John Kelly
International President

Brothers and Sisters:

The 1988 Presidential campaign is shaping up to be a crucial one. There are dangerous signals of increased social unrest and economic dislocation. The person elected to the highest office in the United States is likely to face grave crises in the coming years. Our decision, therefore, on an endorsement is no small one.

Yes, the AFL-CIO Executive Council is considering a pre-primary endorsement, but only if two-thirds of the affiliated unions agree on a candidate. This decision will be made early this fall, which is why we are soliciting your views now.

We want to be able to say with some assurance what the consensus is among the majority of our members on a candidate. This issue of White Collar includes the unedited responses of 13 current major candidates, Democrat and Republican, to four major issues:

1) the crisis in foreign trade and how it affects the standard of living;
2) the role of the federal budget deficit and what it means to working families and the poor;
3) what government should do about such problems as education, training and employment; and
4) the proper role of labor in the political process.

We also have videotapes of the major candidates addressing union members on how they see the unique leadership role of the presidency. The AFL-CIO has provided us with video cassettes, which we are making available to all of our OPEIU local unions. You can view copies by contacting your local.

We want you to be actively involved in the political process and especially in the 1988 Presidential election. So, we urge you to begin by completing the letter on the last page of this issue, by telling us who you think would be the best candidate for President in 1988 and why.

We want to hear from you. We need to hear from you. You will be helping the union, your fellow union members, but mostly yourself.

Thank you in advance for your attention and cooperation.

Fraternally,
John Kelly
OPEIU International President

OPEIU wants to hear your opinion

Dear President Kelly:

I think the best Presidential candidate for us is ________

These are the concerns I would like our candidate to deal with ________

Name __________________________
Address _________________________
City ____________________________
State __________ Zip ____________
OPEIU Local Union _____________

Cut or tear off this section and mail your letter today. Send it to

John Kelly
OPEIU International President
265 West 14th Street, Suite 610
New York, N.Y. 10011
I believe the American labor force can compete and prosper in the global economy. America is the most productive nation in the world. We must increase our commitment to improving skills, through education and training and further investment in modern plant and equipment. As a national leader for lower tax rates on both wages and investment, I believe we must take further steps to remove artificial barriers to U.S. competitiveness in order to reduce our trade deficit.

First, we must take steps to reform the world's monetary system to provide a stable dollar and help bring about lower long-term interest rates. Our manufacturing productivity has been better than any country since the 1960s, but this has been swamped by the wildly fluctuating dollar, high interest rates, and the global recession among trading customers who are buying less of U.S. goods.

Second, our goal must not be to raise tariffs which would add a tremendous burden on our exports, but to open markets for our goods and raise the U.S. standard of living. To end unfair foreign trading practices, we must force competition by lowering, not raising barriers. I have introduced legislation authorizing reciprocal lowering of trade barriers—particularly with the export competitors in the countries that refuse to open their markets to U.S. goods—and requiring consumer and taxpayer impact estimates for all trade legislation.

Two, stable exchange rates and a reciprocal initiative to eliminate unfair barriers to U.S. exports.

Third, labor and capital must be liberated. Our high tax, big spending policies have driven business and capital to other lands, and I can industry cannot reindustrialize and workers are given the incentives and the tools to compete.

Fourth, a strong commitment to job training, trade adjustment assistance, and education—to bolster investment in both human and physical capital.

Finally, corporate welfare programs must be eliminated and strict limits should be placed on government spending. I favor a line item veto for the President.

We should never forget that American workers are today the most productive workers in the world. Our high productivity is the foundation for the standard of living in the world, and we must build on our success by continuing to improve productivity for all Americans. When bad government policies don't get the job done, government can help. Strong economies today the best insurance against the next recession. This is one of my proudest marks of my Administration.

I would rule out a tax increase as a component of deficit reduction. I believe the most compassionate and progressive way to bring the budget in balance is to concentrate on a comprehensive economic policy aimed at reducing unemployment, lowering interest rates, opening foreign trade and exports, and eliminating corporate welfare. Unlike many in both parties, I believe that the high interest rate policy of the Federal Reserve is a main cause of the deficit, not an under-tax work force. The U.S. budget cannot be balanced by unbalancing the budget and when workers have to borrow to survive, therefore, I reject tax increases. Our government must be committed to full employment, without inflation—and through strong pro-growth initiatives, the unemployment rate can be reduced—a prerequisite to balance the budget. Dramatic steps to move our economy to full employment without inflation and achieve a balanced budget must include:

1. First, stable money to bring down interest rates and reduce the cost of servicing our national debt and help our housing, automobile, manufacturing, and other interest sensitive industries.

I would negotiate with strength from those nations that use tariffs and when barriers that keep out American exports now. For example, as President, I would refuse to sign any new bilateral agreement that do not include significant reductions in barriers to our agricultural exports.

3. I believe these steps will give our American markets. They can have it if the Japanese market is open to Iowa beef and Kansas corn. It's a very simple message to our foreign trading partners: no increase in efforts, no increase in export.
Pat Robertson

QUESTION 1
FOREIGN TRADE

America is now engaged in a global economic battle. Our steel, our automobiles, our heavy machinery, our airplanes, and our farm products must fight to maintain in domestic markets and to gain a share of world markets. No industry can produce its products, purchase its supplies and components, or pay its labor without regard to world competition. To win in this battle, America must:

1. Reduce the federal budget deficit so that the economy can be free of inflationary pressures, and to achieve lower interest rates. We must avoid irresponsible lending to foreign borrowers. The dollar must be rescued from the up-and-down roller coaster of the past several years.
2. American industry must learn to compete in the international arena. Our products must be known as the best in the world. To accomplish this, I propose a partnership between government, management, and labor. Management must encourage laboring men and women to teach them ways to improve quality and production techniques. Labor in turn must recognize that wage increases depend on productivity and sales, not on outdated techniques and regulations. Government must provide the tax incentives for job retraining to encourage modernization and research and development for America to move ahead.
3. The Smoot-Hawley tariffs sent America and the world into a terrible depression. I favor free trade as the best program for the farmers, the workers, and business. However, I also favor fair trade. If other nations are consistently cheating on us, I say, "Either open your doors to American products or we will close our doors to you."

QUESTION 2
BUDGET DEFICIT

The most cruel thing that a government can do to its workers, its retirees, and its young is to load on such an insupportable burden of debt that future opportunities in the American market place are destroyed either by ruinous inflation, or financial collapse and depression.

On the other hand government serves well its working people and the poor by doing its part to supply paying jobs through a vigorous and expansionist private sector.

The key to cutting the federal budget deficit is to eliminate waste and mismanagement. Our people want government services, but they want a lean and efficient government.

The Grace Commission pointed out that $433 billion of government savings are possible over a three-year period. This report has never been implemented.

The Packard Commission pointed out savings and efficiencies that would be possible in the Defense Department.

Economist Donald Lambro speaking of "Fat City," identified $100 billion of waste in the federal budget.

Cuts should be fair and across the board. The question is not whether they are possible with minimum pain, the question is whether we as a nation have politicians with enough guts to put the interests of America above their own.

QUESTION 3
HUMAN NEEDS

In my own organization we have been involved in feeding, clothing, and housing some 13 million needy Americans. We do it with one-half of one percent overhead. Ninety-nine and one-half percent reaches the ultimate recipient. Some government programs use 70 percent for administration with only 30 percent reaching the recipient.

Welfare must be used to bring people into dignity and productivity. It should never be used to create dependency.

The greatest problem area of poverty today centers around single women with dependent children. I may be old-fashioned, but it is my feeling that if a man is a good father, children is his job, not the government's to care for them. I also feel that with the exception of women with children under the age of six, the concept should be payment for productive employment.—"workfare" not welfare.

For efficiency, and for moral and spiritual support, government should work in partnership with the private medical agencies to care for those truly needy among us.

My instructions to my Cabinet would be:

"Under no circumstances can a great and powerful nation fail to provide adequate care to its elderly, infirm, and handicapped. We can no longer tolerate the heart-rending sight of people sleeping on the streets of our cities.

"Current welfare legislation must be reformed and improved. We must be compassionate—but that compassion must be tough and efficient as stewards of the taxpayers of America."

QUESTION 4
THE POLITICAL PROCESS

Organized labor has at its disposal vast sums of money held in trust under a tax free status. This money comes from the dues of hard-working Americans.

These dues are not Democratic money or Republican money, but workers' money. I feel that unions should have the same rights and privileges in the political process as any other non-profit membership organization. However, never should the leaders of unions use their power or the union dues for any candidate in a primary or general election. Political participation is a precious right that should never be abridged to any American.
She trains sea lions
by Diane Holland, International Representative

What does being a sea lion trainer have to do with the Office & Professional Employees International Union? Well, quite a lot, if you're a steward in the Marine World Employees Association, affiliated with OPEIU Local 3.

Apprentice trainer LiAnne Altman is one of 14 active stewards at Marine World/Africa U.S.A. She really enjoys her job, and feels the union contract helps tremendously in providing a sense of job security as well as gradually increasing pay. This is especially important in a job hundreds of others would be glad to take regardless of pay, because of its unique interest.

Working with animals has always been a strong interest in Altman's life. She spent 10 years as a part-time clerk, then office manager of a small sales firm. Then she quit to go back to school, majoring in Exotic Animal Training at Moorpark College in Southern California. That's the only such program in the United States. Graduating in 1985, she came to work at Marine World/Africa U.S.A. when it was still in Redwood City, California. Before that, she was a volunteer at the Animal Way Station in Southern California, caring for tigers, bears and lions.

At the new Marine World/Africa U.S.A. site in Vallejo, California, Altman participates in two to five shows a day at the Sea Lion Theater, which seats 3,000.

She helps care for as many as 20 sea lions, who can weigh up to 600 pounds. Handraising the pups, she has served as a "surrogate mother" to twins, feeding them herring and whipped cream formula. Training for performances begins when they're one year old. It involves adjusting to the unique personality, temperament and intelligence of each sea lion. Some can be slow learners, others "spoiled brats" who want to run the show.

Ever wondered how sea lions manage to balance that ball on their noses? Simple, says Altman—they use their whiskers to assist them.

Trainers have a close relationship with their charges. If a sea lion gets sick, the trainer may have to spend the night there (with pay of course). Altman tells us she learns a lot from her co-workers, and is constantly learning from the animals. They're full of surprises, and no two days on the job are the same. Besides, an animal trainer can be outdoors all the time.

LiAnne Altman emphasizes that Marine World/Africa U.S.A. is not just a place to go for entertainment. This enterprise fosters education through entertainment, she says, in order to promote conservation.

She's proud to be a part of Marine World/Africa U.S.A., and proud to be associated with Office & Professional Employees International Union Local 3 in San Francisco, California.

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Balance of 1987 education conferences

The Full-Time Staff Conference, as well as the West/Northwest and Southeast/Southwest Regional Education Conferences, have all taken place and been highly successful. See an account in the current issue of White Collar.

The remaining regional education conferences are listed below. You are all encouraged to send as many participants as possible to these extremely important training sessions.

Subjects

The American Family and the Workplace is the focus of this year's conferences. Bargaining and bargaining techniques are the centerpiece of the program. But, delegates will bargain primarily on family issues: parental leave, child care, pay equity, etc. There will be discussions of persuasion tactics as well as appropriate contract language in these extremely important areas.

You are all urged to attend.

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U.S. Price Index

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If you move, send your old and new address, including zip code and social security or social insurance number and Local Union number to: Gilles Beauregard, Sec.-Treas., 815 16th Street, N.W., Suite 606, Washington, D.C. 20006.
QUESTION 1  FOREIGN TRADE

Today's world is more complicated than the simplistic choice between free trade and protectionism. Free trade is a myth—something that never existed. And protectionism would be self-destruction—a trade war would be like a nuclear war; there would be no winners.

Both options are defeatist. Free traders say we are powerless to change our future. Protectionists say we cannot compete against our rivals and win. Our next President must respond to unfair foreign trade practices, not with talk, but action. He should sit down with trading partners and put "all the cards on the table": negotiating with them over trade practices, multilateral trade accounts, the sum total of all its foreign trade, in approximate balance. If you export, you import, and you do it in equal measure. The overall value of what you sell to the world must match the overall value of what you buy. If you import more than you balance your accounts, then your victims will balance them for you—with across-the-board tariffs that increase every year.

That is balanced trade. It is a new idea in recognition of an old value: overall parity between exports and imports. All it needs is a President who is bold enough to make it happen.

Bruce Babbitt

QUESTION 2  BUDGET DEFICIT

As Governor of Arizona I balanced nine budgets in a row—simply by saying that some things are more important than others. My priorities were cutting costs and protecting the interests of those least able to protect themselves. Even through a national recession, my government did:

- Repealed a regressive sales tax on food.
- Boosted spending on public education, public safety, health and human services.
- Kept state spending below seven percent of total personal income.

Balanced trade means simply that every industrial country, from the smallest to the largest national accounts, the sum total of all its foreign trade, in approximate balance. If you export, you import, and you do it in equal measure.

Joseph R. Biden Jr.
U.S. Senator (Delaware) 1973—; Chairman, Judiciary Committee; ranking Democrat, Foreign Relations Committee

QUESTION 3  HUMAN NEEDS

Three major priorities:

1. Children. One American child in four lives in poverty. That is unacceptable, and I see three urgent tasks. First, we must extend Medicaid benefits to every child in poverty immediately. Second, we will propose cutting by one-third the money going to parents to feed decent child care.

2. Jobs. You create quality jobs with growth and economic growth, and that means giving ordinary workers a voice in action. How many times have you heard executives push for wage cuts—and then reward themselves with large pay raises? How do you make corporate leaders see the fragility? No American company should be permitted to deduct an executive bonus as a business expense unless it offers productivity pay for all of its employees. I'd say to every American worker: If you make first-rate efforts—if you pay attention to your health and safety—if you do a good job, you should be able to sell your product, if you find a better way to do the job—you'll have first-rate rewards.

3. Environment. We need legislation on acid rain, groundwater protection, and public lands. I would tell every politician: If you poison our water you will go to jail, and your money will be spent to clean up the mess.

S. Robert Foner
Chairman, Economic Policy Institute

QUESTION 4  THE POLITICAL PROCESS

The American labor movement has always stood for the protection of those who could not protect themselves. You have led the way to many of this century's most important social welfare advances. And today I welcome the vital contribution that the labor movement has made to building my party. There is nothing narrow or selfish in representing the interests of working men and women and their families, and I will be proud to stand with the American labor movement in this presidential campaign. There will inevitably be issues on which you and I will disagree, but I welcome your participation and I intend to work hard for your support.

Bruce Babbitt

We must deal with the financial crisis of the past several decades, the costs of which will be paid by future generations, to pay the Vanderbilts and the Kennedys. We need real economic growth, and we must make sure it includes all of America, not just the elites.

Our primary challenge is to end a decade of the "get mine, get yours" philosophy which has undermined our sense of community and common concern.

For our young, we must insure that all children receive health care from birth through adolescence. We must give them the best education system in the world. We must expand drug education and treatment programs. And we must sponsor new plans to put higher education within the reach of tens of millions from all backgrounds.

We must help adults in need by providing better for the homeless and training and opportunities for the jobless. Government must give these Americans the help they need so that they can help themselves.

We must insure that our elderly have a retirement with dignity. They should have the health care they need without spending everything they have worked a lifetime to save.

Our next President must lead the government to reduce the deficit and the debt problems. The record of the past seven years—of neglect and irresponsibility—must not be repeated.

But the President will have to do more: he will have to challenge the American people to work for these same goals in their neighborhoods, schools, union halls, and communities. He must offer moral leadership and a vision of social justice. He must remind the people that our less fortunate citizens are not "them"—they are a part of "we."

This is not something we should do just out of compassion for those less fortunate. Helping fellow Americans helps all of us. We will need to tap the full potential and energy of all of our people if we are to remain a great country into the next century and beyond.

Senator William Proxmire
Chairman, Senate Finance Committee

We must face a disability crisis in which the ranks of the disabled have tripled in the past decade, with 20 million Americans one in six—living with disabilities and growing numbers of young Americans are disabled from birth. For each person with a disability, there are four caregivers. The costs for the disabled are huge, and they are growing.

We must address the health care crisis in which we are cutting health care budgets for the poor and the disabled while many businesses and individuals pay more than $100 billion a year for health insurance that doesn't cover their medical needs.

Our country is not looking after our disabled. We must provide health care for all Americans.
Eye injuries

By Dr. Philip L. Polakoff, M.D.

Director, Western Institute for Occupational Safety and Health

Is your eyesight precious to you? Of course it is. But the chances we take of losing this priceless gift—at work or at play—are incredible. For instance:

More than 90 percent of eye injuries, including many which result in blindness, are preventable.

Preventable! That’s the conclusion of researchers at the Massachusetts Eye and Ear Infirmary in Boston after one of the largest clinical studies on the causes of eye trauma ever conducted.

The study dispels the belief that victims of eye injuries suffer accidents that are misfortunes or sudden twists of fate. Instead, the researchers reported at the June 11 meeting in Los Angeles of the National Eye Trauma Society:

“These injuries occur repetitively in predictable situations, and many have been prevented by the use of protective eyewear.”

Yet, the survey showed that 66 percent of all persons injured at work and 40 percent of those who sustained severe injury reported that protective eyewear was available. Of the 10 percent who were wearing protective eyewear at the time of the injury, none were seriously hurt. Ordinary eyeglasses, on the other hand, often broke on impact and were closely associated with severe injury.

The study was based on more than 3,100 patients who were treated at the Massachusetts infirmery emergency service during a six-month period. This was the first major study in the United States to focus on the frequency and distribution of eye injuries. The research revealed:

• The workplace is the site for nearly 50 percent of all eye injuries.
• Effective eye protection is often available, but its use is neither common nor enforced.
• Sports eye injuries are frequently severe and have little relationship to the athletic skill of the player.
• Young people, particularly under the age of 15, bear a disproportionate burden of severe eye injuries.
• The direct and indirect cost of these injuries are conservatively estimated at $5 million, and 50 work-years lost for the patients in the study.

Those at significant risk—accounting for some 65 percent of all workplace injuries—were those in automobile repair (found to be an especially dangerous activity), and workers in construction trades. These include laborers, machine operators, welders, plumbers, pipe-fitters, painters and maintenance workers.

Serious eye injuries in sports occur most often in softball and baseball, but balls of all sizes were found to be potentially dangerous. Racquet sports also accounted for a significant percentage of eye injuries.

Noticeable for their absence were eye injuries caused by ice hockey. The researchers conclude that “the practical ablation of eye injuries related to ice hockey in this region of the country is remarkable, and is a tribute to those who implemented the mandatory use of facial protection for amateur play in this sport.”

This appears to be an area in which union health and safety committees could take a commendable lead in educating workers to the dangers of eye injuries at their work sites, and use of available protective equipment to minimize those injuries.

A pamphlet, based on the findings of the study, is available free of charge from Massachusetts Eye and Ear Infirmary, Office of Public Affairs, 243 Charles Street, Boston, MA 02114.

Washington Window

The working poor and a living wage

by Press Associates

If there’s anything the Reagan era will be remembered for, it may be for a federal government which callously stood by while the downward spiral of destructive competition lowered living standards for millions of Americans.

Fortunately, there are many responsible people who believe one place to draw the line and reverse the trend is by raising the federal minimum wage.

A standard of decency was set when President Roosevelt signed the Fair Labor Standards Act into law in 1938. That law established a floor under wages, a ceiling on hours and a ban on child labor. The aim was to ensure “a minimum standard of living necessary for health, efficiency and well-being of workers.”

Since then, Congress has acted six times to raise the minimum. The last time was ten years ago, when the minimum was raised in steps, moving in 1981 to the current $3.35 an hour.

Congress is now considering bills which would raise the minimum in steps to $4.65 an hour by 1990 and thereafter peg it to 50 percent of the average private sector wage.

A broad coalition of 53 labor, religious, civil rights, and citizen groups strongly supports bills introduced by Senate Labor Committee Chairman Edward M. Kennedy (D-Mass.) and House Education and Labor Committee Chairman Augusta Hawkins (D-Calif.).

Arthur Flemming, co-chairman of the Citizens Committee for a Just Minimum Wage and President Eisenhow’s Secretary of Health, Education and Welfare, testified for the coalition. He said he also was speaking for the other co-chairs: National Urban League President John Jacob, AFL-CIO President Lane Kirkland, and President Coretta Scott King of the Martin Luther King, Jr. Center.

Flemming pointed out how time and inflation have eroded the minimum wage. Inflation alone since 1981 has shrunk the minimum to $2.38 an hour today, he said. A minimum wage worker on a 40-hour week for a 52-week year—and not many are—would earn $6,968 at the $3.35 rate.

This is below the government’s poverty line of $7,138 for a family of two, and considerably below the $8,744 poverty line for a family of three, he noted. In the 1960s, the minimum w’age worker’s earnings were well above the poverty line for a family of three. In the 1970s, they averaged about the poverty line.

“This is not a small problem,” Flemming said. In 1986, he said, there were 7 million wage and salary workers at or below the minimum wage. In addition, there were 6 million more workers slightly above the $3.35 an hour minimum.

Flemming, as did other witnesses, disposed of the usual criticism—that raising the minimum causes inflation, creates unemployment, prices teenagers out of jobs, and so on. He noted that the minimum has been raised in times and these dire consequences failed to materialize.

Decency is still the strongest argument. “We like to think of our society as being just and compassionate,” Flemming said. “We also want to keep the working poor working, and their families united. We want the working poor to know that there is more return in working than by qualifying for welfare. The best way to do this is to guarantee the working poor a living wage.”

Mary Dublin Keyserling, a consulting economist for the National Consumers League, also testified for a coalition of women’s and religious groups and offered a rare perspective. The League’s legendary Florence Kelley drafted state minimum wage bills, the first of which was enacted in Massachusetts in 1912. Keyserling headed the League in helping to win passage of the federal wage-hour law in 1938 and cited such allies as Eleanor Roosevelt, Frances Perkins, Justice Brandeis and others. They all believed, she said, that a minimum wage should provide a decent level of living for the sake of the family and community.

Who are the minimum wage workers and where do they work?

A report by the independent Center on Budget and Policy Priorities said that of the 5 million hourly and 1.7 million salaried workers at the minimum wage or less in 1986, most were adults—48 percent were 25 or older, 21 percent were 20 to 24, and only 31 percent were teenagers. Two-thirds were women. The vast majority, 83 percent, were white although a large proportion of blacks and Hispanics were at the minimum wage level. Two-thirds of hourly paid workers were on part-time.

The service-producing sector had 80 percent of the low-paid workers. Within this sector, 52 percent were in retail trade and 24 percent were in services such as business and repairs, and personal and professional areas.

It is time to protect the most vulnerable workers and raise the minimum wage to a level of decency.
QUESTION 1
FOREIGN TRADE

The trade deficit has cost two million jobs, betraying the hopes and dreams of families and communities across our nation. Deceiving "protectionism" versus "free trade" misses the point. Our goal must be competitive American industries and balanced trade internationally.

Some say America must de-industrialize. I disagree. We need our basic industries. Our national security cannot become hostage to raw materials purchased, processed and manufactured abroad.

To win in world competition, we must invest in education and job training, in first-rate transportation and clean water, and in new technologies that will help both new and older industries. And we must work to keep plants open, help dislocated workers, and provide older workers with new skills.

We must address unfair trade practices that subsidize foreign goods and close markets to our products. Where appropriate, we will provide limited relief from foreign competition, but we must trust that the industries that benefit from that relief to modernize and become competitive.

Finally, we must get our fiscal house in order by reducing the record deficits which devour savings, inflate the value of the dollar, attract foreign capital, make America a debtor nation and cost millions of American jobs.

QUESTION 2
BUDGET DEFICIT

We cannot create economic opportunity for all Americans if we cannot pared with $150-$200 billion budget deficits.

Record deficits mean record interest payments, an over-valued dollar that damages our competitiveness, and a reduced standard of living for Americans.

There are two ways to reduce the deficit. Control spending and increase revenues. We must do both. No serious presidential candidate can rule out new taxes. But instead of rushing to impose new taxes . . . on taxes, on income, on imported oil, on gasoline . . . we should first collect the taxes that already exist.

This year, the Internal Revenue Service will fail to collect $110 billion in taxes owed. If the Treasury was owed, America's working people pay their taxes; they must through payroll withholding. But too many others, including some corporations, do not.

We can raise $70 billion in new revenue by bringing tax compliance rates back to where they were in 1965. That's the quickest—and fairest—way to reduce the deficit.

We must also restore sensible priorities to federal spending. We need a strong defense. We must also eliminate the waste and mismanagement that weakens our security and diverts resources from other urgent economic and human needs.

QUESTION 3
HUMAN NEEDS

Consider the record we built in Massachusetts.

We worked with families, the elderly, by balancing our budgets and by cutting taxes five times in four years. But we also made concern for the most vulnerable members of our society a top priority.

Our employment and training (ET) program helped Welfare families lift themselves out of poverty and become self-sufficient wage-earning citizens.

And we helped 30,000 low-income families find decent, affordable housing.

We were the first to use state funds to supplement the federal nutrition program for women and infant children.

We quadrupled college scholarship assistance and increased funds for public higher education already by greater percentages than any other state.

We worked hard to provide quality health and home care for our citizens.

We committed ourselves to battling AIDS, homelessness, teen pregnancy, adult illiteracy, drug and alcohol abuse, and the failure to provide child support.

Now the time has come to provide that kind of leadership from the top.

That is the message I would deliver during my first Cabinet meeting.

But I would add that the most important human service program of all is full employment, and that will be a fundamental goal of the Dukakis Administration.

QUESTION 4
THE POLITICAL PROCESS

I believe that organized labor can and must play a key role in the American political process.

The leaders and members of organized labor in Massachusetts have been an important part of the extraordinary economic success that we enjoy. With the full participation of organized labor, we have reduced unemployment to less than 4 percent in Massachusetts.

Leaders have been essential partners in a coalition that has won passage of strong plant-closing legislation; a comprehensive worker's compensation system.

Without national leadership from organized labor, we would never have achieved the kind of social and economic progress that is reflected in federal laws governing the minimum wage, the eight-hour day, civil rights, Medicare and Head Start.

I have sought support from organized labor throughout my political career, and I do so now as a candidate for the presidency.

We need your involvement; we need your leadership; we need the active participation of working men and women and their families in the 1988 campaign.

And I will need your active participation and involvement as President of the United States.

WHITE COLLAR
July-August-September 1987

CEO of Whirlpool

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QUESTION 1
FOREIGN TRADE

America is in a trade crisis. Over the past six years, this Administration has spent and borrowed us into a very deep hole. We're tired of leaders whose idea of free trade is to sell the world. "Here—we've got lots of jobs. Go ahead and take as many as you like!" We need a strong leader who won't tolerate a declining standard of living or an economy that leaks $170 billion a year.

What has been lacking is presidential leadership and presidential willingness to back up words with actions in our deals with trading partners. Our government must also stop making America's problems worse by borrowing more than we can afford.

We should target our resources toward long-term prosperity, personal freedom, and people for a change. America should prepare to compete by making better products than the Germans—not by paying wages that are lower than Brazil's.

Our next generation of leaders should know that to win back American jobs, Americans need the best training programs and schools.

This country practically invented world trade, and we used it to build a better life for everybody. The next President must inspire this nation to lead the way again—and join with working men and women to bring out America's best.

Albert Gore Jr.

QUESTION 2
BUDGET DEFICIT

America took 176 years to accumulate a trillion dollar debt. The current Administration needed only five years to double it. This Administration's borrow-and-spend policies have made our products less competitive overseas, cost millions of American jobs, stopped investment in economic growth, and squeezed important social programs.

I believe America is ready to reduce the deficit in a fair and responsible way. My first choice for reducing the deficit is economic growth, with more jobs for Americans who will then pay taxes on their income. But we must have contingency plans to deal with the shortfall by sharing the burden equally, with equal contributions from three areas: cuts in military spending, cuts in domestic spending, and increases in revenue.

A tax increase would be a last resort, but the President is wrong to rule it out as part of a comprehensive solution to reducing the deficit. We should not impose a regressive value-added tax which weighs most heavily on working Americans.

Instead of cooking the books with phony budget proposals, the next President should put all the facts on the table and lead in the development of broad consensus on the necessity for a responsible fiscal policy.

QUESTION 3
HUMAN NEEDS

Americans want a better deal from government. As President, I will set out to find a job for every American who wants to work, and make sure the minimum wage is at a level that assures everyone gets fair pay. I believe we should invest in people for a change, by creating better schools and job training programs.

We should launch a national job bank to match jobseekers with job openings, so that if a person is out of work, he or she will immediately have a list of all the opportunities available. We should widen the doors of equal opportunity we fought so hard to open in the past.

America must insist on a cleaner environment, by cleaning up hazardous waste dumps and demanding clean air and water. America must guard all citizens the right to shelter and increase the supply of affordable housing. We should workers and communities six-month notice before closing plants; workers' option to purchase such plants with government-guaranteed loans; investment tax incentives to corporations conditioned on their willingness to re-invest in the market; and encouragement to corporations to venture with local and state governments.

Jesse Jackson

QUESTION 4
THE POLITICAL PROCESS

In my experience, unions have always played an important role in shaping national policy. When important legislation is on the line, organized labor always comes through with tremendous grass-roots support. Time after time, that political involvement saves jobs and makes the system work.

Organized labor has helped me on every one of my campaigns with advice, support, and volunteers. I would not be in the Senate were it not for the hard work of working men and women in Tennessee.

I have long been a strong supporter of union participation in the democratic process. I know the way it was meant to—by harvesting ideas at the grass-roots level. Democracy is just as alive in the workplace as in the Senate. Economic growth will come when working Americans have more pay and say.

Jesse Jackson

QUESTION 1
FOREIGN TRADE

Fair trade is essential to protect our national interests, our vital industries, and our jobs. An effective national trade policy includes aggressive federal initiatives and coordinated programs to improve competitiveness and increase American exports. We must negotiate trade agreements, through GATT and bilaterally, that are fair and mutually beneficial.

Second, the major cause of our trade deficit is President Reagan's record budget deficits. They have drained the value of the dollar and made our products uncompetitive in the world.

Third, we have lost our industrial and commercial competitiveness in the world because our research and development monies, over half of our science and engineers, and six percent of our GNP, goes toward military projects; while the Japanese have 75 percent of their scientists and engineers, and their research and development monies, working on industrial, commercial, and economic development. A nation does best what it does most. We are first in military development and they are becoming first in economic development.

President Reagan mortgaged America's future through irrational military spending, unfair tax cuts, the use of unemployment to fight inflation, and misplaced national priorities.

I'm not convinced we need new taxes—though I have not ruled them out. For example, several studies have shown that there may be annual uncollected taxes up to $100 billion.

We need a FAIRER TAX SYSTEM. If new taxes are needed, I will fight for a fairer tax system for the middle class, workers and the poor.

Second, we need NEW BUDGET PRIORITIES. We need a strong national defense, but we can shift spending from military to domestic without hurting our defense. We can have job creation, a balanced budget, and guaranteed worker safety, education, health care, housing and a clean environment with new priorities. A working America is a taxpaying America.

Third, I support an "INVEST AMERICA" plan where government use of $2 trillion in private pension funds can be earmarked for the rebuilding of America's infrastructure; legislation that gives stand up for social security and give the elderly access to better, less expensive long-term care. And we must make good health care available to everyone at a price they can afford.

Fourth, I should make it easier for Americans to build strong families, with good schools, quality child care, and meaningful programs against crime and drug abuse.

Jesse Jackson

QUESTION 4
THE POLITICAL PROCESS

I support the right and ability of all citizens and labor to participate fully in the American political process. I have spent all of my adult life fighting and risking my life for that right. No one has risked more, registered more, politically educated or involved more American citizens in the political process.

Organized labor is a legitimate interest whose concerns must be taken into account by any serious presidential candidate.

The role of presidential leadership is to put forth a vision of where the country needs to go, how he/she proposes to get there, allow people and groups to see their role in the plan, and inspire all citizens and groups to get involved.

I have fought alongside organized labor all of my life in our shared commitment to full employment, livable wages, worker safety, collective bargaining, health care, housing, equal opportunity, voting rights and other programs of human needs at home and human rights abroad.

I support organized labor's right to speak and act on international labor and human rights issues, and I look forward to continuing our efforts in these important fields.
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The Union Labor Life Insurance Company Home Office: Washington, D.C.
OPEIU founds Howard Coughlin Memorial Scholarship Fund

College expenses today have gone through the inflationary ceiling, with many formerly inexpensive state institutions now charging as much as $10,000 or more per year.

Facing that fact, delegates to the 1986 OPEIU International Convention provided for an International Scholarship Fund to assist our hard-hit OPEIU parents. The OPEIU International Executive Board met recently and laid out the ground rules for the Howard Coughlin Memorial Scholarship Fund—commemorating our former International President Howard Coughlin.

Six of these new scholarships of $4,000 each will be awarded in June 1988. We hope to increase the numbers awarded in the years to come. The scholarships are open to all OPEIU members in good standing, as well as associate members, and the children of members in good standing. A more detailed explanation of the rules follows.

Scholarship Rules

Eligibility
An applicant must be either:
• a member of OPEIU in good standing or an associate member
• the son, daughter, stepchild or legally adopted child of an OPEIU member in good standing or an associate member

AND
An applicant must be either:
• a high school student or high school graduate entering College, University or a recognized Technical or Vocational Post-Secondary School as a full time student.
• Presently in College, University or a recognized Technical or Vocational Post-Secondary school as a full time student.

Procedures
Each applicant must file an official OPEIU scholarship program application. Application forms must be endorsed by the Local Union President or Secretary-Treasurer attesting that the member or parent of an applicant is in good standing or an associate member. Such endorsement must be obtained before the application is submitted to the International Union.

Forms
Application forms may be obtained at your Local Union office or through the Secretary-Treasurer’s office of the International Union.

Applications
All applications must be received at the Secretary-Treasurer’s office of the International Union, 815 16th Street, N.W., Suite 606, Washington, D.C. 20006, no later than December 31, 1987.

Test
All applicants are required to take a Scholarship Aptitude Test—SAT—(the admissions testing examination of the College Entrance Examination Board) or equivalent examination by a recognized Technical or Vocational Post-Secondary School.

If you have already taken the above test, you should request your school to forward the results of your test to the Secretary-Treasurer’s office of the International Union. All requirements are due at the Secretary-Treasurer’s office no later than March 31, 1988.

Selection of Scholarship
The selections shall be based on recommendations of an academic scholarship committee. Announcement of the winners will be made during the month of June 1988.
QUESTION 1 FOREIGN TRADE

The devastation of America’s industrial economy by the importation of subsidized imports from low wage countries represents the most serious threat to American economic competitiveness. As every steelworker, automaker, machinist, and textile worker and every other American knows so well. We are in a trade war right now and we are losing it.

That erosion of America’s industrial base by foreign imports must be stopped now.

Franklin Roosevelt wouldn’t have stood for it. Harry Truman wouldn’t have stood for it. And neither will I.

I didn’t care what my Republican (and neo-liberal) opponents said when I co-sponsored the textile and domestic content bills.

And today, I am a co-sponsor of the toughest trade legislation currently before the U.S. Senate, including the worker rights and bilateral trade reduction measures.

We must be careful that the rhetoric of “competitiveness” doesn’t become a new code word for wage freezes, concessionary contracts, and other anti-worker policies.

Frankly, we must see how the current proposed trade legislation works to save American jobs.

If the enacted legislation and its actual execution doesn’t work, then, in my opinion, tougher legislation may be called for.

QUESTION 2 BUDGET DEFICIT

This Administration has mounted the most concerted and broad-scale attack on the role of government since the 1920s. The Congress, in pursuit of government’s needed revenues, combined with a mean-spirited attack on public employees is part of a right-wing, neo-liberal program to compete every progressive program enacted for the benefit of ordinary American families since the New Deal.

That cannot happen.

We must move immediately to restore sufficient revenue to meet our nation’s pressing domestic needs. We must reduce the pressure of budget deficits on our trade deficit. And we must reduce the deficit because, as Harry Truman said, deficit spending helps the rich.

The effective method of reducing the deficit is to put America back to work, and increase our tax base.

I am among the announced presidential candidates opposed the 1986 tax bill because of the unjustified revenue stripping of tax rates for the super-rich.

We must move aggressively to close tax loopholes and reverse the Reagan-inspired erosion of the tax base.

Similarly, I believe public service must regain its respected role in our country life. The Republican effort to destroy public service through privatization must be stopped!

QUESTION 3 HUMAN NEEDS

Some believe our nation has reached its full potential. I believe there are areas where government action is needed, and needed badly. I will not wait until my first cabinet meeting to put together a program. I will move immediately after my election. At the first cabinet meeting, I will approve a detailed plan to begin implementing.

Quality education must be available to all. Every American must have insurance and be protected from overwhelming medical expenses that leave them helpless.

These are the things I stand for.

QUESTION 4 THE POLITICAL PROCESS

American working people and the American labor movement have been the driving force behind every major piece of progressive legislation in the United States in this century.

That includes minimum wage, social security, Medicare, basic health and safety legislation, civil rights. And on and on.

And, any Democratic candidate for President who doesn’t recognize this progressive and labor foundation of the Democratic movement does not, in my opinion, understand our history either as a party, or as a people.

In 1948, for example, the members of the AFL-CIO provided the Democratic presidential candidate with a dramatic 61-39 percent margin.

The simple fact is that the American labor movement is often way ahead of the Democratic Party in recognizing the issues which concern and move ordinary American working people and voters.

The election of 1984 is a dramatic demonstration of that.

I see my role in this campaign as the spokesperson of the Roosevelt, Truman, Kennedy Democratic tradition of fighting for American working men and women.

I would be proud to carry the banner of the American labor movement and the Democratic tradition into the next election.

And, as, Harry Truman showed, when we do that, Democrats win!
Bob Doyle
Senate Republican Leader, 1987—
Senate Majority Leader, 1979—85
Chief of Staff, U.S. Senator (Kan-
sas), 1969—79; decor-
ated World War II combat veteran.

**QUESTION 1**

**FOREIGN TRADE**

I recommend a four-point program. First we should make our determination clear to foreign nations that they must open their markets to us if we expect access to ours. A current example is Japan's refusal to provide a larger market share for American products, as well as the reluctance of Japanese auto producers in the U.S. to purchase more local components. This requires a strong President who will not hesitate to take vigorous action to promote sales of American products.

Second, we need tougher trade statutes to assure injured industries of swift and effective relief from imports and unfair trade practices. The emphasis on adjustment should be increased, so that industry can get back on its own feet. In the jobs of American workers don't become dependent on perpetual government assistance.

Third, we must address the broader economic questions that contribute to trade imbalance: budget deficits, global debt, exchange rates, and economic growth. The trade problem does not exist in a vacuum.

Finally, we must improve underlying American competitiveness while improving our research capabilities, such as federally supported laboratories; increasing our stress on education, particularly in the sciences; increasing labor-management cooperation; raising our saving rate; and increasing the pace of necessary innovative regulation which hampers business productivity. In sum, the American worker should not be expected to be richer than to be cast into the winds of fate. If workers are allowed to compete fairly, they will compete well.

**QUESTION 2**

**BUDGET DEFICIT**

Working Americans, even those we seek to help, are especially hard hit by continued budget deficits. The inability of the Congress to consider realistic spending and tax-cutting solutions to the ability to increase our productivity and growth.

Reducing the deficit under control is critical to our future. But, in putting together any package of deficit reduction proposals, I'm more likely to think that someone or some group will feel the pain of spending cuts. I would propose that we try to insure that the burden is shared fairly and that we spread the reductions across the broadest possible base. For this reason, I do not support a special commodity tax, from review, including defense. But there are, of course, some programs which should be eliminated. I will, for example, eliminate the Department of Education. It has not produced any significant benefits in its field. It is a disappointment to me and to most other Congress members.

In deciding how best to reduce federal expenditures the federal government should cooperate more fully with states and localities to determine which services would be most appropriately delivered by the state and local governments.

Fourth, we should make clear to our partners that just as we are making the hard choices, we expect them to do so as well.

Fifth, we should work together to regain our leadership of the less developed countries, prime customers for our industrial exports, not just prolong their economic stagnation by increasing their debt.

Should also retain the flexibility he needs to enforce fair trade under agreements.

**QUESTION 3**

**HUMAN NEEDS**

At my First Cabinet meeting, I would say this: the best government is the least government but that which government does do well. The American people, after trial and error, have established a social compact. Our task is to do well, to respect that compact and to encourage social progress.

In addition, I would say to the Secre-
tary of Labor that he must always hear the voice of labor. Other Cabinet officials, such as Commerce, Treasury and Defense must do so as well.

**QUESTION 4**

**THE POLITICAL PROCESS**

As the representatives of nearly 20 million workers, it is entirely appropriate and desirable for labor unions to play an active role in the political process by registering and voting, and by unity among members on issues critical to their interests.

In the fall, however, the AFL-CIO's decision to attempt to become a force only with the Democratic Party in presidential elections is one of the most regre-
table toward society's less fortunate, though the degree of that responsibility and the pattern of the American, state, and local governments can vary widely depending upon the policy objective.

For example, in an area such as civil rights, I believe the federal government should play a strong, primary role. This is why I have supported every major civil rights law and was proud to play a lead-
erness in the 1982 extension of the landmark Voting Rights Act. On the other hand, in areas like Medicaid, I feel the federal government should be a partner with state and local govern-
ment. We must find a way to deliver endop expansion of Medicaid as income for America's

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