

Chronological: Northrop Corporation, Hawaii Business Development System, 1985-12-06

Senator Daniel K. Inouye Papers
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news from

Senator DANIEL K. INOUE

topic: SPEECH BY SENATOR DANIEL K. INOUE
Northrop Corporation, Hawaii Business
Development Symposium

date: Friday, December 6, 1985 1:15 p.m.
Blaisdell Center, Honolulu, Hawaii

release date: Friday, December 6, 1985

This is the second in a series of Hawaii Business Development Symposiums sponsored by the Northrop Corporation, which has sent to Hawaii its top executives for this event. Admittedly, the first symposium in September did not attract as large an audience as was hoped. But those who did attend found it informative, and word quickly spread throughout the business community. Interest began to mount and people asked for another chance. Today is that second chance.

I would reiterate that I am most grateful to Northrop for showing special interest in Hawaii and for opening the door to Hawaii businesses to participate in cooperative endeavors. As one of our nation's major aerospace manufacturers, Northrop's sales through the first three quarters of 1985 totaled \$3.53 billion.

Of special interest to Hawaii, Northrop deals with 35,000 suppliers and plans to add 10,000 more. Most persons, in considering Northrop, might assume that all its work is in the defense field. But it is diversified--like most major corporations--and specializes in aircraft, electronics and support services. Therefore it purchases from its subcontractors a wide variety of goods and services; everything from handtowels and pencils to computers and chemicals. It must obtain seat covers for commercial 747s as well as gasoline to fuel the planes.

Even if your firm may not be successful in selling to Northrop, this is an excellent opportunity to learn about what small businesses can produce for larger companies. We in Hawaii must not deceive ourselves into thinking that we are too small or too distant to be of commercial interest. In a world so dependent on international trade, a distance of 3,000 miles can easily be overcome. We must think of the Pacific Ocean not as an obstacle, but as a highway with routes throughout the West Coast, Asia and beyond.

The single most important concern of Hawaii's citizens is jobs, and with good reason. As directed by

Congress, the federal government, through defense and other expenditures and policies such as the domestic sugar support program, does contribute to job creation in Hawaii. But it can only do so much, especially in this period of balanced budget plans, such as the Gramm-Rudman bill.

It would greatly assist Hawaii's efforts to diversify our economy if local firms could operate as subcontractors to Northrop and other large corporations. We can entice them to visit Hawaii but in order to keep them here we must provide the right conditions in terms of the rules and regulations that govern our state.

Cosponsoring today's gathering are the Chamber of Commerce of Hawaii, the Economic Development Corporation of Honolulu, and the University of Hawaii College of Business Administration. It is by joining the forces of business, civic groups and the academic community as we have done today that we can best promote a healthy climate for local and Mainland investments in the economy--and the future--of Hawaii.

With that message, please accept my best wishes for a most productive discussion.

December 6, 1985
NORTHROP CORP. HAWAII BUSINESS DEVELOP-
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I WOULD REITERATE THAT I AM MOST GRATEFUL TO NORTHROP FOR SHOWING SPECIAL INTEREST IN HAWAII AND FOR OPENING THE DOOR TO HAWAII BUSINESSES TO PARTICIPATE IN COOPERATIVE ENDEAVORS. AS ONE OF OUR NATION'S MAJOR AEROSPACE MANUFACTURERS, NORTHROP'S SALES THROUGH THE FIRST THREE QUARTERS OF 1985 TOTALED \$3.53 BILLION.

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AS DIRECTED BY CONGRESS, THE FEDERAL GOVERNMENT, THROUGH DEFENSE AND OTHER EXPENDITURES AND POLICIES SUCH AS THE DOMESTIC SUGAR SUPPORT PROGRAM, DOES CONTRIBUTE TO JOB CREATION IN HAWAII. BUT IT CAN ONLY DO SO MUCH, ESPECIALLY IN THIS PERIOD OF BALANCED BUDGET PLANS, SUCH AS THE GRAMM-RUDMAN BILL.

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DRAFT SPEECH

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