



Friday, May 16, 1997

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ALLIANCE ★ TO ★ KEEP ★ AMERICANS ★ WORKING

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**An Open Letter from 40 Million Working Americans**

Dear Congressman Hayworth:

Thanks for fighting for a balanced budget and fair and open competition for all U.S. businesses.

When President Clinton first proposed an executive order on "union-only" federal construction contracts, you knew that "union only" would sacrifice full competition based on merit. Reduced competition would mean bloated costs to U.S. taxpayers. Estimates put the increased costs at almost \$5 billion annually — undermining any effort to balance the budget.

Even union contractors opposed the executive order because it meant that unions could negotiate special deals with federal agencies beyond the terms of existing collective bargaining agreements.

You helped block this ill-conceived executive order and then introduced legislation, H.R. 1378, to ban "union only" construction projects.

Now the AFL-CIO is about to launch the next attack on free market, open competition and job opportunities. President Clinton has promised regulations that would black-list companies targeted by unions from competing for federal contracts.

This is a serious threat to all U.S. businesses, from major corporations to most small businesses, and to their employees whose jobs would be at risk.

A memo issued by AFL-CIO President John Sweeney defined the real impact of these regulations, "*...If properly implemented, these initiatives will affect the expenditure of hundreds of billions of dollars every year. In any given year federal contracts total as much as \$200 billion, and federal contractors and subcontractors employ approximately one-fifth of the labor force.*"

We need your help to defeat these regulations and safeguard federal contracting from favoritism and discrimination. Organized labor has targeted you for vicious attacks because of your leadership. With nearly 90% of all private sector workers choosing not to belong to a union, we're counting on you to continue to fight for every working American.

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**The Alliance to Keep Americans Working**

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The Alliance to Keep Americans Working is a national coalition whose members include the U.S. Chamber of Commerce, National Association of Manufacturers, National Federation of Independent Business, Associated General Contractors, Associated Builders & Contractors, Food Distributors International, and the Labor Policy Association.

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JOBS ★ IN ★ THE ★ BALANCE

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1615 H Street, N.W. Washington, D.C. 20062 (202) 463-5500 FAX (202) 887-3445

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