

Massachusetts Institute of Technology Alfred P. Sloan School of Management 50 Memorial Drive Cambridge, Massachusetts 02139 Room E53-316 (617)253-7156

May 27, 1982

The Honorable Thomas P. O'Neill, Jr.
Speaker of the House
2231 Rayburn Building
Washington, DC 20515

Dear Tip,

Enjoyed our meeting and looking forward enthusiastically toward regrouping for your son's political thrust. As Russel Pergament wrote in The Tab, we need his gutsy ideas and personal enthusiasm. That tremendous talent must be utilized in helping our state and our country.

However, I write this letter not only as a friend, but also as an American citizen and resident of your district. I want to bring to your attention the potentially destructive effects of a piece of legislation currently before the House, especially as it affects three crucial areas.

These areas are:

- the productivity of the American people
 - world competition
 - freedom of publication

Legislation pending in the House of Representatives, the Wirth bill, is directed mainly at AT&T; but it may adversely affact all of these issues at a time when our country needs positive help in each of these areas.

Productivity

The productivity of the American people, the American worker, the American manager must continue to increase. Key to increased productivity is better information, better communications. For better management, for better control of inventories, for better management of assets and resources—all require information. It is not just information, but access to that information that is essential. I use the analogy: you could be standing in front of the Library of Congress when someone asks you a question. You are 1,000 feet from the answer, but the data alone is not enough. You need access to it. You need the communications technology as well.

Hence this country needs the best information handling and communications technology possible. Your leadership is necessary for the United States to work in cooperation with our communications and computer industries within the competitive market systems, thus producing the best technologies. Legislation like the Wirth bill, which inhibits a company that could potentially assist this country in the communications area, is not in the mutual interests of the American people.

World competition

A favorable balance of payments, a favorable balance of trade, our very way of life rely on the ability of the American people and American industry to compete with the rest of the world. We have had comparative advantages in the areas of food and high technology. In fact, until very recently we have dominated the world in high technology.

However, in certain foreign countries (e.g., Japan), active government cooperation with industries vaulted these countries' industrial technologies to a position of posing a direct threat to our ability to compete in the high technology areas of computers and telecommunications.

And while this foreign government cooperation has taken place with their industries, in this country government hostilities with our high technology industries have in some cases remained high.

We need your help in working hand-in-hand and encouraging all corporations, big and small, to enter these new high technology areas. The Wirth bill, ironically, prohibits a corporation (AT&T) from entering certain aspects of the high technology communications industry.

Freedom of publication

A basic tenet of this country is the right of any individual, association, or corporation to publish, thus insuring a balance in our society. The Wirth bill's attempt to prohibit one corporation from publishing, in an area that may in fact be a benefit to all people, is a dangerous precedent, an encroachment on the basic rights of our American Society.

These are key issues. I'm writing this to offer my assistance should you or your staff wish to explore these issues further, either in the context of general legislation or the particular instance of the Wirth bill.

The country needs your strong leadership and help. Thank you for giving it to us in the past. I would like to work with you in the future.

. Sincerely yours,

Professor John J. Donovan