

DAVID DREIER  
CALIFORNIA

CHAIRMAN  
COMMITTEE ON  
RULES



237 CANNON HOUSE OFFICE BUILDING  
WASHINGTON, DC 20515  
(202) 225-2305

2220 EAST ROUTE 66, SUITE 225  
GLENORA, CA 91740  
(626) 852-2626  
(866) 373-6321

<http://www.house.gov/dreier>

**Congress of the United States**  
**House of Representatives**  
**Washington, DC 20515**

May 6, 2004

## **Hamburger Flipping Flashback #5**

### **Real Quote from 1987:**

*“What we're looking at today is U. S. multinational firms in many cases increasing their competitiveness worldwide while the U. S. as a society reduces its competitiveness through lost jobs, through an eroded industrial base. So I think at the core of the problem is the contradiction between multinational corporations doing well by shipping work out of the U. S., and the U. S. as a society beginning to compete.”*

*-Harley Sheiken, Professor of work and technology UC San Diego, January 29, 1987*

Dear Colleague:

There remains a long-standing misperception among economic “Prophets of Doom” that American economic dominance depends more on taking drastic steps to protect existing jobs than giving American companies the flexibility to operate in an ever-changing international environment. Professor Sheiken, speaking on the economy on the McNeil/Lehrer NewsHour in 1987, proved his adherence to this philosophy by predicting that American corporations would eventually relocate all of their company functions overseas, leaving a nation of jobless Americans with nowhere to turn and no skilled jobs to perform.

The fundamental truth about international commerce is that the companies that allocate their resources the most efficiently are the ones that will survive to expand their employee base. Seventeen years after Professor Sheiken predicted economic doom and gloom, let's look at what really happened:

### **Real facts after 17 years of experience:**

*U.S. multinational firms have added five million net new jobs to the American economy -- a 27% increase -- since Professor Sheiken's doom and gloom prediction in 1987.*

American economic competitiveness in the 21<sup>st</sup> Century relies on continuing to open up new markets for American goods and services. Policies that inhibit U.S. firms from engaging in global investment and trade are the real threats to American prosperity.

Sincerely,

A handwritten signature in black ink that reads "David".

David Dreier