowa
Ron Paul, Texas
Ed Bethune, Ark.
Norman D. Shumway, Calif.
Stan Parris, Va.
Bill McCollum, Fla.
George C. Wortley, N.Y.
Marge Roukema, N.J.
Bill Lowery, Calif.
Douglas K. Bereuter, Neb.
David Dreier, Calif.
John Hiler, Ind.
Thomas J. Ridge, Pa.
Steve Bartlett, Texas

Budget**Room: 214 Annex 1 Phone: 225-7200**

James R. Jones, Okla.
 Jim Wright, Texas
 Stephen J. Solarz, N.Y.
 Timothy E. Wirth, Colo.
 Leon E. Panetta, Calif.
 Richard A. Gephardt, Mo.
 Bill Nelson, Fla.
 Les Aspin, Wis.
 W. G. (Bill) Hefner, N.C.
 Thomas J. Downey, N.Y.
 Brian J. Donnelly, Mass.
 Mike Lowry, Wash.
 Butler Derrick, S.C.
 George Miller, Calif.
 William H. Gray III, Pa.
 Pat Williams, Mont.
 Geraldine A. Ferraro, N.Y.
 Howard Wolpe, Mich.
 Martin Frost, Texas
 Vic Fazio, Calif.

Delbert L. Latta, Ohio
Bud Shuster, Pa.
Bill Frenzel, Minn.
Jack F. Kemp, N.Y.
Ed Bethune, Ark.
Lynn M. Martin, Ill.
Bobbi Fiedler, Calif.
Tom Loeffler, Texas
Willis D. Gradison Jr., Ohio
Connie Mack, Fla.
Vacancy

District of Columbia**Room: 1310 Longworth Phone: 225-4457**

Ronald V. Dellums, Calif.
 Walter E. Fauntroy, D.C.
 Romano L. Mazzoli, Ky.
 Fortney H. (Pete) Stark,
 Calif.
 Mickey Leland, Texas
 William H. Gray III, Pa.
 Michael D. Barnes, Md.
 Mervyn M. Dymally, Calif.

Stewart B. McKinney, Conn.
Stan Parris, Va.
Thomas J. Bliley Jr., Va.
Marjorie S. Holt, Md.

Education and Labor**Room: 2181 Rayburn Phone: 225-4527**

Carl D. Perkins, Ky.
 Augustus F. Hawkins, Calif.
 William D. Ford, Mich.
 Phillip Burton, Calif.
 Joseph M. Gaydos, Pa.
 William (Bill) Clay, Mo.
 Mario Biaggi, N.Y.
 Ike Andrews, N.C.
 Paul Simon, Ill.
 George Miller, Calif.
 Austin J. Murphy, Pa.
 Ted Weiss, N.Y.
 Baltasar Corrada, P.R.
 Dale E. Kildee, Mich.
 Pat Williams, Mont.
 Ray Kogovsek, Colo.
 Harold Washington, Ill.
 Matthew G. Martinez, Calif.
 Major R. Owens, N.Y.
 Frank Harrison, Pa.
 Frederick C. Boucher, Va.

John N. Erlenborn, Ill.
James M. Jeffords, Vt.
William F. Goodling, Pa.
E. Thomas Coleman, Mo.
Thomas E. Petri, Wis.
Marge Roukema, N.J.
Larry E. Craig, Idaho
Steve Gunderson, Wis.
Steve Bartlett, Texas
Ronald C. Packard, Calif.

Energy and Commerce**Room: 2125 Rayburn Phone: 225-2927**

John D. Dingell, Mich.
 James H. Scheuer, N.Y.
 Richard L. Ottinger, N.Y.
 Henry A. Waxman, Calif.
 Timothy E. Wirth, Colo.
 Philip R. Sharp, Ind.

James T. Broyhill, N.C.
Norman F. Lent, N.Y.
Edward R. Madigan, Ill.
Carlos J. Moorhead, Calif.
Matthew J. Rinaldo, N.J.
Tom Corcoran, Ill.

James J. Florio, N.J.
 Edward J. Markey, Mass.
 Thomas A. Luken, Ohio
 Doug Walgren, Pa.
 Albert Gore Jr., Tenn.
 Barbara A. Mikulski, Md.
 Al Swift, Wash.
 Mickey Leland, Texas
 Richard C. Shelby, Ala.
 Cardiss Collins, Ill.
 Mike Synar, Okla.
 W. J. (Billy) Tauzin, La.
 Ron Wyden, Ore.
 Ralph M. Hall, Texas
 Dennis E. Eckart, Ohio
 Wayne Dowdy, Miss.
 Bill Richardson, N.M.
 Jim Slattery, Kan.
 Gerry Sikorski, Minn.
 John Bryant, Texas
 Jim Bates, Calif.

William E. Dannemeyer, Calif.
Bob Whittaker, Kan.
Thomas J. Tauke, Iowa
Don Ritter, Pa.
Dan Coats, Ind.
Thomas J. Bliley Jr., Va.
Jack Fields, Texas
Michael G. Oxley, Ohio
Howard Nielson, Utah

Buddy MacKay, Fla.
 Mel Levine, Calif.
 Major R. Owens, N.Y.
 Edolphus Towns, N.Y.
 John M. Spratt Jr., S.C.
 Joe Kolter, Pa.
 Ben Erdreich, Ala.

House Administration

Room: H-326 Capitol Phone: 225-2061

Augustus F. Hawkins, Calif.	<i>Bill Frenzel, Minn.</i>
Frank Annunzio, Ill.	<i>William L. Dickinson, Ala.</i>
Joseph M. Gaydos, Pa.	<i>Robert E. Badham, Calif.</i>
Ed Jones, Tenn.	<i>Newt Gingrich, Ga.</i>
Joseph G. Minish, N.J.	<i>William M. Thomas, Calif.</i>
Charles Rose, N.C.	<i>Lynn Martin, Ill.</i>
Al Swift, Wash.	<i>Rod Chandler, Wash.</i>
William J. Coyne, Pa.	
Thomas S. Foley, Wash.	
Mary Rose Oakar, Ohio	
Tony Coelho, Calif.	
Jim Bates, Calif.	

Foreign Affairs

Room 2170 Rayburn Phone: 225-5021

Clement J. Zablocki, Wis.	<i>William S. Broomfield, Mich.</i>
Dante B. Fascell, Fla.	<i>Larry Winn Jr., Kan.</i>
Lee H. Hamilton, Ind.	<i>Benjamin A. Gilman, N.Y.</i>
Gus Yatron, Pa.	<i>Robert J. Lagomarsino, Calif.</i>
Stephen J. Solarz, N.Y.	<i>Joel Pritchard, Wash.</i>
Don Bonker, Wash.	<i>Jim Leach, Iowa</i>
Gerry E. Studds, Mass.	<i>Toby A. Roth, Wis.</i>
Andy Ireland, Fla.	<i>Olympia J. Snowe, Maine</i>
Dan Mica, Fla.	<i>Henry J. Hyde, Ill.</i>
Michael D. Barnes, Md.	<i>Gerald B. H. Solomon, N.Y.</i>
Howard Wolpe, Mich.	<i>Douglas K. Bereuter, Neb.</i>
George Crockett, Mich.	<i>Mark D. Siljander, Mich.</i>
Sam Gejdenson, Conn.	<i>Ed Zschau, Calif.</i>
Mervyn M. Dymally, Calif.	
Tom Lantos, Calif.	
Peter H. Kostmayer, Pa.	
Robert G. Torricelli, N.J.	
Lawrence J. Smith, Fla.	
Howard L. Berman, Calif.	
Harry M. Reid, Nev.	
Mel Levine, Calif.	
Edward F. Feighan, Ohio	
Robert Garcia, N.Y.	

Interior and Insular Affairs

Room: 1324 Longworth Phone: 225-2761

Morris K. Udall, Ariz.	<i>Manuel Lujan Jr., N.M.</i>
Phillip Burton, Calif.	<i>Don Young, Alaska</i>
Abraham Kazen Jr., Texas	<i>Robert J. Lagomarsino, Calif.</i>
John F. Seiberling, Ohio	<i>Dan Marriott, Utah</i>
Antonio Borja Won Pat, Guam	<i>Ron Marlenee, Mont.</i>
James Weaver, Ore.	<i>Dick Cheney, Wyo.</i>
George Miller, Calif.	<i>Charles Pashayan Jr., Calif.</i>
James J. Florio, N.J.	<i>Larry E. Craig, Idaho</i>
Philip R. Sharp, Ind.	<i>Hank Brown, Colo.</i>
Edward J. Markey, Mass.	<i>Denny Smith, Ore.</i>
Baltasar Corrado, P.R.	<i>James V. Hansen, Utah</i>
Austin J. Murphy, Pa.	<i>Bill Emerson, Mo.</i>
Nick Joe Rahall II, W.Va.	<i>John McCain, Ariz.</i>
Bruce F. Vento, Minn.	<i>Barbara F. Vucanovich, Nev.</i>
Jerry Huckaby, La.	
Jerry M. Patterson, Calif.	
Ray Kogovsek, Colo.	
Dale E. Kildee, Mich.	
Tony Coelho, Calif.	
Beverly B. Byron, Md.	
Ron de Lugo, V.I.	
Sam Gejdenson, Conn.	
Bill Patman, Texas	
Peter H. Kostmayer, Pa.	
Jim Moody, Wis.	
Alan B. Mollohan, W.Va.	
James McClure Clarke, N.C.	
James F. McNulty Jr., Ariz.	
Richard H. Lehman, Calif.	

Government Operations

Room: 2157 Rayburn Phone: 225-5051

Jack Brooks, Texas	<i>Frank Horton, N.Y.</i>
Dante B. Fascell, Fla.	<i>John N. Erlenborn, Ill.</i>
Don Fuqua, Fla.	<i>Thomas N. Kindness, Ohio</i>
John Conyers Jr., Mich.	<i>Robert S. Walker, Pa.</i>
Cardiss Collins, Ill.	<i>Lyle Williams, Ohio</i>
Glenn English, Okla.	<i>William F. Clinger Jr., Pa.</i>
Elliott H. Levitas, Ga.	<i>Raymond J. McGrath, N.Y.</i>
Henry A. Waxman, Calif.	<i>Judd Gregg, N.H.</i>
Ted Weiss, N.Y.	<i>Dan Burton, Ind.</i>
Mike Synar, Okla.	<i>John R. McKernan Jr., Maine</i>
Stephen L. Neal, N.C.	<i>Tom Lewis, Fla.</i>
Doug Barnard Jr., Ga.	<i>Alfred A. (Al) McCandless, Calif.</i>
Barney Frank, Mass.	
Tom Lantos, Calif.	
Ronald D. Coleman, Texas	
Robert Wise Jr., W.Va.	
Barbara Boxer, Calif.	
Sander M. Levin, Mich.	

Judiciary

Room: 2137 Rayburn Phone: 225-3951

Peter W. Rodino Jr., N.J.	<i>Hamilton Fish Jr., N.Y.</i>
Jack Brooks, Texas	<i>Carlos J. Moorhead, Calif.</i>
Robert W. Kastenmeier, Wis.	<i>Henry J. Hyde, Ill.</i>
Don Edwards, Calif.	<i>Thomas N. Kindness, Ohio</i>
John Conyers Jr., Mich.	<i>Harold S. Sawyer, Mich.</i>
John F. Seiberling, Ohio	<i>Dan Lungren, Calif.</i>
Romano L. Mazzoli, Ky.	<i>F. James Sensenbrenner Jr., Wis.</i>
William J. Hughes, N.J.	<i>Bill McCollum, Fla.</i>
Sam B. Hall Jr., Texas	<i>E. Clay Shaw Jr., Fla.</i>

Mike Synar, Okla.
 Patricia Schroeder, Colo.
 Dan Glickman, Kan.
 Harold Washington, Ill.
 Barney Frank, Mass.
 George W. Crockett Jr.,
 Mich.
 Charles E. Schumer, N.Y.
 Bruce A. Morrison, Conn.
 Edward F. Feighan, Ohio
 Lawrence J. Smith, Fla.
 Howard L. Berman, Calif.

George W. Gekas, Pa.
Michael DeWine, Ohio

Norman Y. Mineta, Calif.
 Elliott H. Levitas, Ga.
 James L. Oberstar, Minn.
 Henry J. Nowak, N.Y.
 Bob Edgar, Pa.
 Robert A. Young, Mo.
 Nick Joe Rahall II, W.Va.
 Douglas Applegate, Ohio
 Geraldine A. Ferraro, N.Y.
 Donald Albosta, Mich.
 Ron de Lugo, V.I.
 Gus Savage, Ill.
 Fofu I. F. Sunia, Am. Samoa
 Katie Hall, Ind.
 Douglas H. Bosco, Calif.
 James F. McNulty Jr., Ariz.
 Jim Moody, Wis.
 Robert A. Borski, Pa.
 Joe Kolter, Pa.
 Tim Valentine, N.C.
 Edolphus Towns, N.Y.
 William O. Lipinski, Ill.
 Michael A. Andrews, Texas
 Tom J. Vandergriff, Texas
 J. Roy Rowland, Ga.
 James McClure Clarke, N.C.
 Robert F. Wise Jr., W.Va.

Arlan Stangeland, Minn.
Newt Gingrich, Ga.
William F. Clinger Jr., Pa.
Guy V. Molinari, N.Y.
E. Clay Shaw Jr., Fla.
Bob McEwen, Ohio
Frank R. Wolf, Va.
Thomas E. Petri, Wis.
Hal Daub, Neb.
Vin Weber, Minn.
Robert F. (Bob) Smith,
Oregon
Don Sundquist, Tenn.
Nancy L. Johnson, Conn.
Ronald C. Packard, Calif.

Merchant Marine and Fisheries

Room: 1334 Longworth Phone: 225-4047

Walter B. Jones, N.C.
 Mario Biaggi, N.Y.
 Glenn M. Anderson, Calif.
 John B. Breaux, La.
 Gerry E. Studds, Mass.
 Carroll Hubbard Jr., Ky.
 Don Bonker, Wash.
 Norman E. D'Amours, N.H.
 James L. Oberstar, Minn.
 William J. Hughes, N.J.
 Barbara A. Mikulski, Md.
 Earl Hutto, Fla.
 Brian J. Donnelly, Mass.
 W. J. (Billy) Tauzin, La.
 Thomas M. Foglietta, Pa.
 Fofu I. F. Sunia, Am. Samoa
 Dennis M. Hertel, Mich.
 Roy Dyson, Md.
 William O. Lipinski, Ill.
 Robert A. Borski, Pa.
 Thomas R. Carper, Del.
 Douglas H. Bosco, Calif.
 Robin Tallon, S.C.
 Robert Lindsay Thomas, Ga.
 Barbara Boxer, Calif.
 Solomon P. Ortiz, Texas

Edwin B. Forsythe, N.J.
Gene Snyder, Ky.
Joel Pritchard, Wash.
Don Young, Alaska
Norman F. Lent, N.Y.
Robert W. Davis, Mich.
William Carney, N.Y.
Norman D. Shumway, Calif.
Jack Fields, Texas
Claudine Schneider, R.I.
Harold S. Sawyer, Mich.
Herbert H. Bateman, Va.
John R. McKernan Jr.,
Maine
Webb Franklin, Miss.

Rules

Room: H-312 Capitol Phone: 225-9486

Claude Pepper, Fla.
 Gillis W. Long, La.
 Joe Moakley, Mass.
 Butler Derrick, S.C.
 Anthony C. Beilenson, Calif.
 Martin Frost, Texas
 David E. Bonior, Mich.
 Tony P. Hall, Ohio
 Alan Wheat, Mo.

James H. (Jimmy) Quillen,
Tenn.
Delbert L. Latta, Ohio
Trent Lott, Miss.
Gene Taylor, Mo.

Science and Technology

Room: 2321 Rayburn Phone: 225-6371

Don Fuqua, Fla.
 Robert A. Roe, N.J.
 George E. Brown Jr., Calif.
 James H. Scheuer, N.Y.
 Richard L. Ottinger, N.Y.
 Tom Harkin, Iowa
 Marilyn Bouquard, Tenn.
 Doug Walgren, Pa.
 Dan Glickman, Kan.
 Albert Gore Jr., Tenn.
 Robert A. Young, Mo.
 Harold L. Volkmer, Mo.
 Bill Nelson, Fla.
 Stan Lundine, N.Y.
 Ralph M. Hall, Texas
 Dave McCurdy, Okla.
 Mervyn M. Dymally, Calif.
 Paul Simon, Ill.
 Norman Y. Mineta, Calif.
 Richard J. Durbin, Ill.
 Michael A. Andrews, Texas
 Buddy MacKay, Fla.
 Tim Valentine, N.C.
 Harry M. Reid, Nev.
 Robert G. Torricelli, N.J.
 Frederick C. Boucher, Va.

Larry Winn Jr., Kan.
Manuel Lujan Jr., N.M.
Robert S. Walker, Pa.
William Carney, N.Y.
F. James Sensenbrenner Jr.,
Wis.
Judd Gregg, N.H.
Raymond J. McGrath, N.Y.
Joe Skeen, N.M.
Claudine Schneider, R.I.
Bill Lowery, Calif.
Rod Chandler, Wash.
Herbert H. Bateman, Va.
Sherwood L. Boehlert, N.Y.
Alfred A. (Al) McCandless,
Calif.
Tom Lewis, Fla.

Post Office and Civil Service

Room: 309 Cannon Phone: 225-4054

William D. Ford, Mich.
 Morris K. Udall, Ariz.
 William (Bill) Clay, Mo.
 Patricia Schroeder, Colo.
 Robert Garcia, N.Y.
 Mickey Leland, Texas
 Donald Joseph Albosta,
 Mich.
 Gus Yatron, Pa.
 Mary Rose Oakar, Ohio
 Katie Hall, Ind.
 Gerry Sikorski, Minn.
 Ronald V. Dellums, Calif.
 Thomas A. Daschle, S.D.
 Ron de Lugo, V.I.
 Charles E. Schumer, N.Y.
 Douglas H. Bosco, Calif.

Gene Taylor, Mo.
Benjamin A. Gilman, N.Y.
Tom Corcoran, Ill.
James A. Courter, N.J.
Charles Pashayan Jr., Calif.
William E. Dannenmeyer,
Calif.
Daniel B. Crane, Ill.
Frank R. Wolf, Va.
Connie Mack, Fla.

Public Works and Transportation

Room: 2165 Rayburn Phone: 225-4472

James J. Howard, N.J.
 Glenn M. Anderson, Calif.
 Robert A. Roe, N.J.
 John B. Breaux, La.

Gene Snyder, Ky.
John Paul Hammerschmidt,
Ark.
Bud Shuster, Pa.

Small Business**Room: 2361 Rayburn Phone: 225-5821**

Parren J. Mitchell, Md. *Joseph M. McDade, Pa.*
Neal Smith, Iowa *Silvio O. Conte, Mass.*
Joseph P. Addabbo, N.Y. *William S. Broomfield,*
Henry B. Gonzalez, Texas *Mich.*
John J. LaFalce, N.Y. *Dan Marriott, Utah*
Berkley Bedell, Iowa *Lyle Williams, Ohio*
Henry J. Nowak, N.Y. *John Hiler, Ind.*
Thomas A. Luken, Ohio *Vin Weber, Minn.*
Andy Ireland, Fla. *Hal Daub, Neb.*
Ike Skelton, Mo. *Christopher H. Smith, N.J.*
Charles W. Stenholm, Texas *David Dreier, Calif.*
Romano L. Mazzoli, Ky. *Guy V. Molinari, N.Y.*
Nicholas Mavroules, Mass. *Toby Roth, Wis.*
Charles Hatcher, Ga. *Gene Chappie, Calif.*
Ron Wyden, Ore. *Sherwood L. Boehlert, N.Y.*
Dennis E. Eckart, Ohio *Michael Bilirakis, Fla.*
Gus Savage, Ill.
Buddy Roemer, La.
Norman Sisisky, Va.
Frank McCloskey, Ind.
Esteban Edward Torres,
Calif.
Tom J. Vandergriff, Texas
Jim Cooper, Tenn.
James R. (Jim) Olin, Va.
C. Robin Britt, N.C.
Richard Ray, Ga.

Standards of Official Conduct**Room: 2360 Rayburn Phone 225-7103**

Louis Stokes, Ohio *Floyd Spence, S.C.*
Nick Joe Rahall II, W.Va. *Barber B. Conable Jr., N.Y.*
Ed Jenkins, Ga. *John T. Myers, Ind.*
Julian C. Dixon, Calif. *Edwin B. Forsythe, N.J.*
Vic Fazio, Calif. *Hank Brown, Colo.*
William J. Coyne, Pa. *James V. Hansen, Utah*

Veterans' Affairs**Room: 335 Cannon Phone: 225-3527**

G. V. (Sonny) Montgomery, *John Paul Hammerschmidt,*
Miss. *Ark.*
Don Edwards, Calif. *Chalmers P. Wylie, Ohio*
Bob Edgar, Pa. *Elwood Hillis, Ind.*
Sam B. Hall Jr., Texas *Gerald B. H. Solomon, N.Y.*
Douglas Applegate, Ohio *Bob McEwen, Ohio*
Marvin Leath, Texas *Christopher H. Smith, N.J.*
Richard C. Shelby, Ala. *Denny Smith, Ore.*
Dan Mica, Fla. *Dan Burton, Ind.*
Thomas A. Daschle, S.D. *Don Sunquist, Tenn.*
Wayne Dowdy, Miss. *Michael Bilirakis, Fla.*
Matthew G. Martinez, Calif. *Nancy L. Johnson, Conn.*
Lane Evans, Ill.
Marcy Kaptur, Ohio
Frank Harrison, Pa.
Alan B. Mollohan, W.Va.
Timothy J. Penny, Minn.
Harley O. Staggers Jr., W. Va.
J. Roy Rowland, Ga.
Jim Slattery, Kan.
John Bryant, Texas
Bill Richardson, N.M.

Ways and Means**Room: 1102 Longworth Phone: 225-3625**

Dan Rostenkowski, Ill. *Barber B. Conable Jr., N.Y.*
Sam Gibbons, Fla. *John J. Duncan, Tenn.*
J. J. Pickle, Texas *Bill Archer, Texas.*
Charles B. Rangel, N.Y. *Guy Vander Jagt, Mich.*
Fortney H. (Pete) Stark, *Philip M. Crane, Ill.*
Calif. *Bill Frenzel, Minn.*
James R. Jones, Okla. *James G. Martin, N.C.*
Andrew Jacobs Jr., Ind. *Richard T. Schulze, Pa.*
Harold E. Ford, Tenn. *Willis D. Gradison Jr., Ohio*
Ed Jenkins, Ga. *W. Henson Moore, La.*
Richard A. Gephardt, Mo. *Carroll A. Campbell Jr.,*
Thomas J. Downey, N.Y. *S.C.*
Cecil (Cec) Hefstel, Hawaii *William M. Thomas, Calif.*
Wyche Fowler Jr., Ga.
Frank J. Guarini, N.J.
James M. Shannon, Mass.
Marty Russo, Ill.
Donald J. Pease, Ohio
Kent Hance, Texas
Robert T. Matsui, Calif.
Beryl F. Anthony Jr., Ark.
Ronnie G. Flippo, Ala.
Byron L. Dorgan, N.D.
Barbara B. Kennelly, Conn.

Sears Moving to Stake Out Dominant Role As an Export Trading Company

Although the Japanese have been active in this area for generations, for U.S. business it is a new field. Sears's goal is modest: to be the biggest and the best.

BY CHRISTOPHER MADISON

A Sears, Roebuck catalogue is almost the only reading matter in the reception area of Sears World Trade Inc.'s Washington office. This is a reassuring company presence, but also somewhat deceptive. Little else about this new venture, which started in March 1982 but is only now building up steam, seems related to the huge retailer that has supplied Americans with their lawn mowers, washing machines and moderately priced clothing for generations.

A more telling detail might be the delicate, ornate ashtrays, depicting an outdoor oriental scene imported from Japan.

Sears World Trade is an export trading company. That is, in many ways, a brand new field for American business, and Sears is just one of many U.S. companies participating in the experiment. But Sears stands out: it aims to be the biggest and the best, engaging in a wide range of international business transactions reminiscent of the Japanese trading companies that have given the field its reputation.

Although Sears is not the only trading company that has announced its plans, it is attracting a lot of attention and even some distrust in the trade community.

A Washington trade expert compared Sears with an elephant jumping into a small pond: it draws attention if only by virtue of its size.

There is also some fear that the subsidiary of the retailing giant will dominate the field without even having to try. Some trade experts insist that the 1982 Export Trading Company Act was intended to facilitate the entry of smaller companies into the trade field and add that Sears, while it will have an impact, is too big to provide a useful model for other companies.

The Sears story has a number of other intertwined plots. Can a company that has been king of the dowdy American shopping center also be a sophisticated, world-class trader? Or is Sears trying to do too much, too soon, pursuing a go-for-broke trading strategy while other companies, including some big ones, such as General Electric Co., start out with limited goals? Can a corporate lawyer, with the aid of a career government executive, create and run a risky new international business in a new field? Will Sears prove that Americans can be as aggressive in trade as their counterparts in Japan, Hong Kong, Singapore and the Netherlands, where trading companies are well established?

Sears is not the only U.S. company, new or old, in the field, but the older ones are a different breed. There are already about 1,300 such companies that are usually called export management companies because they don't perform all the services of a trading company. Richard V. L. Cooper, an economist with Coopers & Lybrand, thinks a new industry is going to develop out of the new trading companies. He believes it is a way both to overcome the huge trade deficits the United States has been experiencing and to conquer a fear of exporting among most American businesses.

Much of the current interest in trading companies results from passage of the Export Trading Company Act, signed into law by President Reagan last Oct. 8. Export-minded Members of Congress had been trying to get the bill enacted for several years, but it is not a panacea for U.S. trade problems. Sears, for example, did not work actively for its enactment because it didn't think the law would be helpful. (It has since changed its mind slightly.) Export trading companies, however limited in scope, have existed with- out it for years.

But the act will make a difference. It will allow banks or, at least, bank holding companies, to participate for the first time in trade financing by acquiring equity positions in trading companies. And it will remove most of the antitrust worries that have scared off potential exporters in the past.

MIDDLEMAN

An export trading company serves as the middleman between the manufacturer and the buyer. If you are, for example, the manufacturer of a particularly important category of oil drilling equipment that is in demand worldwide, but you don't have the knowledge to look for the markets, the volume of sales to make it pay or the financing to carry it off, what do you do? In the past, you might have done nothing. In the future, you will probably go to an export trading company. Or it might come to you.

A full-service trading company could pin down a market, arrange for the sale, ship, insure and store the product, and deliver it. It might even take on a follow-up service contract. And it might well take title to the product while performing these functions.

Most export management firms do not take title to goods and most are not able to perform one-stop services for exporters. Nor do they move extensively in the international arena in search of new deals.

There is a new "mindset" developing now, according to Kermit W. Almstedt, a Washington lawyer who was involved in drafting the law while on the staff of Sen. John C. Danforth, R-Mo. American companies, he said, are finally beginning to realize that they must be aggressive about trade. They are aware that while U.S. exports once served as a means of disposing of a surplus of goods not absorbed by the huge domestic market, the

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Meet C. Itoh, One of Japan's Trading Company Giants

It is easy to be intimidated by Japanese trading companies. The nine largest *sogo shoshas*, as they are called, account for \$200 billion annually, or 10 per cent of world trade. They seem to operate comfortably around the world. Mitsui & Co., the largest of the nine, is a leading exporter from the United States.

Many Americans have heard of Mitsui, the largest, or Mitsubishi, the second-largest, but few know C. Itoh & Co. Ltd., the third in rank. A few American companies do, however. C. Itoh is participating in a joint venture with Natomas Co., a U.S. oil exploration firm, to develop offshore Indonesian oil reserves. Holiday Inns in Japan are operated and managed by the trading company. And General Motors Corp. imports light trucks from Japan through Isuzu, a C. Itoh subsidiary in a joint venture arranged by C. Itoh.

Japanese trading companies do more than move goods and services from the manufacturer to the buyer. They make investments in all kinds of ventures and companies around the world and then take part in the distribution of the goods and services produced. And of course they remain heavily involved in the Japanese economy.

Of C. Itoh's more than \$50 billion in business activities in 1981, business within Japan accounted for about 44 per cent, exports from Japan for 19 per cent, imports for 23 per cent and third-country transactions for the balance.

The trading company has offices in 80 other countries, but a considerable portion of its activities are based in America. In 1981, for example, transactions by the New York-based subsidiary, C. Itoh (America), totaled \$7.7 billion. About 38 per cent of that involved exports from the United States, 27 per cent imports into the United States and 35 per cent third-country transactions.

A few other numbers will suggest the range of C. Itoh's activities. It employs 10,000 professionals. It has investments in more than 700 companies in Japan and about 150 companies overseas, most of them wholesalers and distributors. The list of banks and investment companies worldwide with which it does business—21 of them in the United States—fills up most of a page in its annual report.

The company's activities are in six basic categories, in descending order of volume of business: energy and chemicals; machinery and construction; metals; produce and provi-

sions; textiles; and forest products and general merchandise. Even though textiles make up only a little more than 10 per cent of its business today, the company started out as a textile wholesaler in 1858.

A tour through its annual report presents the following examples of activities within those categories. C. Itoh was the prime contractor for construction of a power plant in Thailand in 1981. Its energy business, in addition to development of oil reserves in places such as Indonesia, include operation of one of the world's most prominent oil trading firms, C. Itoh International Petroleum Co., based in London and New York. To provide raw materials for the Japanese paper industry and for other markets, C. Itoh is involved in the establishment of a eucalyptus planting program in Brazil. In Greece, C. Itoh is participating in a joint venture with Hellenic Steel Co. It will help procure the raw materials for the plant, introduce its own steel rolling techniques and help find export markets for the products. In 1980, it helped build a refinery in Nigeria, a project costing nearly \$1 billion.

And then there is food. C. Itoh owns Cigra Inc., a U.S. grain distributor. It is involved in sugar refining in Singapore, prawn processing in Australia and tuna canning in the Fiji Islands.

C. Itoh's exports from the United States are primarily in grain, lumber and machinery, including some aircraft. Imports are in textiles, oil, Isuzu and Mazda automobiles, electronics and machinery. C. Itoh owns the Teknika Electronics Corp., a wholesaler and assembler of consumer electronic products located just outside of Chicago.

How do Japanese trading companies feel about Americans entering the field? They think it's a good idea, according to Jay Chung, chief economist in C. Itoh (America)'s New York office. Last year's passage of the Export Trading Company Act can only help draw the attention of Americans to the importance of world trade, and that will help all trading companies, he said. Increased American exports through new trading companies will help the U.S. economy grow, which also benefits everyone. Finally, Chung said, Japanese trading companies are eager to explore the possibilities of joint ventures with their new American counterparts, such as Sears World Trade Inc.



U.S. economy will continue to expand only if it finds new markets abroad. Because of competition from imports, the American companies no longer have the U.S. market to themselves.

The different mindset will also extend to cooperation. If an export trading company is to look for markets, take title to a product, ship it, insure it, deliver it and then service it, it's a rare company that can perform all of those services from the beginning. So it has a choice: develop the diverse skills on its own or join together with other companies.

On paper, at least, an ideal export trading company might include a bank, a port authority, a shipper, an insurer and a subsidiary of a major multinational company. Whether many of those hybrids will

develop remains to be seen; they haven't yet.

UNCONVENTIONAL MODEL

Sears World Trade doesn't fit many of the conventional models of how trading companies would develop. It is a subsidiary of a retailer and importer. Not only that, Sears World Trade's parent company is an importer of consumer goods, which is considered just about the unsexiest business in the sophisticated trade world. What could be complicated about getting on a plane, going to Taiwan, Korea or Japan and arranging for imports of children's shoes or television sets or hand-held calculators?

So when Sears, Roebuck & Co. first announced its plan to set up a trading

company in the middle of last year, it was dismissed, at least to an extent, as a subsidiary that would confine itself to the import of consumer goods for Sears's retail stores, which are run by the Sears Merchandise Group subsidiary.

Those who made that judgment hadn't listened carefully to the words of Edward R. Telling, Sears's chairman and chief executive officer, who announced the trading company plans the previous February. "As we Americans begin the rebuilding of our economy, we can no longer ignore our shortcomings in world trade," Telling told the Economic Club of Chicago. "We can no longer manufacture and sell exclusively for our own consumption. We can no longer lose competitive ground on a world scale. And we can no

longer fail to recognize that the largest trading companies exporting goods from America are all foreign-based and owned. . . . Sears hopes to help change that pattern."

By the time of Telling's announcement, the giant retailer had already been transformed into a many-faceted conglomerate. In addition to the merchandise group, there was the Allstate Insurance Group, the Coldwell Banker Real Estate Group and the Dean Witter Financial Services Group.

According to Roderick M. Hills, the trading company's chairman, some in the company thought these acquisitions had ruined Sears. But there was no turning back.

When the trading company venture was announced, Hills, now 52, was serving as an adviser to the parent company while at a Washington law firm, Latham, Watkins and Hills. But it would have been uncharacteristic for him to stay put at the firm. Since 1975, he has been chairman of Republic Corp., the Securities and Exchange Commission and Peabody Coal Co.

For the first six months of operations, Sears, Roebuck Trading Co., as it was then called, was run from Sears's Chicago headquarters by John Waddle, a career company executive. Hills worked on a long-range strategy while still at his law firm. But last October, he took a leave of absence from the firm and was named chairman of the trading company, now renamed Sears World Trade. By the end of the year, Hills had hired Frank C. Carlucci as president. Carlucci, who had served in the Central Intelligence Agency and other federal agencies before becoming Defense undersecretary, was ex-

pected to manage and organize while Hills worked on ideas.

Early this year, Hills made another change. While keeping many operations in Sears's Chicago headquarters, the firm moved its chief offices to Washington, in a redeveloped area of the downtown district. It wasn't Chicago's Sears Tower, but Sears World Trade wanted a Washington identity.

The first few months of the year were devoted to frenetic activity, with Hills and Carlucci virtually living out of their suitcases as they traveled between Washington and Chicago and then around the world, laying the foundation for a series of international offices.

But their Washington profile was discreet. Most in the trade field didn't know what they were up to, and some had the sense that Hills was a figurehead. But if that ever was true, it isn't now. In fact, sources consistently point to Hills as the driving force behind the venture.

In the coming weeks, Sears will begin announcing some of its plans, and their scope is ambitious.

On May 5, for example, Sears announced it would form a \$35 million joint venture with First National Bank of Chicago. It is the first of three joint ventures Sears plans with banks to promote U.S. exports. Sears also is considering joint ventures with overseas partners, including trading companies in Japan and elsewhere in Asia.

GLOBAL SCALE

By Sears's own description, its trading subsidiary will be a "global services company, will assist businesses and governments in the exporting and importing of products, technology and management

services and will provide related consulting services."

The key word in that description is "services": much of what Sears and other export trading companies will do will be to provide a service rather than to import or export a product or commodity. And while the new law refers only to exports, Sears at least, and probably others, will import as well, on the theory that a trading company can't handle only one side of the transaction.

At the beginning, before Hills became chairman, the trading company's efforts were concentrated in consumer goods. The idea was to use existing Sears staff to expand the retail importing operation into an exporting operation and to handle trade between countries outside the United States—so-called third-country trade. That effort produced some business. The trading company, according to Hills, already has clients, primarily retail stores in Europe and Asia, for whom it performs "sourcing" services; that is, for a fee, Sears will help the retailer find products around the world.

Sears World Trade will continue to handle consumer goods, but Hills said that was never intended to be its sole activity. "Our vision was always bigger than the original effort," he said in an interview. The vision includes importing, exporting and trading in other countries in the following categories: consumer merchandise and light industrial goods; managerial services and technology, a category that includes sourcing of merchandise for other companies; heavy industrial equipment; high technology; agribusiness; energy and chemicals; financial services; and countertrade.

This last category could turn out to be

The brain trust at Sears's new export trading company: Frank C. Carlucci (from left), president; Roderick M. Hills, chairman; and Curtis Hessler, a senior vice president



In Philadelphia, Some Help for the Small Trader

PHILADELPHIA—One of the most important aspects of the new Export Trading Company Act is that it allows banks, for the first time, to take an active part in world trade by taking equity positions in trading companies. But sometimes, waiting for a bank to jump into a new venture can be like waiting for Ronald Reagan to rejoin the Democratic Party.

The solution adopted in this city was to start without the banks and hope they jump aboard later. Taking the lead is the Philadelphia Industrial Development Corp., a semi-public entity that has been spurring economic development in the area for more than two decades by buying up vacant land, putting in improvements and selling it back to developers. Much of it has been done through tax-exempt bonds, the traditional tool of industrial development/authorities.

For the past two years, PIDC, as it is known, has laid the groundwork for an export trading company. By the end of the year, it hopes to get it incorporated, involve a handful of major banks and other corporate partners and then turn it all back to the private sector. PIDC is being helped in the project by Coopers & Lybrand, the accounting and consulting firm that has established a specialty in advising companies on how to establish export trading firms.

Philadelphia's effort is risky and courageous in that it's never been tried before, but it was done out of a sense of necessity. The region's businesses and industries, and particularly its port, which is the heart of its trade, looked north, where they saw the Port of New York and New Jersey establishing a major export trading company, and south, where their own port losing ground to Baltimore's. With or without the banks, PIDC and others in the city saw no choice but to plunge into the trading company scene.

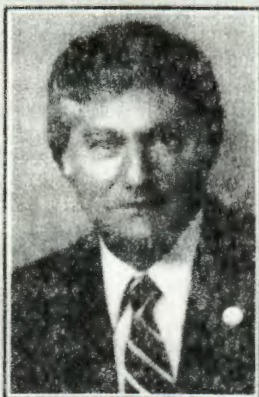
This city seems like a good place to start an export trade company. It has decent port facilities that have, until now, been used more for importing than exporting; Philadelphia is the largest oil refining center on the East Coast. Industries in the region produce a variety of exportable goods: electronics, machine tools, pharmaceuticals and medical devices and oil drilling technology.

There is also coal: Pennsylvania is a leading coal producing state, and coal loading facilities in the port have been expanded in anticipation of an export boom.

Nevertheless, it probably would have been easier for Philadelphia to wait for a bank or other private company to take the lead in organizing a trading company because doing it through PIDC is a slow process that involves a lot of caution and consensus building.

Recently, the development authority signed a contract with Coopers & Lybrand, under which the firm will recommend possible products for export, potential markets for them and the structure of the trading company. It will present all this information to PIDC by the end of the year, and then the development authority will try to line up potential investors.

Although the local banks were slow starters, three—First Pennsylvania Bank, Girard Bank and Philadelphia National Bank—have contributed funds for the Coopers & Lybrand study, as has ACS Associates, an export management company. It is logical to assume that if the profile developed by the consultants looks promising, at least one of these backers



Joseph M. Egan Jr.

will invest in the trading company. But according to Webster M. Christman, PIDC's research director, who is heading up planning for the trading company, those kinds of decisions need to be faced only after the outlines of a potential company are produced by the consultants.

The person who could be called the father of Philadelphia's export trading efforts is Joseph M. Egan Jr., PIDC's executive vice president and before that a longtime city official. He stumbled across the idea a few years ago in his frequent travels to Washington as the city's chief lobbyist. The state's senior Senator, Republican John Heinz, was a major force behind the export trading legislation, and the city's Washington counsel put Egan in contact with Coopers & Lybrand's Richard V. L. Cooper.

Ironically, just as the trading company activity is heating up at PIDC, Egan is leaving to join a Philadelphia bank, Fidelity Corp. Christman said that although there was speculation at first that Egan's departure would hurt the trading company effort, he doesn't think it will. And, as a member of the PIDC board, Egan will still be around to support it.

Christman contends that there is local interest in exporting that is independent of the PIDC enthusiasm for the trading company. In addition to Egan's contacts in the Washington trade network, PIDC clients—small and medium manufacturers that were helped by PIDC programs—use the corporation as kind of a business consulting service, and some of them began asking about export possibilities. According to Jim Petkovits, PIDC's international marketing director, they did not know how to get started in the export business.

Other entities here besides PIDC are active in exploring the trading company idea. The city's port corporation is looking at the possibility of a trading company devoted exclusively to coal, organized around the state's small producers that, individually, could not produce enough coal to make an export deal possible.

The Delaware River Port Authority also is investigating the trading company concept as a means of broadening its commercial transactions with the West African oil producers who provide most of the crude for area refineries. Last year, the producers told the Port Authority they wanted help in finding markets for some of their other exports and also in "sourcing" their imports. So the Port Authority is considering setting up a trading company to accommodate the oil producing countries.

Although they are months away from setting one up, PIDC officials are confident there will be a trading company. Whom will it serve? Not the area's large drug companies and other businesses that surely need no help finding markets or financing exports. Instead, it would help small and medium-sized manufacturers, as well as service companies, find export markets or handle countertrade problems. A potential local exporter, for example, makes an oil drilling equipment component that it now sells to another U.S. company that, in turn, finishes the product and exports it at a substantial mark-up. The Philadelphia manufacturer realizes it should finish the product and export it itself—except that it doesn't want to deal with countertrade problems. What would it do with, say, mahogany logs that the importer requires it to buy in exchange for the original sale? PIDC believes its trading company would help.

one of the most important in the export trading field. Other export trading companies, including Phillips Brothers, are using countertrade, sometimes known as barter-trade, as a way to build up their business.

Countertrade is essentially a problem that a trading company turns into new business. An aerospace or defense contractor, for example, may sell \$100 million worth of equipment to an advanced developing country such as Brazil or Venezuela. In return for the sale, the contractor is often obligated to buy a certain amount of local goods or to take a portion of the sale price in local goods; in another typical case, it is sometimes obligated to help the purchasing country earn back in foreign currency a portion of the money spent on the original sale.

From a developing country's point of view, it is a built-in way to improve the balance of trade. The defense contractor, on the other hand, may be eager for the sale and not in a position to reject the countertrade demand. But what is a defense contractor to do with millions of dollars worth of ballpoint pens?

Trading companies that handle countertrade agree to take over the problem. For a fee—usually a percentage of the total obligation—they will agree to find a market for the ballpoint pens. The defense contractor loses some money on the deal, but often the cost of the original obligation is already factored into the cost of the entire transaction. The trading company, as long as it can find a market for the bartered goods—or, in some cases, figure out a way to generate some export earnings for the developing country—is just doing business as usual.

Sears plans to make countertrade one of its specialties, Hills said, because demand is surprisingly high. The practice of requiring offsetting exports has become common in developing countries, and most new markets are located in developing countries.

Sears will also try to be creative. If, for example, a contractor has an obligation to create \$40 million worth of export earnings for Portugal, Sears could take over the obligation for a fee, then arrange to build a shoe factory that will produce \$40 million worth of shoes for Sears or other retailers around the world.

Hills said the large multinational companies don't need Sears World Trade to help them find overseas markets for their exports. But they do need help with countertrade or with other trade-related difficulties. They may, for example, receive payment in local currency, which may not be worth much outside the country. Or there may be restrictions on removing its profits from the country. Sears's aim is to take over these problems for a fee and



Richard V. L. Cooper, an economist with Coopers & Lybrand, says it will take a few years for the export trading industry to begin to mature.

figure out a way to turn a profit on them.

Sears has hired Phillip Rowberg, General Motors Corp.'s countertrade expert, to run its division.

LOOKING FOR EXPORTERS

The company says it intends to promote U.S. exports, not just help Indonesian retailers "source" their electronic goods or help aerospace companies with their countertrade problems. Its export efforts will be handled primarily through separate joint venture companies with banks, such as the one announced this month with First National Bank of Chicago. Because the new law requires bank-related export trading companies to concentrate on exports, the separate ventures allow Sears to pursue its other worldwide activities without worrying whether they are exporting more than importing.

This represents a modest change in strategy because Sears did not start out with the notion of taking on partners. Finding exporters outside the consumer-goods sector turned out to be more difficult than expected, Hills said, and so the decision to seek joint ventures was made in the hope that banks could help find potential exporters among their clientele. For its part, Sears will look among its own suppliers, such as Whirlpool Corp., which makes Kenmore appliances for it, to find exporters.

The potential is in medium-sized companies, with sales of \$50 million to \$400 million, that have services or products that are competitive but who lack export experience, such as U.S. microcomputer manufacturers or food processors, Hills said. Other small or medium firms would export if they could be part of a joint venture, he said.

Hills, like many others, subscribes to the theory that U.S. companies have so far only exported their surpluses, not

geared their products for the overseas market. Sears will try to change that by aggressive marketing, along with their bank partners. For their clients, they will try to develop a product and a market for it, finance the production, if necessary, store it in its own warehouse, ship it and sell it overseas.

A favorite Hills example are Japanese television exports. Sets sold in the United States have been developed specifically for this market and are different from those sold in Japan. The United States has never taken that approach to exports, but Sears and other trading companies hope they might bring it about.

There has been some concern that Sears would use the trading company merely to expand its imports. Hills says that won't happen. The retail company now imports about \$1 billion of merchandise annually, half of it from Japan, and he said that within five years, the three joint ventures should be generating at least that much in exports.

Hills also intends to use the trading company to try to penetrate the Japanese market. "We have to have access to the Japanese market. We're going to be as good finding markets there as they are finding markets here. If we can't sell in Japan, no one can."

Sears will have help. The company has signed an agreement with the U.S. subdivision of C. Itoh Co., the third-largest Japanese trading company. It is not a joint venture at this point, but the companies have agreed to pursue possible joint opportunities and have exchanged staff members as part of the agreement.

"We are now linked with one of the great trading companies of the world," Hills said proudly. (For a description of the activities of C. Itoh, see box, page 993.)

Hills declined to be specific about possible joint ventures with C. Itoh, but he said the Japanese firm would help Sears penetrate the Japanese market and sell in other markets. While Sears World Trade has offices in nine countries so far, C. Itoh has offices in 80. Any substantial, long-term relationship between the two companies would give both a competitive advantage over other trading companies.

"We could develop factories for consumer goods, and they could help us distribute them," Hills said.

Even if the Sears-C. Itoh relationship doesn't blossom into a full-scale joint venture, the major Japanese trading firms are interested in joining forces with U.S. counterparts because it would give them a more legitimate claim to the world's most profitable market.

Hills plans a heavy emphasis on Asia. Late last month, he announced formation of an Asian Advisory Board of prominent

business executives, bankers and industrial executives from Hong Kong, Indonesia, Japan, South Korea, Malaysia, the Philippines, Singapore and Thailand. They include the chairman of Daewoo Corp., the large Korean industrial company from whom Sears has been buying for 17 years, the chairman of the SGV Group, a Filipino retail consulting company, and the president and chairman of Seibu Retail Group of Japan. Hills said the board would advise the company on its Asian projects and noted that Sears World Trade and its parent company already have business relationships with some of the companies.

Sears, Roebuck has other corporate connections to bring to bear on the trading effort: its Allstate subsidiary owns Harbridge House Inc., a consulting firm that will do market research for the trading company.

Hills readily acknowledges that he is trying to build the biggest and best American trading company, and says that it is a logical extension of Sears's other activities in retailing and financial services. "If you're the largest merchant, and you have significant imports, it isn't surprising that it is difficult to stay on only one side of the transaction," he said.

But he does not want to be restricted to exports or to trading to and from the United States. As a company, he said, "we're indifferent to what we sell and where we sell. I can't be a trading company and have a tilt. I don't care whether I sell a ship for Daewoo or a Whirlpool product." As a patriotic American, however, he said he was committed to improving America's trade balance.

LET'S MAKE A DEAL

The scope of the firm's potential activities seems endless. According to Curtis Hessler, a Sears World Trade senior vice president who once served as assistant Treasury secretary for economic policy, each division will be its own profit center, with a minimum of central control.

Hessler sees several profitable markets, such as trading in oil drilling equipment and engaging in procurement activities growing out of other Sears companies' activities. Harbridge House, for example, provides planning services for foreign countries and many companies. This could lead to purchases of new equipment, and Sears World Trade could be involved in the procurement. Similarly, Coldwell Banker, the real estate firm Sears owns, has made a specialty of moving corporate headquarters, and this also could lead to a procurement role for Sears World Trade.

Protectionism in world trade, particularly in developing-country markets, is something Sears is prepared to work

around. If, for example, Brazil wanted computers but did not want to import them, Sears, instead of trying to export its own computers, could be the middleman in a deal in which a computer manufacturing industry was developed in Brazil. A substantial amount of business could grow out of this kind of deal: planning the project, constructing the manufacturing facilities, training the personnel and supplying the materials to be used in the plant. Sears could supply some of the services directly and arrange for others. This, not incidentally, is very close to how a Japanese trading company already works.

If Hills fulfills all of his ambitions, it will probably have to be done in part through acquisitions. Commodity trading is a highly specialized field, with an established industry, and so Sears would

"We have to have access to the Japanese market. We're going to be as good finding markets there as they are finding markets here. If we can't sell in Japan, no one can."

—Roderick M. Hills, Sears World Trade Inc.

almost have to enter that field through an existing trading company.

The same goals could be achieved through joint ventures in which Sears combined its marketing skills, financial strength and worldwide contacts with the specialized services of a grain trade, agricultural processor or oil company. Or Sears could decide to develop the expertise within the company.

Hills doesn't mind being compared to a Japanese trading firm, although he says his firm may do more joint ventures than the Japanese and will be less nationalistic. "We will look for trade opportunities wherever they may be," he said.

Although most of its plans are for the future and very little in the present, some business is being transacted. The countertrade, retail exports and retail management services are active, some agricultural trade is already occurring and heavy equipment trading is under way.

Where is the money coming from? Details are hard to come by, but Sears officials say it will draw upon the considerable financial resources of the parent company, which in 1982 had total revenues of \$30 billion. Joint venture partners, in the United States and abroad, will also be participating in the financing. And, the officials add, it is not necessary to line up large amounts of long-term capital when buying and selling transactions take place quickly.

Of the new trading companies, Sears and General Electric Trading Co. are the furthest along, according to Richard Cooper. General Electric is in some ways

ahead of Sears because it has been exporting its own products for years and because it manufactures as well as trades. But it has taken a much narrower approach in other ways, deciding to concentrate on three product lines.

The other major multinational entry is Control Data Commerce International, a subsidiary of Control Data Corp., which is taking a different approach. It will not handle the export of Control Data's own products but will try to generate new exports exclusively from small and medium U.S. businesses.

Despite some expectation that they would rush in, banks have been the slowest to enter the export trading field. Before the Sears-First National Bank of Chicago venture was announced, only Security Pacific Bank NA had announced firm plans to form an export trading

company. Now BankAmerica Corp., another California-based bank holding company and the nation's second-largest, has finally made a commitment to form a company and has chosen Peter M. Nelson, formerly the bank's Washington representative, to head it. Nelson has begun building a staff.

Although the giants will dominate in terms of volume, Cooper doesn't believe any one type of trading company will set the pace. Instead, he says, success will come from building on existing relations and strengths, which are diverse from company to company. A firm that now does considerable business in one product line in one region of the world may decide, for example, to form a trading company to bring other products and related services to that region, building on existing knowledge and relationships.

Nor does the trading company have to be big. One of Cooper's clients is Trans-Global Trading Corp., which exports oil products, heavy manufactured goods and raw materials such as marble and precious metals from the Southeast to Europe, Japan and the Middle East.

Trade associations and semi-public port and industrial authorities are also expected to get involved. (For a report on Philadelphia's efforts to form a trading company, see box, p. 995.)

It will take a few years for the export trading industry to begin to mature, Cooper said. "A lot of companies have the capability to do this successfully," he said. "The key is to structure it to make sense." □

Interest Groups Pressing for Earlier, More Active Role in Electoral Process

Some of them plan early endorsements of presidential candidates, and all of them seek greater influence over the choice of candidates and issues on all levels.

BY DOM BONAFEDE

With increasing vigor and visibility, a broad range of special-interest groups are directly injecting their influence, money and manpower into the 1984 political campaigns.

The elections are more than a year away, yet many elaborately structured and well-financed groups, representing labor, the corporate community, women, blacks, farmers, educators, doctors, veterans, environmentalists, Hispanics and other ethnic, national and occupational constituencies have long been gearing up to protect and further their interests through the political process.

Interest groups, endowed with the constitutional right to petition the government, have always been part of the American political scene, if generally on the periphery. But in a relatively recent development, they are becoming more involved in the electoral process itself.

The most telling evidence were the separate announcements by the AFL-CIO and the National Education Association (NEA), which together constitute a massive bloc of organized labor, that each plans to endorse a presidential candidate before the 1984 primary season begins on Feb. 27 with the Iowa caucuses. Normally, such endorsements are made following the nominations of the candidates.

Moreover, 38 major women's rights organizations representing 15 million members established a political coalition early in April to persuade women to register and vote.

And the candidacy of Harold Washington for mayor of Chicago galvanized black voters and provided impetus for a registration drive among minorities. It also prompted talk of a black presidential candidate, an issue on which blacks are split. In any event, it is universally agreed

that blacks, Hispanics and other minorities will vote in greater numbers than ever before in next year's elections.

"We have been looking for something like that; there hasn't been anything like it since the 1965 Civil Rights Act," said Joseph Madison of Detroit, who is in charge of the NAACP's voter registration campaign. "We foresee a tidal wave of new voters, which will force both parties to realign their political priorities in regard to poor people and minorities. That begins at the voting booth."

While these events captured the attention of the news media, other interest groups were quietly laying plans for 1984.

The American Medical Association (AMA), which contributed \$2.4 million directly and indirectly to candidates during the 1981-82 midterm cycle, expects to surpass that figure. Partly through AMPAC, its political action committee, the AMA also plans to hold 30 conferences across the country "to educate physicians and their wives on how to get involved in political campaigns," conduct surveys on behalf of favorite candidates and produce television advertising spots for them. And in a more novel vein, the AMA will make available to selected candidates the services of any one of six national pollsters. (See box, p. 1006.)

The United Mine Workers, which contributed almost \$300,000 to about 125 candidates in 1982 through its political action committee, COMPAC, hopes to equal that amount in 1984. More important, as noted by William Banik, executive director of COMPAC, "The union is trying to broaden its scope. For a long time, we concentrated only on coal states. Now we plan to go into other states, such as California."

Al Poteet, director of the Veterans of Foreign Wars political action committee, reported that the group intends to expend "considerably more" than the \$100,000 it

spent in 1982. "We're in the business of trying to help our friends stay in office," he said.

For the first time since it was established in 1961, the National Council of Senior Citizens, which has 3.5 million members, is setting up a political action committee. "We'll report the public records of the various candidates to our 4,300 affiliated clubs throughout the U.S. and encourage their members to get out and vote," said William R. Hutton, the council's executive director. "And we'll make contributions to those candidates who support our issues." He noted that there are 46 million Americans 55 years or older, or about one of every three eligible voters.

In San Antonio, William C. Velasquez, executive director of the Southwest Voter Registration Education Project, an organization devoted to mobilizing political strength among Hispanics, said it is planning registration drives in 150 cities. There are about 15 million Americans of Spanish origin in the United States, of whom an estimated 6 million are of voting age. "I expect a million more registrants in 1984 than in 1980," when 3,426,900 Latinos registered, Velasquez said.

To an extent, this activity by interest groups is the embodiment of the politics of "what's in it for me?" Each group wants what it perceives as its rightful slice of the pie. "Looking out for No. 1" is the leitmotiv of the interest groups.

Remarking on "the proliferation of well-financed lobbies for virtually every cause imaginable, from school prayer to clean air," University of Michigan political scientist Jack Walker observed in *The Wilson Quarterly* of autumn 1981, "Since the late 1950s, a diffuse and uneven but nationwide process of political mobilization has been under way, bringing many new elements of the population

into closer contact with the nation's political process."

It now seems apparent that the intensified involvement of interest groups at the electoral as well as the legislative level will have a markedly greater influence on the nature and outcome of the 1984 elections than could have been imagined even a few years ago.

OUR MAN IN WASHINGTON

Who does what for whom is a large part of the business of Washington. A directory of Washington representatives, which is published by Columbia Books Inc., lists an estimated 10,000 names, including officers of 1,600 trade and professional associations and labor unions, representatives of individual corporations, advocates of special causes from saving baby seals to opposing the use of nuclear weapons and lawyers and consultants who register as lobbyists or foreign agents.

The indigenous role of special interests

in the pluralistic character of American government. Their growth in recent years is attributable to several factors, among them the decline of the parties and the erosion of the power of political bosses, advances in political technology, the revolution in mass communications, political reforms of the late 1960s and 1970s and the climate of social activism that has transformed the nation's politics. More recently, the establishment of political action committees provided them with a new resource for raising money and generating new membership.

Interest-group politics has accelerated in reaction to President Reagan's policies of retrenchment. This is especially significant in view of the fact that many of the entrenched interest groups traditionally favor the Democratic Party, including blacks, women, big labor, Jews, Catholics and European ethnics.

Judy Goldsmith, president of the National Organization for Women (NOW), said that establishment of the women's

economic and social policies of the Reagan Administration."

Reagan and the Republicans are not without special-interest support of their own. They command the allegiance of anti-abortionists, veterans, pro-gun lobbies, New Right followers, strong defense advocates and the Eagle Forum women's organization headed by Phyllis Schlafly. The International Brotherhood of Teamsters broke ranks with most of the rest of organized labor in 1980 and supported Reagan.

But on the whole, the special interests are Democratic interests, and Democratic candidates naturally tailor their campaigns to appeal to compatible interest groups. The most notable among them is former Vice President Walter F. Mondale, the acknowledged front-runner in the race for the Democratic nomination, who is currently an odds-on favorite to receive the endorsements of both the AFL-CIO and the NEA.

While Mondale's campaign is designed to solicit the support of the interest groups, some of the other Democratic candidates favor a more universal approach. Sen. Gary Hart of Colorado has been especially critical of "special-interest government" in Washington.

"I do not intend to be in debt to countless lobbies with narrow and conflicting agendas," he has declared. "For a President who owes his election to narrow interests risks an Administration that is owned by them."

Another Democratic candidate, South Carolina Sen. Ernest F. Hollings, contended in his announcement speech of April 18 that the party lost the confidence of the American voters by promoting massive federal budgets and mismanaging the nation's economy. "Every time a special interest appeared, we responded," he declared.

In the 1980 election, legions of interest group members, including rank-and-file union workers, white ethnics, Jews and Catholics left the Democratic fold and voted for Reagan.

Democratic Party officials are appealing to them to come home, but party chairman Charles T. Manatt probably did not help his cause when he implied recently that he did not expect the party to nominate a black or a woman as a vice presidential candidate in 1984. Manatt further displeased some groups by saying he favored a restricted party platform and expressing the hope that "300 special-interest groups" would not try to get their concerns incorporated in the document.

"That was an unnecessary and impolitic move on his part," commented Kathy Wilson, the Republican head of the National Women's Political Caucus.

Need a Pollster? Call the AMA

In a relatively new wrinkle in campaign contributions, the American Medical Association's political action committee, AMPAC, makes available to favored candidates the services of any of six national pollsters, three Democratic and three Republican.

The service, a form of in-kind political contribution, must fall within the \$5,000 limit on a PAC's contribution to a candidate during a campaign. But the Federal Election Commission allows candidates to discount the value of the polling information as time passes after the survey is taken. If they do not see the results until more than 15 days have elapsed, they may count the poll at only half of its actual cost; if they wait until more than 60 days have passed, the value drops to 5 per cent.

The pollsters available for 1984 through AMPAC are Republicans Robert M. Teeter, V. Lance Tarrance and Richard B. Wirthlin, President Reagan's pollster. The Democrats are Hugh Schwartz, Hugh Palmer and William R. Hamilton, who is currently surveying public opinion for Sen. John Glenn of Ohio in his presidential bid.

AMPAC first made the service available in 1982, and officials said it was "very popular" with many candidates.

in American society was noted as early as 1835 by Alexis de Tocqueville, who wrote: "Americans of all ages, all conditions, and all dispositions constantly form associations. They have not only commercial and manufacturing companies, in which all take part, but associations of a thousand other kinds, religious, moral, serious, futile, general or restricted, enormous or diminutive. The Americans make associations to give entertainments, to found seminaries, to build inns, to construct churches, to diffuse books, to send missionaries to the antipodes. . . . Wherever at the head of some new undertaking you see the government in France, or a man of rank in England, in the United States you will be sure to find an association."

Special-interest groups have their roots

coalition the Women's Roundtable Voter Registration and Turn-Out Project — was "an effort by aligned constituencies who have been particularly hurt by the policies of the present Administration. People more clearly understand they can make changes through specific electoral activity and stem the tide against civil rights backsliding. Greater support for Democrats is reflective of greater support from Democrats. That doesn't mean Democrats are always right, but when you weigh the two parties, they are more amenable to civil rights, human rights and women's rights."

AFL-CIO president Lane Kirkland said that one of the reasons the federation decided to endorse a presidential candidate before the primaries was to unify the labor movement against "the disastrous

LABOR AND POLITICS

High on the list of the interest group members whom the Democrats need back in the fold are unionized workers. There is little doubt that labor leaders are in the Democratic camp; the only question is, which Democrat?

Responding to the AFL-CIO's plan to endorse a candidate before the primaries, Kirkland told a group of Democratic congressional wives in March: "The outcome of the election may well be determined by the outcome of the conventions, and the outcome of the conventions may well be determined by the outcome of the primaries. To participate fully in this process requires that we be involved from the beginning. The alternative is to accept at the convention a *fait accompli* fashioned by other constituencies."



Ray Denison, head of the AFL-CIO's legislation department: "We start off with some knowledge of the presidential candidates and have an ongoing familiarity with them."

Murray Seeger, the federation's information director, said the action is being taken "to get the candidates to pay more attention to labor," to forestall the Democrats from choosing an unacceptable candidate and to take advantage of an opportunity to coalesce the labor movement. "Reagan's policies make it easier for us to get together," he said.

The pre-primary endorsement idea was proposed by Kirkland more than a year ago and promptly supported by other key federation figures. The AFL-CIO's governing executive council approved the plan, and by last August, potential Democratic candidates were being invited to meet with the group.

The proposal prohibited any of the AFL-CIO's affiliate unions from independently endorsing a candidate and per-

haps splintering the federation's political impact, as has sometimes happened.

In assessing the candidates, the AFL-CIO is focusing on issues of interest to labor. Ray Denison, director of the AFL-CIO's legislation department, has rated the four candidates now in the Senate on their records on such bills enacted this year to create jobs and revamp the social security system. Alan Cranston of California has a career rating of 92 per cent favorable, followed by Hart (79 per cent), Glenn (78) and Hollings (51).

"The votes are critical, but that's not the whole story," Denison said. "We start off with some knowledge of these people and have an ongoing familiarity with them. . . . Mondale, for example, hasn't served in the Senate for some time, but we've dealt with him over the years."

The selection of a candidate is expected to be made at a scheduled December meeting in Washington of the federation's general board, composed of representatives of the 98 affiliated unions and other executives. A two-thirds vote is needed for an endorsement. All the affiliates must support the selection.

Mondale reportedly wanted to have the endorsement process moved up to October, apparently on the assumption that he would be chosen and be perceived as having an insurmountable edge, thereby perhaps convincing other candidates to drop out. Cranston argued against a "premature" endorsement, apparently so that he can further promote his case.

The machinery of the AFL-CIO's political arm, the Committee on Political Education (COPE), will go into action on behalf of the chosen candidate. COPE has a computerized list of 14 million names upon whom it can call. Services will entail telephone banks, massive mailings, research studies, opinion surveys and registration and get-out-the-vote drives. Each union will have its own political program, and COPE will hold regional workshops to instruct members on how to become state delegates to the Democratic Party's national convention.

Kirkland says voters will be wary of a candidate with a "union label." Nonetheless, the pluses almost certainly outweigh the minuses, as each of the Democratic candidates knows.

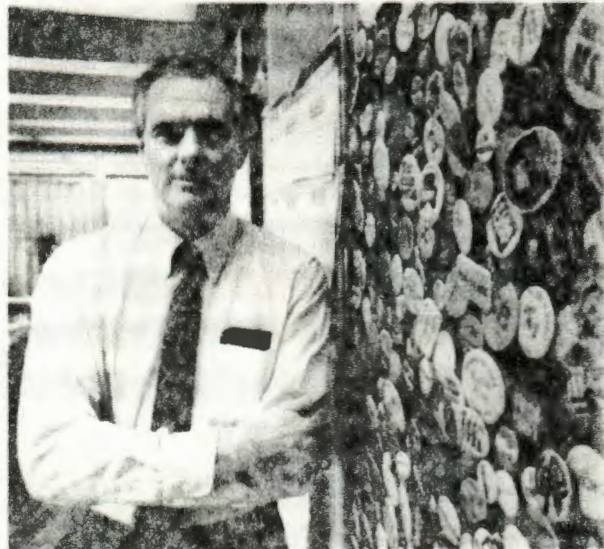
THE TEACHERS

One might easily be excused for thinking that politics is as important as the

quality of the schools to the 1.7 million-member NEA, the largest trade union in the United States. As one of its brochures rather immodestly proclaims, "NEA . . . has become a potent political force over the last decade. . . . [It] played a major role in helping elect a President and Vice President of the United States in 1976."

That is hardly news to virtually every American politician and office seeker. The NEA, composed mainly of teachers from kindergarten through the 12th grade, has an average of 4,000 members in every congressional district in the country; it had 478 delegates at the 1980 Democratic national convention, more than any other single unit; and it contributed \$1.5 million to candidates during the 1982 election cycle through its political action committee, NEA-PAC.

Sen. Robert T. Stafford, R-Vt., said



Ken Melley, head of political affairs at the NEA: "We have demonstrated in the last two presidential campaigns that we can deliver." He adds that the NEA is trying to get its members appointed as delegates to the conventions.

that the NEA made the difference in his close contest in 1982, and Michael S. Dukakis, the Democratic governor of Massachusetts, credited the teachers with putting him in the statehouse. The head of the NEA's Iowa affiliate recently received visits from Mondale and Hart, and in Rye, N.H., not long ago, Cranston showed up at the 25th wedding anniversary party of the state's NEA director.

At present, the NEA is going through the finely tuned and elaborate process leading up to its participation in the 1984 elections, including the endorsement of a presidential candidate.

With the meticulousness of a mathematics instructor, the NEA makes a distinction between support and endorsement. Support must be approved by the NEA's board of directors, composed of

125 persons representing members in every state, upon the recommendation of the national political action committee. The state group must concur with the recommendation before the NEA can get involved in a campaign in that state. Endorsement by the NEA, including that of a presidential candidate, must be made by its representative assembly, the association's highest policy-making body, whose estimated 7,500 members are elected by secret ballot from among the full national membership.

Under the NEA's procedures, each presidential candidate is required to answer a written questionnaire; late in August, the candidates will be invited to NEA headquarters in Washington to participate in a videotaped interview. Results of the screening process will be made available to the board and assembly for their support and endorsement.

Endorsement of a presidential candidate—in all probability, Mondale—will come in October, and that could take some of the gloss off the AFL-CIO's later endorsement.

In 1976, the NEA waited until after the Democratic convention to endorse Jimmy Carter, and in 1980, it supported Carter before the primary season and endorsed him before the convention. "We have demonstrated in the last two presidential campaigns that we can deliver," said Ken Melley, the NEA's director of political affairs.

Beyond its endorsement process, the NEA and its state affiliates will be actively working to have its members appointed as delegates to the national political conventions.

"Our pragmatic purpose is to concentrate on having teachers elected as delegates and seeing that educational issues are adequately addressed in the party platforms," Melley said.

He observed that about 43 per cent of the NEA members are Democrats, 28 per cent Republican and the remainder independent. Both Reagan and Vice President George Bush have declined to speak at NEA affairs, and the association opposes many of Reagan's educational policies, including tuition tax credits and education vouchers.

While the NEA had about 10 per cent of the delegates at the 1980 Democratic convention, it will predictably have less in 1984 because of a change in rules increasing the number of office holders mandated as delegates. But NEA-PAC is expected to increase its contributions to \$2 million.

In 1982, NEA endorsed 32 Senate and 301 House candidates, racking up a combined 74 per cent victory record. It lists its winning percentage from 1972 through 1982 at 77 per cent.

THE BLACK VOTE

In the 1982 midterm elections, 43 per cent of eligible black voters turned out at the polls, compared with 49.9 per cent of the voting-age white population. "That's a very significant development," said Thomas E. Cavanagh, a research associate at the Joint Center for Political Studies. "It's the first time that the gap between the black and white turnout has been under 10 per cent."

Cavanagh predicted that the gap will be even narrower in 1984. And the NAACP, said Madison, is going all out to make the forecast become reality with an intensive registration campaign.

"In the Northeast and Midwest, where unemployment has been extremely high, we're targeting 98 congressional districts with black voting populations of 20 per



Black leaders disagree on whether a black should seek the Democratic presidential nomination. Jesse Jackson may announce his entry into the race in August.

cent or more," he said. "We'll be in more than 20 states, including Michigan, Pennsylvania, Ohio, New York, Connecticut, Kentucky, Wisconsin, Illinois and Iowa.

"We used to go to the plant gates, but we don't do that as much; now we register people right on the food stamp, welfare and cheese lines. We had 100 registrars attempting to register 135,000 people in one month on the cheese line in Detroit. We recruit human service employees, public and private, to serve as registrars; they come in direct contact with people who historically have been unregistered and unrepresented."

Madison said apathy once made it difficult to register the unemployed and underprivileged. "But now they're pissed," he said. "You can get people to vote if you provide them with an incen-

tive, offer them political leadership they can trust."

Madison said the increase in black registration and voter turnout for Chicago's mayoral election was not solely the result of Harold Washington's campaign against Bernard Epton, a white Republican. "Some 40,000 people were registered on the cheese and food stamp lines in Chicago even before Washington announced as a reaction to Reagan's policies," he said.

The NAACP is also planning to organize a registration drive in the South. "They don't have cheese lines in the South," Madison said. "There, we target a district, organize a telephone bank, keep a scorecard on elected officials and recruit block captains. They disseminate information, track the houses where potential voters live, find out who is registered and on Election Day get them out to vote."

Following Washington's election, some segments of the black community began floating the idea of a black presidential candidate. Most often mentioned was the Rev. Jesse Jackson, director of People United to Save Humanity (PUSH), who seemed to be offering himself as a candidate. Jackson maintained that a black presidential candidate would advance the social and economic concerns of minorities and encourage them to become politically involved.

The idea soon became mired in controversy, however, when several black spokesmen, concerned that a black candidate would split blacks from the mainstream of the Democratic Party and thus deprive them of their leverage, voiced their opposition.

"We take a dim view of the possibility of a black candidate running," said NAACP president Benjamin Hooks. "There is a greater need for blacks to focus sharply on our No. 1 priority—the defeat of Ronald Reagan's system of government—by casting every possible vote for the candidate who is most likely to achieve that goal."

PUSH press secretary Frank Watkins said Jackson will announce in August whether he will run. "If he runs, he will enter the primaries as a Democratic candidate, not as a third-party candidate, and it will be to get the nomination rather than to just get delegates to use as leverage at the convention," Watkins said. He said Jackson has already visited Iowa and New Hampshire and will tour 10 southern states in May.

THE WOMEN

"It's a man's world—unless women vote": that's the slogan of the women's roundtable as it enters the 1984 political arena.

NOW's Goldsmith said the new women's coalition is designed to capitalize on the gender gap—the tendency of women to support Democrats and oppose the President in greater numbers than men—by getting women to register and vote. "Before the 1980s, women voted in lesser numbers than men," she said. "In 1980, the rate was about the same, and in 1982, we voted in slightly greater numbers than men. We had some degree of success last year, but it came after the end of the ERA [Equal Rights Amendment] campaign, and the impact was limited."

She said the roundtable will take no positions on parties or candidates. Its narrow focus is compatible with its diverse membership of 38 women's organizations, some of which have PACs and endorse candidates.

As for NOW, the largest women's organization with about 225,000 members, Goldsmith said it plans to endorse a 1984 presidential candidate. "But at what point, I'm not sure," she said. "There is some sentiment to endorse during the primaries but before the conventions. No question we will make an endorsement after the conventions."

In 1980, NOW took the somewhat ambivalent stand of endorsing the "Democratic candidate" in the general election without mentioning Jimmy Carter by name because he did not actively endorse the ERA.

Goldsmith called NOW's political plans for 1984 "probably the most intensive activity the organization has been engaged in. We'll work at the state and congressional levels and be endorsing at both levels. We did it in 1980 and 1982, but this time there will be more endorsements. We are committed to changing the political landscape by getting more women in the state legislatures and Congress. We'll also support men who endorse our issues."

An important facet of NOW's operations is the recruiting and training of female candidates. In 1982, 5 per cent of House and Senate candidates and 20 per cent of state legislative candidates were women.

"Women have not historically been politically active," Goldsmith said. "Some thought it wasn't very 'ladylike.' But now many see it as an option. During the ERA campaign, they said, 'That's something I can do.'"

NOW is also training campaign managers and putting together campaign material for women candidates. Goldsmith said White House efforts to close the gender gap are mere "window dressing." She and other women's rights leaders are especially critical of Faith Ryan Whittlesey, who replaced Elizabeth H. Dole in March as assistant to the President for

public liaison. (For a report on Whittlesey and her political role, see *NJ*, 4/30/83, p. 884.)

Declared Kathy Wilson, of the National Women's Political Caucus: "The White House no longer believes that the gender gap is a figment of the pollsters' imagination. Liz Dole did a good job in working with women's groups. But Faith Whittlesey runs around telling *The New York Times* and *Washington Post* she is not involved with women's groups. It seems that such an appointment is antithetical to the task at hand."

INTEREST AND SELF-INTEREST

Every interest group attends to its political needs differently. "It's the law of unintended consequences: as the various groups become more active, everybody goes off on their own," said Rachelle



Judy Goldsmith, head of NOW: "Women have not historically been politically active. Some thought it wasn't very 'ladylike.' But now many see it as an option."

Horowitz, director of the American Federation of Teachers' PAC, which, like that of the parent AFL-CIO, is called the Committee on Political Education.

Like other AFL-CIO unions, the 580,000-member American Federation of Teachers is part of a larger unit but operates its own political show. In 1982, Horowitz's committee contributed \$300,000 to selected candidates. In 1984, she hopes to double the ante, mainly for House and Senate candidates.

Some groups, such as the influential American Jewish Committee, retain a posture of neutrality and non-partisanship. "We have members who are prominent figures in both major parties, but our organization has to be in a position to deal with each Administration," said Hyman Bookbinder, Washington representative.

"If we can't be even-handed, I might as well close my office."

Nonetheless, Bookbinder is in frequent touch with the White House and with the Democratic presidential candidates. "All of the candidates have called me for information and guidance," he said. "I give them our views and hope they agree with us. Frequently, political people in the Reagan Administration will ask for our response to certain proposals and decisions."

Bookbinder noted that 40 per cent of his organization's 50,000 members sided with Reagan in 1980. "But that support has dissipated and is probably down to 20 per cent," he said. "Many of our members are disappointed with the Administration over the Israel issue. Reagan, however, could change that. In 1984, it depends on Reagan against whom. Mondale could do better than the 45 per cent Carter got in 1980. Glenn would do less well. But the campaign has hardly started."

Among the business groups, the Chamber of Commerce of the United States has a PAC, the National Chamber Alliance for Politics. But most of its 1981-82 political expenditures, about \$500,000, went not for direct gifts but for organizational aid and mailings in support of the chamber's policy positions, said John A. Kochevar, manager of its public affairs department.

The American Farm Bureau Federation, with a membership of 3.2 million families, is restricted by its bylaws from endorsing political candidates, said Bruce R. Hawley, assistant director of the Washington office. "We do, however, hold 'meet the candidate' debates at the county level and provide educational material to our members on positions of candidates at all levels—senatorial, congressional, state and local," he reported. He added that some of the federation's state units have PACs and others conduct get-out-the-vote drives.

John Adkins, spokesman for the National Rifle Association, said that the organization's PAC, the Political Victory Fund, spent \$1,262,949 during the 1981-82 election cycle, not including the \$3.7 million expended in a successful drive to defeat the California gun control initiative. The association also provides its 2.6 million members with a "political preference chart" that rates Members of Congress on firearms control and hunting. "We are the purest of the interest groups," Adkins said. "Our sole concern is the right of citizens to own and possess guns and protecting land for hunters."

No matter what approach they follow, the exclusive concern of each interest group is self-interest. That, they maintain, is the American way. □