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FOIA Number:

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# FOIA MARKER

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**Record Group/Collection:** George H.W. Bush Presidential Records  
**Collection/Office of Origin:** Speechwriting, White House Office of  
**Series:** Speech File Draft Files  
**Subseries:** Chron File, 1989-1993

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**OA/ID Number:** 13611  
**Folder ID Number:** 13611-003

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**Folder Title:**  
Stryker Medical Corporation 3/13/92 [OA 6099]

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Stack:	Row:	Section:	Shelf:	Position:
<b>G</b>	<b>26</b>	<b>17</b>	<b>7</b>	<b>5</b>

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# WHITE HOUSE STAFFING MEMORANDUM

DATE: 3/12/92 ACTION/CONCURRENCE/COMMENT DUE BY: ---

SUBJECT: PRESIDENTIAL REMARKS: STRYKER MEDICAL CORPORATION  
KALAMAZOO, MICHIGAN - 3/13/92

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SCOWCROFT	<input type="checkbox"/>	<input type="checkbox"/>	MOORE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DARMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CALIO	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROLLINS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SMITH	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>FINDLAY</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>KAUFMAN</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
			<u>MCGROARTY</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

REMARKS:

The attached has been forwarded to the President.

RESPONSE:

PHILLIP D. BRADY  
Assistant to the President  
and Staff Secretary  
Ext. 2702

THE WHITE HOUSE  
WASHINGTON

March 11, 1992

32 MAR 11 P7:29

MEMORANDUM FOR THE PRESIDENT

THROUGH: DAVID DEMAREST *MD*  
FROM: JOSEPH P. DUGGAN *OP*  
SUBJECT: PROPOSED REMARKS TO STRYKER MEDICAL CORPORATION

I. SUMMARY

On Friday, March 13, at 10:00 a.m., you will address approximately 350 employees of the Stryker Medical Corporation at their corporate headquarters in Kalamazoo, Michigan. You will be introduced by Stryker's Chairman of the Board, John Brown.

II. DISCUSSION

Your remarks (9 minutes / cards) salute a successful exporter in the innovative medical technology business. They underscore the need for public policy -- especially trade and regulatory policy -- to promote competitive enterprise.

NOTE: The regulatory discussion also will be received favorably by the people at Kalamazoo's largest employer -- Upjohn. With 7,500 local employees, Upjohn employs more than 6.5 percent of the area's total work force.

(Duggan/Gershowitz/Nix)  
March 11, 1992  
Draft Two  
Stryker

PRESIDENTIAL REMARKS:     STRYKER MEDICAL CORPORATION  
                                  KALAMAZOO, MICHIGAN  
                                  FRIDAY, MARCH 13, 1992  
                                  [time]

[Acknowledgments]

I'm here to salute an outstanding group of competitors in one of our leading-edge industries. Stryker is celebrated across the nation and around the world for the quality of your products and the excellence of your management. You're leaders in an innovative industry that makes our country proud.

Let me offer a personal note. I'm a grandfather -- and time after time in recent years I've seen modern medical devices work miracles for other grandparents. I've seen grandparents who had been hobbled for years with arthritis. Now they're running and playing again with their grandkids. Those miracles are results of advances your industry has made with artificial joints.

I am proud of how you at Stryker have gone abroad and captured new markets for your high-quality American products. Exports as a portion of your sales have risen steadily and now account for almost one third of all your sales. You have increasing numbers of customers in Canada and Mexico and Europe - - and you're the number one seller of artificial hips in Japan.

[Your industry is growing and creating good jobs for Americans because you give as good as you get. The health care technology industry, which is made up mostly of smaller companies like Stryker, invests an average of 6.3 percent of revenues in

research and development. That is nearly double the national manufacturing average.]

Your industry alone provides the United States with a favorable balance of foreign trade of almost three billion dollars. You're solid proof that, given a level playing field, American workers can outthink, outperform and outproduce anyone, anyplace in the world. \\

Some people can't seem to understand this. They see the challenges of the global economy and they say: Let's draw the blinds, bolt the doors and maybe the world will go away. They push protectionism -- which really means surrender.

The defeatists may carp, but over time they'll become irrelevant. The future belongs to those who have the will to compete. And for my part, I'll continue working with you to open up new markets in Mexico and South America and around the globe.

I'm also working urgently for a climate more favorable for prosperity at home. Later today I'll address the Economic Club of Detroit. There, I'll go into greater detail about the economic growth plan I've asked Congress to pass by March 20. We need new incentives to get the economy moving -- for instance, a new investment tax allowance. We need to get real estate up and running -- and that means Congress should pass my \$5,000 tax credit for people buying their first homes. We need to reward the risk-takers who create new jobs -- and that means cut the tax on capital gains. \\

But I'd like to spend the rest of my brief time with you

talking about another battle for the health of the economy -- the struggle against excessive regulation. A level playing field outside the United States is all well and good, but you'll never reach it if you have to run yourselves to exhaustion right here at home on an uphill treadmill of overzealous regulation.

In my State of the Union Message, I instituted a 90-day freeze on all proposed and existing federal regulations that could affect economic growth. As much as possible, we are now speeding up rules that will help growth and halting rules that would harm the economy.

I am very concerned about the well-being of America's health technology businesses. Our whole future depends on innovative industries like yours. The Commerce Department recently reported that America's health technology industry is the strongest in the world -- but that if current political and economic trends continue, it would slip behind European and Asian competitors by the end of this decade. And need I say what one of those negative trends is? It is government regulation.

Over-regulation here in the United States can give foreign corporations an advantage over American firms. It also can drive U.S. businesses to move factories and jobs overseas. Recently, because of heavy regulation, the number of approvals of new medical devices has dropped dramatically.

Let me assure you: I am determined to roll back the tide of over-regulation. After the 90-day freeze, I'll introduce reform legislation to correct unreasonable rules we can't change simply

through executive action. And I will fight the Congressional liberals who try to impose new and unreasonable regulatory burdens on Americans' livelihood. I've already served notice, for instance, that I oppose the so-called FDA enforcement bill, which would needlessly impose new and costly burdens of regulation on the health care industries. If Congress sends me any more legislation with excessive regulation in it, I'll veto it as soon as it hits my desk.

As long as I am President, I'll work to cut needless red tape and get life-saving drugs and devices to those who need them. Regulation of the healing arts and health technologies must respond to patients' needs and must be based on sound science -- not on ideological politics and scare tactics.

And we need to heal something else -- a legal system that is emptying our wallets and tearing our society apart. That's why I'm asking your support for my proposals to reform the liability system and the civil justice system. You know how bad the epidemic of lawsuits has become: Doctors have quit delivering babies because they fear malpractice suits. Parents won't coach little league for fear of liability suits. I want to be president of a country where people spend more time helping each other than they do suing each other.

Our economy will be strong only so long as it's free. That's the lesson you innovators at Stryker have learned in markets at home and around the world. It's a principle I'll fight for in the public arena, in my go-arounds with Congress --

and as Chief Executive of the departments and agencies that regulate American business.

Thanks again for your warm welcome. And may God bless the strongest, bravest, freest country on earth -- the United States of America.

# # #

WHITE HOUSE STAFFING MEMORANDUM

92 MAR 12 48:29

DATE: 3/12/92 ACTION/CONCURRENCE/COMMENT DUE BY: \_\_\_\_\_

PRESIDENTIAL REMARKS: NATIONAL REPUBLICAN SENATORIAL COMMITTEE DINNER  
PENSION BUILDING, THURSDAY, MARCH 12, 1992

SUBJECT: \_\_\_\_\_

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SCOWCROFT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MOORE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DARMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CALIO	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROLLINS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SMITH	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BOSKIN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
			KAUFMAN		<input checked="" type="checkbox"/>

MC GROARTY

REMARKS:

The attached has been forwarded to the President.

RESPONSE:

PHILLIP D. BRADY  
Assistant to the President  
and Staff Secretary  
Ext. 2702

THE WHITE HOUSE

WASHINGTON

02 MAR 11 P6:58

March 11, 1992

INFORMATION

MEMORANDUM FOR THE PRESIDENT

THROUGH: DAVID DEMAREST *DD*

FROM: BETH HINCHLIFFE *BH*

SUBJECT: NATIONAL REPUBLICAN SENATORIAL COMMITTEE DINNER

I. SUMMARY

On Thursday, March 12, at 7:00 p.m., you will deliver remarks to an audience of approximately 1200 people gathered for a NRSC dinner. You will be introduced by Senator Phil Gramm.

II. DISCUSSION

Your remarks (10 minutes, on cards) reinforce the basic themes of your recent speeches: jobs, family, and peace.

(Hinchliffe/Nix)  
March 11, 1992 3 p.m.  
NRSC Draft Four

**PRESIDENTIAL REMARKS: NRSC INNER CIRCLE  
PENSION BUILDING  
THURSDAY, MARCH 12, 1992**

Thanks, Phil [Gramm]. Good to see so many friends here -- Al and Ann Simpson; Bob Kasten; Louis Sullivan; Wendy [Gramm]; Members of Congress. And, a special guest in this year of the 500th Anniversary of Columbus' discovery of America, an original member of Columbus' welcoming committee -- Strom Thurmond. \\

You and I are in the midst of a battle right now -- a battle for our future. We're determined to leave our kids the best possible legacy. We want America to lead the world in good jobs with productive work. We want to remain a force for world peace and freedom. And we're fighting to protect our most basic institution -- the family. \\

That's why this year of decision is so important for America. That's why these primary elections -- and November's general election -- are vital to our future. We've got much to do to get America on the right track. So I'm asking you for four more years as your President. \\ \\

We have our work clearly cut out for us. This country was built on faith, family and freedom. We must renew those sources of our strength. Let me start by talking about the family. We know that America is first as long as we put the family first. \\

People are coming home to the values that never left their hearts. We believe that parents, not the government, should make the decisions that truly matter in life. Parents, not

government, should choose their children's schools. Parents, not government, should choose who cares for their children. Parents know better than some bureaucrat in Washington. And, yes, we believe there's a place for voluntary prayer in our children's classroom.

In addition, we must get common sense into our welfare system -- restoring the connection between welfare and work. Americans aren't cold hearted. We're a caring people -- we support government assistance to families in need. We want to break the cycle of dependency that destroys dignity -- that passes down poverty from one generation to the next. And we want to start by tracking down the dead-beat Dads -- the ones who can't be bothered to pay child-support. \\ We're encouraging states to innovate with workfare, with plans that help people break welfare dependency and begin learning work skills. \\

For three years I've had to fight the liberal leadership of Congress -- and I will continue to stand for principle no matter how daunting the odds. We've fought, and we've put judges on the bench who know their role is to interpret the law -- not to legislate from the federal bench. I'm delighted that David Souter and Clarence Thomas are now members of the Supreme Court.

And another point: I'll continue to use the veto when I have to -- to stand for principle -- to stand up for family values. Sometimes over the past three years even my friends said I was flirting with defeat by casting a veto instead of cutting a deal. But we've never lost a veto fight -- and I'll never hesitate to

use the veto when principle is at stake. \\

Unfortunately, once again the liberal leadership of the Congress is on a collision course with my veto. You remember I asked Congress to pass tax cuts and incentives to get the economy moving. To spur business investment and job creation, that means passing a new investment tax allowance. To get real estate up and running, that means passing incentives like our \$5,000 tax credit for first-time homebuyers. Getting this economy moving again means rewarding risk: it's time to quit punishing people who create jobs -- to the Congress: cut the tax on capital gains so we can get more businesses going.

But instead of passing my plan, the big-spending Democrats who control Congress had other ideas. They pushed through one of their own. Here's what's in the House-passed bill: a tiny temporary tax cut -- 25 cents -- a quarter a day in your pocket. But here's the catch: you can keep that quarter in exchange for a massive tax increase. The Democrats call that "new revenue." I call it: "your money." \\

If you feel the way I do, you'll tell the Democrat-controlled Congress: Keep the change -- and keep your hands off the taxpayers' wallets. \\  
 And here's what I'm telling Democrat Congressional leaders: If the liberals send me their scheme, I will veto it the very day I receive it. \\

Remember, I've set a deadline: March 20 -- a week from tomorrow. Again I say to Congress: pass our plan, get our economy moving, do something now for the American people. \\\

To complement our efforts at home, I'll make sure we keep to our course of leadership in the world economy. Trade with the world around us is absolutely vital. Remember, every billion dollars more in manufactured exports means 20,000 new jobs. \\

But my opponents are peddling protectionism -- a retreat from economic reality. Cut through the patriotic posturing, the tough talk about "fighting back" by shutting out foreign goods. Look closely. That's not the American flag they're waving -- it's the white flag of surrender. Well, that's not the America you and I know. \\

We must let the world know this: Whatever the challenge, America will stay strong. America will win. We are the undisputed, trusted leader of the world -- and as your President, I will keep it that way. \\

Think back a year ago -- to the calm after Desert Storm. Ask any one of the proud sons and daughters of America who became liberators of Kuwait: they'll tell you military strength doesn't mean a thing without moral support right here at home.

Yes, we all know: There were those who didn't support us then -- there are those who second guess us now. But not you. When I drew that line in the sand -- you stood with me. Never would this country tuck tail and let aggression stand. America did what was right and good and just.\\ And I believe it's about time somebody stood up and said what's right about our country. \\

Let me just close with a few words from the heart. First, I

think our First Lady is doing a pretty fine job for the United States of America. \\ And Barbara and I are blessed -- blessed to serve this great nation of ours at a moment when so many of the old fears have been driven away -- and so many new hopes are within our reach. Since the day I took the oath of office I made it my duty always to try to do what is right for this country. I've given it my level best -- and I'm not done yet. \\

You and I have more work ahead. It's a battle for our future: it's about jobs, it's about family, and it's about world peace -- the kind of legacy we'll leave our kids. Now we're approaching an hour of decision. I ask you to help me win four more years to lead the fight for the values we share. Thank you, and God bless the United States of America.

# # #

THE WHITE HOUSE  
WASHINGTON

March 11, 1992

MEMORANDUM FOR THE PRESIDENT

THROUGH: DAVID DEMAREST *MD*  
FROM: JOSEPH P. DUGGAN *QFE*  
SUBJECT: PROPOSED REMARKS TO STRYKER MEDICAL CORPORATION

I. SUMMARY

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II. DISCUSSION

Your remarks (9 minutes / cards) salute a successful exporter in the innovative medical technology business. They underscore the need for public policy -- especially trade and regulatory policy -- to promote competitive enterprise.

NOTE: The regulatory discussion also will be received favorably by the people at Kalamazoo's largest employer -- Upjohn. With 7,500 local employees, Upjohn employs more than 6.5 percent of the area's total work force.

(Duggan/Gershowitz/Nix)  
March 11, 1992  
Draft Two  
Stryker

PRESIDENTIAL REMARKS:       STRYKER MEDICAL CORPORATION  
                                  KALAMAZOO, MICHIGAN  
                                  FRIDAY, MARCH 13, 1992  
                                  [time]

[Acknowledgments]

I'm here to salute an outstanding group of competitors in one of our leading-edge industries. Stryker is celebrated across the nation and around the world for the quality of your products and the excellence of your management. You're leaders in an innovative industry that makes our country proud.

Let me offer a personal note. I'm a grandfather -- and time after time in recent years I've seen modern medical devices work miracles for other grandparents. I've seen grandparents who had been hobbled for years with arthritis. Now they're running and playing again with their grandkids. Those miracles are results of advances your industry has made with artificial joints.

I am proud of how you at Stryker have gone abroad and captured new markets for your high-quality American products. Exports as a portion of your sales have risen steadily and now account for almost one third of all your sales. You have increasing numbers of customers in Canada and Mexico and Europe -- and you're the number one seller of artificial hips in Japan.

[Your industry is growing and creating good jobs for Americans because you give as good as you get. The health care technology industry, which is made up mostly of smaller companies like Stryker, invests an average of 6.3 percent of revenues in

research and development. That is nearly double the national manufacturing average.]

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Some people can't seem to understand this. They see the challenges of the global economy and they say: Let's draw the blinds, bolt the doors and maybe the world will go away. They push protectionism -- which really means surrender.

The defeatists may carp, but over time they'll become irrelevant. The future belongs to those who have the will to compete. And for my part, I'll continue working with you to open up new markets in Mexico and South America and around the globe.

I'm also working urgently for a climate more favorable for prosperity at home. Later today I'll address the Economic Club of Detroit. There, I'll go into greater detail about the economic growth plan I've asked Congress to pass by March 20. We need new incentives to get the economy moving -- for instance, a new investment tax allowance. We need to get real estate up and running -- and that means Congress should pass my \$5,000 tax credit for people buying their first homes. We need to reward the risk-takers who create new jobs -- and that means cut the tax on capital gains. \\

But I'd like to spend the rest of my brief time with you

talking about another battle for the health of the economy -- the struggle against excessive regulation. A level playing field outside the United States is all well and good, but you'll never reach it if you have to run yourselves to exhaustion right here at home on an uphill treadmill of overzealous regulation.

In my State of the Union Message, I instituted a 90-day freeze on all proposed and existing federal regulations that could affect economic growth. As much as possible, we are now speeding up rules that will help growth and halting rules that would harm the economy.

I am very concerned about the well-being of America's health technology businesses. Our whole future depends on innovative industries like yours. The Commerce Department recently reported that America's health technology industry is the strongest in the world -- but that if current political and economic trends continue, it would slip behind European and Asian competitors by the end of this decade. And need I say what one of those negative trends is? It is government regulation.

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through executive action. And I will fight the Congressional liberals who try to impose new and unreasonable regulatory burdens on Americans' livelihood. I've already served notice, for instance, that I oppose the so-called FDA enforcement bill, which would needlessly impose new and costly burdens of regulation on the health care industries. If Congress sends me any more legislation with excessive regulation in it, I'll veto it as soon as it hits my desk.

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And we need to heal something else -- a legal system that is emptying our wallets and tearing our society apart. That's why I'm asking your support for my proposals to reform the liability system and the civil justice system. You know how bad the epidemic of lawsuits has become: Doctors have quit delivering babies because they fear malpractice suits. Parents won't coach little league for fear of liability suits. I want to be president of a country where people spend more time helping each other than they do suing each other.

Our economy will be strong only so long as it's free. That's the lesson you innovators at Stryker have learned in markets at home and around the world. It's a principle I'll fight for in the public arena, in my go-arounds with Congress --

and as Chief Executive of the departments and agencies that regulate American business.

Thanks again for your warm welcome. And may God bless the strongest, bravest, freest country on earth -- the United States of America.

# # #

**WHITE HOUSE STAFFING MEMORANDUM**



DATE: 3/11/92 ACTION/CONCURRENCE/COMMENT DUE BY: TODAY, 3/11/92 4:00pm

SUBJECT: PRESIDENTIAL REMARKS: STRYKER MEDICAL CORPORATION  
KALAMAZOO, MICHIGAN - 3/13/92

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input type="checkbox"/>	<input type="checkbox"/>	MOORE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DARMAN <i>MLC</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROGICH <del>XXXX</del>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CALIO	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROLLINS	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY <i>Jeff Holmsted 7953</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MCGROARTY	<input type="checkbox"/>	<input checked="" type="checkbox"/>

REMARKS:

Please forward your comments directly to Dan McGroarty, Rm. 122, x2930, no later than 4:00 p.m., TODAY, WEDNESDAY, MARCH 11, with a copy to this office. Thank you.

RESPONSE:

*MASTER*

PHILLIP D. BRADY  
 Assistant to the President  
 and Staff Secretary  
 Ext. 2702

(Duggan/Gershowitz/Nix)  
March 10, 1992  
Draft One  
Stryker

02 MAR 11 11:03

PRESIDENTIAL REMARKS: STRYKER MEDICAL CORPORATION  
KALAMAZOO, MICHIGAN  
FRIDAY, MARCH 13, 1992  
[time]

[Acknowledgments]

I'm here to salute an outstanding group of competitors in one of our leading-edge industries. Stryker is celebrated across the nation and around the world for the quality of your products and the excellence of your management. You're leaders in an innovative industry that makes our country proud.

Let me offer a personal note. I'm a grandfather -- and time after time in recent years I've seen modern medical devices work miracles for other grandparents. I've seen grandparents who had been hobbled for years with arthritis. Now they're running and playing again with their grandkids. Those miracles are thanks to <sup>NO</sup> the advances your industry has made with artificial joints. <sup>(PORTER)</sup> Those miracles in the United States because we have welcomed new <sup>are happening</sup> medical <sup>technology.</sup> I am proud of how you at Stryker have gone abroad and <sup>developed</sup> ~~captured~~ new markets for your high-quality American products.

Exports as a portion of your sales have risen steadily and now account for almost one third of all your sales. You have increasing numbers of customers in Canada and Mexico and Europe - - and you're the number one seller of artificial hips in Japan.

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revenues in research and development. That is nearly double the national manufacturing average.

✓ Your industry alone provides the United States with a favorable balance of foreign trade of <sup>(BOSKIN) three</sup> ~~four~~ billion dollars. You're solid proof that, given a level playing field, American workers can outthink, outperform and outproduce anyone, anyplace in the world. \\  
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Some people can't seem to understand this. They see the challenges of the global economy and they say: Let's draw the blinds, bolt the doors and maybe the world will go away. They push protectionism -- which really means surrender.

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✓ I'm also working urgently for a climate more favorable for prosperity at home. Later today I'll <sup>(PETERSMEYER'S)</sup> ~~give a longer speech to the~~ <sup>address</sup> Economic Club of Detroit. There, I'll go into greater detail about the economic growth plan I've asked Congress to pass by March 20. We need new incentives to get the economy moving -- for instance, a new investment tax allowance. We need to get real estate up and running -- and that means Congress should pass my \$5,000 tax credit for <sup>(PORTER)</sup> young people buying their first homes. We need to reward the risk-takers who create new jobs -- and that means <sup>(PETERSMEYER'S)</sup> ~~cut~~ <sup>raising</sup> the tax on capital gains.  
 X

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(Petersmeyer)  
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talking about another battle for the health of the economy -- the struggle against excessive regulation. A level playing field outside the United States is all well and good, but you'll never reach it if you have to run yourselves to exhaustion right here at home on an uphill treadmill of overzealous regulation.

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I am very concerned about the well-being of America's health technology businesses. Our whole future depends on innovative industries like yours. The Commerce Department recently reported that America's health technology industry is the strongest in the world -- but that if current political and economic trends continue, it would slip behind European and Asian competitors by the end of this decade. <sup>(VP)</sup> I am concerned that the number of new device approvals has dropped <sup>^</sup> And need I say what one of those <sup>^</sup> dramatically. negative trends is? It is government regulation. <sup>^</sup>

As long as I am President I am determined to roll back the <sup>(VP) U.S. regulation can force U.S. business to move factories and jobs off-shore.</sup> tide of over-regulation. After the 90-day freeze, I'll introduce reform legislation to correct unreasonable rules we can't change simply through executive action. And I will fight <sup>(counsel)</sup> ~~with all my might~~ the Congressional liberals who try to impose new and unreasonable regulatory burdens on Americans' livelihood. ~~I've already served notice, for instance, that I oppose the so-called FDA enforcement bill. If Congress sends me any more legislation~~

PORTER

with excessive regulation in it, I'll veto it as soon as it hits my desk.

As long as I am President, I'll work to cut needless red tape and get life-saving drugs and devices to those who need

them. Regulation of the healing arts and health technologies <sup>(OVP)</sup> must respond to patients' needs. ~~and~~ <sup>It</sup> must be based <sup>on</sup> sound science -- not on ideological politics and scare tactics. <sup>And in case, the bureaucrats in federal agencies don't get the message, I mean stop.</sup>

And we need to heal something else -- a legal system that is emptying our wallets and tearing our social fabric apart. That's why I'm asking your support for my proposals to reform the liability system and the civil justice system. You know how bad the epidemic of lawsuits has become: Doctors have quit

delivering babies because they fear malpractice suits. Parents <sup>(PETERSMEYER)</sup> <sup>Volunteers stop helping others.</sup> won't coach little league for fear of liability suits. I want to be president of a country where people spend more time helping each other than they do suing each other.

Our economy will be strong only so long as it's free. That's the lesson you innovators at Stryker have learned in markets at home and around the world. It's a principle I'll fight for in the public arena, in my go-arounds with Congress -- and as Chief Executive of the departments and agencies that regulate American business.

Thanks again for your warm welcome. And may God bless the strongest, bravest, freest country on earth -- the United States of America.

<sup>(TORTEA)</sup> will resist the pleas # # # from those who say the way we can control health costs is through government-set total health budgets. That's the path to centralized control and bureaucratic rule. That's not the kind of health care Americans want.

CALL

(Duggan/Gershowitz/Nix)  
March 10, 1992  
Draft One  
Stryker

32 MAR 11 AM 11:03

PRESIDENTIAL REMARKS: STRYKER MEDICAL CORPORATION  
KALAMAZOO, MICHIGAN  
FRIDAY, MARCH 13, 1992  
[time]

[Acknowledgments]

I'm here to salute an outstanding group of competitors in one of our leading-edge industries. Stryker is celebrated across the nation and around the world for the quality of your products and the excellence of your management. You're leaders in an innovative industry that makes our country proud.

Let me offer a personal note. I'm a grandfather -- and time after time in recent years I've seen modern medical devices work miracles for other grandparents. I've seen grandparents who had been hobbled for years with arthritis. Now they're running and playing again with their grandkids. Those miracles are thanks to the advances your industry has made with artificial joints. *Artificial*

I am proud of how you at Stryker have gone abroad and captured new markets for your high-quality American products. Exports as a portion of your sales have risen steadily and now account for almost one third of all your sales. You have increasing numbers of customers in Canada and Mexico and Europe - - and you're the number one seller of artificial hips in Japan.

Your industry is growing and creating good jobs for Americans because you give as good as you get. The health care technology industry, which is made up mostly of ~~of~~ smaller companies like Stryker, invests an average of 6.3 percent of

2

revenues in research and development. That is nearly double the national manufacturing average.

Your industry alone provides the United States with a favorable balance of foreign trade of four billion dollars. You're solid proof that, given a level playing field, American workers can outthink, outperform and outproduce anyone, anyplace in the world. \ \

Some people can't seem to understand this. They see the challenges of the global economy and they say: Let's draw the blinds, bolt the doors and maybe the world will go away. They push protectionism -- which really means surrender.

The defeatists may carp, but over time they'll become irrelevant. The future belongs to those who have the will to compete. And for my part, I'll continue working with you to open up new markets in Mexico and South America and around the globe.

I'm also working urgently for a climate more favorable for prosperity at home. Later today I'll give a longer speech to the Economic Club of Detroit. There, I'll go into greater detail about the economic growth plan I've asked Congress to pass by March 20. We need new incentives to get the economy moving -- for instance, a new investment tax allowance. We need to get real estate up and running -- and that means Congress should pass my \$5,000 tax credit for young people buying their first homes. We need to reward the risk-takers who create new jobs -- and that means cut the tax on capital gains.

But I'd like to spend the rest of my brief time with you

*of investment in their small business, their farms or their homes -*

3

talking about another battle for the health of economy -- the struggle against excessive regulation. A level playing field outside the United States is all well and good, but you'll never reach it if you have to run yourselves to exhaustion right here at home on an uphill treadmill of overzealous regulation.

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I am very concerned about the well-being of America's health technology businesses. Our whole future depends on innovative industries like yours. The Commerce Department recently reported that America's health technology industry is the strongest in the world -- but that if current political and economic trends continue, it would slip behind European and Asian competitors by the end of this decade. And need I say what one of those negative trends is? It is government regulation.

As long as I am President I am determined to roll back the tide of over-regulation. After the 90-day freeze, I'll introduce reform legislation to correct unreasonable rules we can't change simply through executive action. And I will fight with all my might the Congressional liberals who try to impose new and unreasonable regulatory burdens on Americans' livelihood. I've already served notice, for instance, that I oppose the so-called FDA enforcement bill. If Congress sends me any more legislation

4

with excessive regulation in it, I'll veto it as soon as it hits my desk.

As long as I am President, I'll work to cut needless red tape and get life-saving drugs and devices to those who need them. Regulation of the healing arts and health technologies must be based sound science -- not on ideological politics and scare tactics.

And we need to heal something else -- a legal system that is emptying our wallets and tearing our social fabric apart. That's why I'm asking your support for my proposals to reform the liability system and the civil justice system. You know how bad the epidemic of lawsuits has become: Doctors have quit delivering babies because they fear malpractice suits. Parents won't coach little league for fear of liability suits. I want to be president of a country where people spend more time helping each other than they do suing each other.

Our economy will be strong only so long as it's free. That's the lesson you innovators at Stryker have learned in markets at home and around the world. It's a principle I'll fight for in the public arena, in my go-arounds with Congress -- and as Chief Executive of the departments and agencies that regulate American business.

Thanks again for your warm welcome. And may God bless the strongest, bravest, freest country on earth -- the United States of America.

# # #

(Duggan/Gershowitz/Nix)

March 11, 1992

Draft One

Stryker

Two

PRESIDENTIAL REMARKS:      STRYKER MEDICAL CORPORATION  
   KALAMAZOO, MICHIGAN  
   FRIDAY, MARCH 13, 1992  
   [time]

[Acknowledgments]

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awk

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[Your industry is growing and creating good jobs for Americans because you give as good as you get. The health care technology industry, which is made up mostly of smaller companies like Stryker, invests an average of 6.3 percent of revenues in

research and development. That is nearly double the national manufacturing average.]

Your industry alone provides the United States with a favorable balance of foreign trade of almost three billion dollars. You're solid proof that, given a level playing field, American workers can outthink, outperform and outproduce anyone, anyplace in the world. \\

Some people can't seem to understand this. They see the challenges of the global economy and they say: Let's draw the blinds, bolt the doors and maybe the world will go away. They push protectionism -- which really means surrender.

The defeatists may carp, but over time they'll become irrelevant. The future belongs to those who have the will to compete. And for my part, I'll continue working with you to open up new markets in Mexico and South America and around the globe.

I'm also working urgently for a climate more favorable for prosperity at home. Later today I'll address the Economic Club of Detroit. There, I'll go into greater detail about the economic growth plan I've asked Congress to pass by March 20. We need new incentives to get the economy moving -- for instance, a new investment tax allowance. We need to get real estate up and running -- and that means Congress should pass my \$5,000 tax credit for people buying their first homes. We need to reward the risk-takers who create new jobs -- and that means cut the tax on capital gains. \\ \\ *and those who*

But I'd like to spend the rest of my brief time with you

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I am very concerned about the well-being of America's health technology businesses. Our whole future depends on innovative industries like yours. The Commerce Department recently reported that America's health technology industry is the strongest in the world -- but that if current political and economic trends continue, it would slip behind European and Asian competitors by the end of this decade. And need I say what one of those negative trends is? It is government regulation.

Over-regulation here in the United States can give foreign corporations an advantage over American firms. It also can drive U.S. businesses to move factories and jobs overseas. Recently, because of heavy regulation, the number of approvals of new medical devices has dropped dramatically.

Let me assure you: I am determined to roll back the tide of over-regulation. After the 90-day freeze, I'll introduce reform legislation to correct unreasonable rules we can't change simply

through executive action. And I will fight the Congressional liberals who try to impose new and unreasonable regulatory burdens on Americans' livelihood. I've already served notice, for instance, that I oppose the so-called FDA enforcement bill, which would needlessly impose new and costly burdens of regulation on the health care industries. If Congress sends me any more legislation with excessive regulation in it, I'll veto it as soon as it hits my desk.

As long as I am President, I'll work to cut needless red tape and get life-saving drugs and devices to those who need them. Regulation of the healing arts and health technologies must respond to patients' needs and must be based on sound science -- not on ideological politics and scare tactics.

And we need to heal something else -- a legal system that is emptying our wallets and tearing our society apart. That's why I'm asking your support for my proposals to reform the liability system and the civil justice system. You know how bad the epidemic of lawsuits has become: Doctors have quit delivering babies because they fear malpractice suits. Parents won't coach little league for fear of liability suits. I want to be president of a country where people spend more time helping each other than they do suing each other.

Our economy will be strong only so long as it's free. That's the lesson you innovators at Stryker have learned in markets at home and around the world. It's a principle I'll fight for in the public arena, in my go-arounds with Congress --

and as Chief Executive of the departments and agencies that regulate American business.

Thanks again for your warm welcome. And may God bless the strongest, bravest, freest country on earth -- the United States of America.

# # #

Document No. 314320 ss

92 MAR 11 10:37 AM  
**WHITE HOUSE STAFFING MEMORANDUM**

DATE: 3/11/92 ACTION/CONCURRENCE/COMMENT DUE BY: TODAY, 3/11/92 4:00 pm

SUBJECT: PRESIDENTIAL REMARKS: STRYKER MEDICAL CORPORATION  
 KALAMAZOO, MICHIGAN - 3/13/92

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input type="checkbox"/>	<input type="checkbox"/>	MOORE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CALIO	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROLLINS	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>FINDLAY</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>KAUFMAN</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>MCGROARTY</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

REMARKS:

Please forward your comments directly to Dan McGroarty, Rm. 122, x2930, no later than 4:00 p.m., TODAY, WEDNESDAY, MARCH 11, with a copy to this office. Thank you.

RESPONSE:

*See comments, Thanks. (And Commerce attachment).  
 PK  
 Paul Koofonta  
 03/11*

**PHILLIP D. BRADY**  
 Assistant to the President  
 and Staff Secretary  
 Ext. 2702

(Duggan/Gershowitz/Nix)

March 10, 1992

Draft One

Stryker

02 MAR 11 11:03

PRESIDENTIAL REMARKS: STRYKER MEDICAL CORPORATION  
KALAMAZOO, MICHIGAN  
FRIDAY, MARCH 13, 1992  
[time]

[Acknowledgments]

I'm here to salute an outstanding group of competitors in one of our leading-edge industries. Stryker is celebrated across the nation and around the world for the quality of your products and the excellence of your management. You're leaders in an innovative industry that makes our country proud.

Let me offer a personal note. I'm a grandfather -- and time after time in recent years I've seen modern medical devices work miracles for other grandparents. I've seen grandparents who had been hobbled for years with arthritis. Now they're running and playing again with their grandkids. Those miracles are thanks to the advances your industry has made with artificial joints.

I am proud of how you at Stryker have gone abroad and captured new markets for your high-quality American products. Exports as a portion of your sales have risen steadily and now account for almost one third of all your sales. You have increasing numbers of customers in Canada and Mexico and Europe -- and you're the number one seller of artificial hips in Japan.

Your industry is growing and creating good jobs for Americans because you give as good as you get. The health care technology industry, which is made up mostly of smaller companies like Stryker, invests an average of 6.3 percent of

2

revenues in research and development. That is nearly double the national manufacturing average.

Your industry alone provides the United States with a favorable balance of foreign trade of four billion dollars. You're solid proof that, given a level playing field, American workers can outthink, outperform and outproduce anyone, anyplace in the world. \\

Some people can't seem to understand this. They see the challenges of the global economy and they say: Let's draw the blinds, bolt the doors and maybe the world will go away. They push protectionism -- which really means surrender.

The defeatists may carp, but over time they'll become irrelevant. The future belongs to those who have the will to compete. And for my part, I'll continue working with you to open up new markets in Mexico and South America and around the globe.

I'm also working urgently for a climate more favorable for prosperity at home. Later today I'll give a longer speech to the Economic Club of Detroit. There, I'll go into greater detail about the economic growth plan I've asked Congress to pass by March 20. We need new incentives to get the economy moving -- for instance, a new investment tax allowance. We need to get real estate up and running -- and that means Congress should pass my \$5,000 tax credit for young people buying their first homes. We need to reward the risk-takers who create new jobs -- and that means cut the tax on capital gains.

But I'd like to spend the rest of my brief time with you

3

talking about another battle for the health of <sup>the</sup> economy -- the struggle against excessive regulation. A level playing field outside the United States is all well and good, but you'll never reach it if you have to run yourselves to exhaustion right here at home on an uphill treadmill of overzealous regulation.

In my State of the Union Message, I instituted a 90-day freeze on all proposed and existing federal regulations that could affect economic growth. As much as possible, we are now speeding up rules that will help growth and <sup>are</sup> halting rules that would harm the economy.

I am very concerned about the well-being of America's health technology businesses. Our whole future depends on innovative industries like yours. The Commerce Department recently reported that America's health technology industry is the strongest in the world -- but that if current political and economic trends continue, it would slip behind European and Asian competitors by the end of this decade. And need I say what one of those negative trends is? It is government regulation.

As long as I am President I am determined to roll back the tide of over-regulation. After the 90-day freeze, I'll introduce reform legislation to correct unreasonable rules we can't change simply through executive action. And I will fight with all my might the Congressional liberals who try to impose new and unreasonable regulatory burdens on Americans' livelihood. I've already served notice, for instance, that I oppose the so-called FDA enforcement bill. If Congress sends me any more legislation

(CITEES) which would needlessly impose additional costly regulatory burdens on industry.

4

with excessive regulation in it, I'll veto it as soon as it hits my desk.

As long as I am President, I'll work to cut needless red tape and get life-saving drugs and devices to those who need them. Regulation of the healing arts and health technologies must be based on sound science -- not on ideological politics and scare tactics. ↙

And we need to heal something else -- a legal system that is emptying our wallets and tearing our social fabric apart. That's why I'm asking your support for my proposals to reform the liability system and the civil justice system. You know how bad the epidemic of lawsuits has become: Doctors have quit delivering babies because they fear malpractice suits. Parents won't coach little league for fear of liability suits. I want to be president of a country where people spend more time helping each other than they do suing each other.

Our economy will be strong only so long as it's free. That's the lesson you innovators at Stryker have learned in markets at home and around the world. It's a principle I'll fight for in the public arena, in my go-arounds with Congress -- and as Chief Executive of the departments and agencies that regulate American business.

Thanks again for your warm welcome. And may God bless the strongest, bravest, freest country on earth -- the United States of America.

# # #

We have reviewed the draft remarks and have not yet been able to verify, as cited in the draft for the "health care technology industry," the R&D to revenue ratio or the foreign trade surplus. We will continue to press the industry association, Health Industry Manufacturers Association, for these data. As of 4:30 p.m. they were not yet able to identify the exact data coverage or its source. According to the ITA industry expert, Michael Fuchs, the data cited in the draft were obtained by the White House from this association.

THE WHITE HOUSE

WASHINGTON

92 MAR 11 P4:52

March 11, 1992

MEMORANDUM FOR DAN MCGROARTY

FROM: ROGER B. PORTER *RBP*  
SUBJECT: Presidential Remarks: Stryker Medical Corporation

We have reviewed the attached remarks and have noted several suggested changes on the draft. We strongly suggest that the language threatening a veto of the FDA enforcement bill be deleted since it unnecessarily restricts the range of options open to the President as the legislation moves forward.

Please let us know if you have any questions or if we may help in any other way.

cc: Phillip D. Brady

WHITE HOUSE STAFFING MEMORANDUM

DATE: 3/11/92 ACTION/CONCURRENCE/COMMENT DUE BY: TODAY, 3/11/92 4:00pm

PRESIDENTIAL REMARKS: STRYKER MEDICAL CORPORATION  
 SUBJECT: KALAMAZOO, MICHIGAN - 3/13/92

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input type="checkbox"/>	<input type="checkbox"/>	MOORE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CALIO	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROLLINS	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MCGROARTY	<input type="checkbox"/>	<input checked="" type="checkbox"/>

REMARKS:

Please forward your comments directly to Dan McGroarty, Rm. 122, x2930, no later than 4:00 p.m., TODAY, WEDNESDAY, MARCH 11, with a copy to this office. Thank you.

RESPONSE:

PHILLIP D. BRADY  
 Assistant to the President  
 and Staff Secretary  
 Ext. 2702

(Duggan/Gershowitz/Nix)  
March 10, 1992  
Draft One  
Stryker

2 MAR 11 11:03

PRESIDENTIAL REMARKS: STRYKER MEDICAL CORPORATION  
KALAMAZOO, MICHIGAN  
FRIDAY, MARCH 13, 1992  
[time]

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I am proud of how you at Stryker have gone abroad and ~~captured~~ <sup>DEVELOPED</sup> new markets for your high-quality American products.

Exports as a portion of your sales have risen steadily and now account for almost one third of all your sales. You have increasing numbers of customers in Canada and Mexico and Europe - - and you're the number one seller of artificial hips in Japan.

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\\

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~~with excessive regulation in it, I'll veto it as soon as it hits my desk.~~

As long as I am President, I'll work to cut needless red tape and get life-saving drugs and devices to those who need

them. ~~Regulation of the healing arts and health technologies~~ I'LL RESIST THE PLEAS FROM THOSE WHO SAY THE WAY WE CAN CONTROL HEALTH COSTS IS THROUGH

~~must be based sound science -- not on ideological politics and AND BUREAUCRATIC RULE. THAT'S NOT THE KIND OF HEALTH CARE AMERICANS WANT. scare tactics.~~ GOVERNMENT-SET TOTAL HEALTH BUDGETS. THAT'S THE PATH TO CENTRALIZED CONTROL

And we need to heal something else -- a legal system that is emptying our wallets and tearing our social fabric apart. That's why I'm asking your support for my proposals to reform the liability system and the civil justice system. You know how bad the epidemic of lawsuits has become: Doctors have quit delivering babies because they fear malpractice suits. Parents won't coach little league for fear of liability suits. I want to be president of a country where people spend more time helping each other than they do suing each other.

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Thanks again for your warm welcome. And may God bless the strongest, bravest, freest country on earth -- the United States of America.

# # #

*Carol*

**Memorandum for Speechwriting Staff**

**From:** Dan McGroarty

**Regarding:** *Straker*

---

**Please return your comments to  
Room 122 by:**

*3pm*

**Today's Date:** MAR 11 1992

(Duggan/Gershowitz/Nix)  
March 10, 1992  
Draft One  
Stryker

PRESIDENTIAL REMARKS: STRYKER MEDICAL CORPORATION  
KALAMAZOO, MICHIGAN  
FRIDAY, MARCH 13, 1992  
[time]

[Acknowledgments]

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~~Let me offer a personal note. I'm a grandfather -- and time after time in recent years I've seen modern medical devices work miracles for other grandparents. I've seen grandparents who had been hobbled for years with arthritis. Now they're running and playing again with their grandkids. Those miracles are thanks to the advances your industry has made with artificial joints.~~

I am proud of how you at Stryker have gone abroad and captured new markets for your high-quality American products.

~~Exports as a portion of your sales~~ have risen steadily and now account for almost one third of all your sales. You have increasing numbers of customers in Canada and Mexico and Europe -- and you're the number one seller of artificial hips in Japan.

Your industry is growing and creating good jobs for Americans because you give as good as you get. The health care technology industry, which is made up mostly of smaller companies like Stryker, invests an average of 6.3 percent of revenues in

*Are you really going to make him say this?*

*betser flow*

*too cheesy - makes him sound like he's saying he's more fit than other grand*

*you*

*There's gotta be a joke about this! ☺*

research and development. That is nearly double the national manufacturing average.

Your industry alone provides the United States with a favorable balance of foreign trade of four billion dollars. You're solid proof that, given a level playing field, American workers can outthink, outperform and outproduce anyone, any<sup>where</sup> ~~place~~ in the world. \\  
 \

Some people can't seem to understand this. They see the challenges of the global economy and they say: Let's draw the blinds, bolt the doors and maybe the world will go away. They push protectionism -- which really means surrender.

The defeatists may carp, but over time they'll become irrelevant. The future belongs to those who have the will to compete. And for my part, I'll continue working with you to open up new markets in Mexico and South America and around the globe.

I'm also working urgently for a climate more favorable for prosperity at home. ~~Later today I'll give a longer speech to the Economic Club of Detroit. There, I'll go into greater detail about the economic growth plan I've asked Congress to pass by March 20.~~ <sup>be speaking to the</sup> ~~Later today I'll give a longer speech to the~~ <sup>plan to</sup> ~~Economic Club of Detroit. There, I'll go into greater detail~~ about the economic growth plan I've asked Congress to pass by ~~March 20.~~ We need new incentives to get the economy moving -- for instance, a new investment tax allowance. We need to get real estate up and running -- and that means Congress should pass my \$5,000 tax credit for young people buying their first homes. We need to reward the risk-takers who create new jobs -- and that means; cut the tax on capital gains. \\  
 \

But I'd like to spend the rest of my ~~brief~~ time with you

talking about another battle for the health of <sup>the</sup> economy -- the struggle against excessive regulation. ← A level playing field outside the United States is all well and good, but you'll never reach it if you have to run yourselves to exhaustion right here at home on an uphill treadmill of overzealous regulation.

In my State of the Union <sup>Address</sup> ~~Message~~, I instituted a 90-day freeze on all proposed and existing federal regulations that could affect economic growth. As much as possible, we are now speeding up rules that will help growth, and halting ~~the~~ <sup>the best</sup> rules that would harm the economy.

I am very concerned about the well-being of America's health technology businesses. Our whole future depends on innovative industries like yours. The Commerce Department recently reported that America's health technology industry is <sup>currently</sup> the strongest in the world -- but that if current political and economic trends continue, it would slip behind European and Asian competitors by the end of this decade. And need I say what one of those negative trends is? It is government regulation.

As long as I am President I am determined to roll back the tide of over-regulation. After the 90-day freeze, I'll introduce reform legislation to correct unreasonable rules we can't change simply through executive action. And I will fight with all my might the Congressional liberals who try to impose new and unreasonable regulatory burdens on Americans' livelihood. I've already served notice, for instance, that I oppose the so-called FDA enforcement bill. If Congress sends me any more legislation

*Make sure only libs. have proposed dumb Repts. have...*

with excessive regulation in it, I'll veto it as soon as it hits my desk.

As long as I am President, I'll work to cut needless red tape and get life-saving drugs and devices to those who need them. Regulation of the healing arts and health technologies must be based sound science -- not on ideological politics and scare tactics.

And we need to heal something else -- a legal system that is emptying our wallets and tearing our ~~social fabric~~ <sup>society</sup> apart. That's why ~~I'm~~ <sup>I am</sup> asking your support for my proposals to reform the liability system and the civil justice system. You know how bad the epidemic of lawsuits has become: Doctors have quit delivering babies because they fear malpractice suits. Parents won't coach little league for fear of liability suits. I want to be ~~president~~ <sup>president</sup> of a country where people spend more time helping each other than they do suing each other.

Our economy will be strong only so long as it's free. That's the lesson you innovators at Stryker have learned in markets at home and around the world. It's a principle I'll fight for in the public arena, in my go-arounds with Congress -- and as Chief Executive of the departments and agencies that regulate American business.

Thanks again for your warm welcome. And may God bless the strongest, bravest, freest country on earth -- the United States of America.

# # #

92 MAR 11 P4:11 WHITE HOUSE STAFFING MEMORANDUM

DATE: 3/11/92 ACTION/CONCURRENCE/COMMENT DUE BY: TODAY, 3/11/92 4:00pm

SUBJECT: PRESIDENTIAL REMARKS: STRYKER MEDICAL CORPORATION  
KALAMAZOO, MICHIGAN - 3/13/92

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input type="checkbox"/>	<input type="checkbox"/>	MOORE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CALIO	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROLLINS	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MCGROARTY	<input type="checkbox"/>	<input checked="" type="checkbox"/>

REMARKS:

Please forward your comments directly to Dan McGroarty, Rm. 122, x2930, no later than 4:00 p.m., TODAY, WEDNESDAY, MARCH 11, with a copy to this office. Thank you.

RESPONSE:

*Please see comments.*

PHILLIP D. BRADY  
Assistant to the President  
and Staff Secretary  
Ext. 2702

(Duggan/Gershowitz/Nix)  
March 10, 1992  
Draft One  
Stryker

2 MAR 11 11:03

PRESIDENTIAL REMARKS:     STRYKER MEDICAL CORPORATION  
                                  KALAMAZOO, MICHIGAN  
                                  FRIDAY, MARCH 13, 1992  
                                  [time]

[Acknowledgments]

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Let me offer a personal note. I'm a grandfather -- and time after time in recent years I've seen modern medical devices work miracles for other grandparents. I've seen grandparents who had been hobbled for years with arthritis. Now they're running and playing again with their grandkids. Those miracles are thanks to the advances your industry has made with artificial joints.

I am proud of how you at Stryker have gone abroad and captured new markets for your high-quality American products. Exports as a portion of your sales have risen steadily and now account for almost one third of all your sales. You have increasing numbers of customers in Canada and Mexico and Europe - and you're the number one seller of artificial hips in Japan.

Your industry is growing and creating good jobs for Americans because you give as good as you get. The health care technology industry, which is made up mostly of smaller companies like Stryker, invests an average of 6.3 percent of

revenues in research and development. That is nearly double the national manufacturing average.

Your industry alone provides the United States with a favorable balance of foreign trade of four billion dollars. You're solid proof that, given a level playing field, American workers can outthink, outperform and outproduce anyone, anyplace in the world. \\

Some people can't seem to understand this. They see the challenges of the global economy and they say: Let's draw the blinds, bolt the doors and maybe the world will go away. They push protectionism -- which really means surrender.

The defeatists may carp, but over time they'll become irrelevant. The future belongs to those who have the will to compete. And for my part, I'll continue working with you to open up new markets in Mexico and South America and around the globe.

I'm also working urgently for a climate more favorable for prosperity at home. Later today I'll ~~give a longer speech~~ <sup>address</sup> to the Economic Club of Detroit. There, I'll go into greater detail about the economic growth plan I've asked Congress to pass by March 20. We need new incentives to get the economy moving -- for instance, a new investment tax allowance. We need to get real estate up and running -- and that means Congress should pass my \$5,000 tax credit for young people buying their first homes. We need to reward the risk-takers who create new jobs -- and that means <sup>cutting</sup> ~~out~~ the tax on capital gains.

But I'd like to spend the rest of my brief time with you

talking about another battle for the health of <sup>the</sup> economy -- the struggle against excessive regulation. A level playing field outside the United States is all well and good, but you'll never reach it if you have to run yourselves to exhaustion right here at home on an uphill treadmill of overzealous regulation.

In my State of the Union Message, I instituted a 90-day freeze on all proposed and existing federal regulations that could affect economic growth. As much as possible, we are now speeding up rules that will help growth and halting rules that would harm the economy.

I am very concerned about the well-being of America's health technology businesses. Our whole future depends on innovative industries like yours. The Commerce Department recently reported that America's health technology industry is the strongest in the world -- but that if current political and economic trends continue, it would slip behind European and Asian competitors by the end of this decade. And need I say what one of those negative trends is? It is government regulation.

As long as I am President I am determined to roll back the tide of over-regulation. After the 90-day freeze, I'll introduce reform legislation to correct unreasonable rules we can't change simply through executive action. And I will fight with all my might the Congressional liberals who try to impose new and unreasonable regulatory burdens on Americans' livelihood. I've already served notice, for instance, that I oppose the so-called FDA enforcement bill. If Congress sends me any more legislation

with excessive regulation in it, I'll veto it as soon as it hits my desk.

As long as I am President, I'll work to cut needless red tape and get life-saving drugs and devices to those who need them. Regulation of the healing arts and health technologies must be based sound science -- not on ideological politics and scare tactics.

And we need to heal something else -- a legal system that is emptying our wallets and tearing our social fabric apart. That's why I'm asking your support for my proposals to reform the liability system and the civil justice system. You know how bad the epidemic of lawsuits has become: Doctors have quit delivering babies because they fear malpractice suits. Parents won't coach little league for fear of liability suits. <sup>volunteers stop helping</sup> I want to ~~be~~ <sup>in other</sup> be president of a country where people spend more time helping each other than they do suing each other. ~~need.~~

Our economy will be strong only so long as it's free. That's the lesson you innovators at Stryker have learned in markets at home and around the world. It's a principle I'll fight for in the public arena, in my go-arounds with Congress -- and as Chief Executive of the departments and agencies that regulate American business.

Thanks again for your warm welcome. And may God bless the strongest, bravest, freest country on earth -- the United States of America.

# # #

92 MAR 11 P12:43

WHITE HOUSE STAFFING MEMORANDUM



DATE: 3/11/92 ACTION/CONCURRENCE/COMMENT DUE BY: TODAY, 3/11/92 4:00pm

SUBJECT: PRESIDENTIAL REMARKS: STRYKER MEDICAL CORPORATION KALAMAZOO, MICHIGAN - 3/13/92

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SKINNER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCBRIDE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input type="checkbox"/>	<input type="checkbox"/>	MOORE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CALIO	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROLLINS	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	YEUTTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	FINDLAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	KAUFMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	MCGROARTY	<input type="checkbox"/>	<input checked="" type="checkbox"/>

REMARKS:

Please forward your comments directly to Dan McGroarty, Rm. 122, x2930, no later than 4:00 p.m., TODAY, WEDNESDAY, MARCH 11, with a copy to this office. Thank you.

RESPONSE:

OK  
BT  
SPR

PHILLIP D. BRADY  
Assistant to the President  
and Staff Secretary  
Ext. 2702

(Duggan/Gershowitz/Nix)  
March 10, 1992  
Draft One  
Stryker

32 MAR 11 11:03

PRESIDENTIAL REMARKS:     STRYKER MEDICAL CORPORATION  
                                  KALAMAZOO, MICHIGAN  
                                  FRIDAY, MARCH 13, 1992  
                                  [time]

[Acknowledgments]

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revenues in research and development. That is nearly double the national manufacturing average.

Your industry alone provides the United States with a favorable balance of foreign trade of <sup>(BOSKIN)</sup> ~~four~~ <sup>three</sup> billion dollars. You're solid proof that, given a level playing field, American workers can outthink, outperform and outproduce anyone, anyplace in the world. \\

Some people can't seem to understand this. They see the challenges of the global economy and they say: Let's draw the blinds, bolt the doors and maybe the world will go away. They push protectionism -- which really means surrender.

The defeatists may carp, but over time they'll become irrelevant. The future belongs to those who have the will to compete. And for my part, I'll continue working with you to open up new markets in Mexico and South America and around the globe.

I'm also working urgently for a climate more favorable for prosperity at home. Later today I'll give a longer speech to the Economic Club of Detroit. There, I'll go into greater detail about the economic growth plan I've asked Congress to pass by March 20. We need new incentives to get the economy moving -- for instance, a new investment tax allowance. We need to get real estate up and running -- and that means Congress should pass my \$5,000 tax credit for young people buying their first homes. We need to reward the risk-takers who create new jobs -- and that means cut the tax on capital gains.

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Thanks again for your warm welcome. And may God bless the strongest, bravest, freest country on earth -- the United States of America.

# # #

CRAM

(Duggan/Gershowitz/Nix)  
March 10, 1992  
Draft One  
Stryker

PRESIDENTIAL REMARKS:      STRYKER MEDICAL CORPORATION  
   KALAMAZOO, MICHIGAN  
   FRIDAY, MARCH 13, 1992  
   [time]

[Acknowledgments]

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# # #

OFFICE OF THE VICE PRESIDENT  
WASHINGTON

**DATE:** March 11, 1992

**TO:** Dan McGroarty, Rm 122

**FROM:** John J. Cahrssen  
Associate Director  
The Council on Competitiveness

FYI

Comment

Comments on draft Presidential remarks:  
Stryker Medical Corporation

cc: Phil Brady

(Duggan/Gershowitz/Nix)  
March 10, 1992  
Draft One  
Stryker

02 MAR 11 11:03

PRESIDENTIAL REMARKS:     STRYKER MEDICAL CORPORATION  
                                  KALAMAZOO, MICHIGAN  
                                  FRIDAY, MARCH 13, 1992  
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I am very concerned about the well-being of America's health technology businesses. Our whole future depends on innovative industries like yours. The Commerce Department recently reported that America's health technology industry is the strongest in the world -- but that if current political and economic trends continue, it would slip behind European and Asian competitors by the end of this decade. <sup>I am concerned that the number of new device approvals has dropped dramatically</sup> And need I say what one of those negative trends is? <sup>U.S. regulation can force U.S. business to move factories and jobs off-shore.</sup> It is government regulation.

As long as I am President I am determined to roll back the tide of over-regulation. After the 90-day freeze, I'll introduce reform legislation to correct unreasonable rules we can't change simply through executive action. And I will fight with all my might the Congressional liberals who try to impose new and unreasonable regulatory burdens on Americans' livelihood. I've already served notice, for instance, that I oppose the so-called FDA enforcement bill. If Congress sends me any more legislation

with excessive regulation in it, I'll veto it as soon as it hits my desk.

As long as I am President, I'll work to cut needless red tape and get life-saving drugs and devices to those who need them. Regulation of the healing arts and health technologies, <sup>must respond to patients' needs</sup> and must be based <sup>on</sup> sound science -- not on ideological politics and scare tactics. <sup>And in case, the bureaucrats in federal agencies don't get the message, I mean stop.</sup>

And we need to heal something else -- a legal system that is emptying our wallets and tearing our social fabric apart. That's why I'm asking your support for my proposals to reform the liability system and the civil justice system. You know how bad the epidemic of lawsuits has become: Doctors have quit delivering babies because they fear malpractice suits. Parents won't coach little league for fear of liability suits. I want to be president of a country where people spend more time helping each other than they do suing each other.

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Thanks again for your warm welcome. And may God bless the strongest, bravest, freest country on earth -- the United States of America.

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(Duggan/Gershowitz/Nix)  
March 10, 1992  
Draft One  
Stryker

PRESIDENTIAL REMARKS:     STRYKER MEDICAL CORPORATION  
                                  KALAMAZOO, MICHIGAN  
                                  FRIDAY, MARCH 13, 1992  
                                  [time]

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I'm here to salute an outstanding group of competitors in one of our leading-edge industries. Stryker is celebrated across the nation and around the world for the quality of your products and the excellence of your management. You're leaders in an innovative industry that makes our country proud.

Let me offer a personal note. I'm a grandfather -- and time after time in recent years I've seen modern medical devices work miracles for other grandparents. I've seen grandparents who had been hobbled for years with arthritis. Now they're running and playing again with their grandkids. Those miracles are thanks to the advances your industry has made with artificial joints.

I am proud of how you at Stryker have gone abroad and captured new markets for your high-quality American products. Exports as a portion of your sales have risen steadily and now account for almost one third of all your sales. You have increasing numbers of customers in Canada and Mexico and Europe - - and you're the number one seller of artificial hips in Japan.

Your industry is growing and creating good jobs for Americans because you give as good as you get. The health care technology industry, which is made up mostly of smaller companies like Stryker, invests an average of 6.3 percent of revenues in

research and development. That is nearly double the national manufacturing average.

Your industry alone provides the United States with a favorable balance of foreign trade of four billion dollars. You're solid proof that, given a level playing field, American workers can outthink, outperform and outproduce anyone, anyplace in the world. \\

Some people can't seem to understand this. They see the challenges of the global economy and they say: Let's draw the blinds, bolt the doors and maybe the world will go away. They push protectionism -- which really means surrender.

The defeatists may carp, but over time they'll become irrelevant. The future belongs to those who have the will to compete. And for my part, I'll continue working with you to open up new markets in Mexico and South America and around the globe.

I'm also working urgently for a climate more favorable for prosperity at home. Later today I'll give a longer speech to the Economic Club of Detroit. There, I'll go into greater detail about the economic growth plan I've asked Congress to pass by March 20. We need new incentives to get the economy moving -- for instance, a new investment tax allowance. We need to get real estate up and running -- and that means Congress should pass my \$5,000 tax credit for young people buying their first homes. We need to reward the risk-takers who create new jobs -- and that means cut the tax on capital gains.

But I'd like to spend the rest of my brief time with you

talking about another battle for the health of economy -- the struggle against excessive regulation. A level playing field outside the United States is all well and good, but you'll never reach it if you have to run yourselves to exhaustion right here at home on an uphill treadmill of overzealous regulation.

In my State of the Union Message, I instituted a 90-day freeze on all proposed and existing federal regulations that could affect economic growth. As much as possible, we are now speeding up rules that will help growth and halting rules that would harm the economy.

I am very concerned about the well-being of America's health technology businesses. Our whole future depends on innovative industries like yours. The Commerce Department recently reported that America's health technology industry is the strongest in the world -- but that if current political and economic trends continue, it would slip behind European and Asian competitors by the end of this decade. And need I say what one of those negative trends is? It is government regulation.

As long as I am President I am determined to roll back the tide of over-regulation. After the 90-day freeze, I'll introduce reform legislation to correct unreasonable rules we can't change simply through executive action. And I will fight with all my might the Congressional liberals who try to impose new and unreasonable regulatory burdens on Americans' livelihood. I've already served notice, for instance, that I oppose the so-called FDA enforcement bill. If Congress sends me any more legislation

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