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"I really enjoy your newsletter. I always learn new things."

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— *The Wall Street Journal, Page One Article: "Early Bird Report: All The News That's Fit For Rumsfeld — Clipping Service Has a Big Following."*

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New Trade Association In Washington Will Pursue Interests Of U.S. Producers

A new coalition is being organized in Washington, D.C., aimed at promoting the interests of U.S. producers of manufactured goods and agricultural products. Labor organizations and ranchers are also expected to be involved.

BY RICHARD McCORMACK

Organizers are in the early stages of creating the Coalition of American Producers, a tentative name that could change. The effort involves about a dozen individuals and is being led by David "Skip" Hartquist, a partner with the law firm of Kelley Drye, and Charles Blum, president of the International Advisory Services Group. Hartquist's clients include the Specialty Steel Industry of North America, the Valve Manufacturers Association, the Copper and Brass Fabricators Council and the China Currency Coalition.

"There is a lot of firepower and enthusiasm" behind the new organization, says Hartquist. "This is a very sophisticated and experienced group of people who have been involved in these activities for decades. They are talking the same language and are very realistic about the challenges of putting something like this together and making sure that

there is a solid agenda with achievable goals."

The proposed coalition will have a fairly narrow focus on promoting policies that encourage investment in U.S. production. It hopes to gain traction by providing policymakers with an organization they can trust to not having been infiltrated by foreign interests. Groups such as the U.S. Chamber and Commerce, the Information Technology Association of America, the American Retail Federation and the National Association of Manufacturers are now being viewed skeptically, having lost the trust of those in Congress and the executive branch due to their stance on issues related to the benefits of offshore outsourcing of labor and production.

The Coalition of American Producers will promote tax incentives for investment in production in the United States. It expects to look at energy policy, health care and increased

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Industry Support Of Academic R&D: A Three-Decade Trend Comes To An End

United States industrial companies are no longer increasing their investment in university research and development, according to the National Science Foundation. "Where has all the money gone?" NSF asks rhetorically in an analysis of the downward trend. "A three-decades-long trend of increasingly strong ties between industry and universities may have ended."

Between 1972 to 2001, industry support for university R&D increased at a faster annual rate than any other source of support for academic R&D, the NSF notes. That long trend has come to an end. Industrial support to colleges in current dollars reached a high of \$2.2 billion in 2001, but has dropped every year since, declining 5.1 percent to \$2.1 billion in 2004, the latest year for data.

U.S. industry has gotten tired of dealing with universities' handling of intellectual property rights, according to an NSF analysis of a National Academies meeting held in April. Now, U.S. companies are increasingly choosing to support

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"The [latest] issue of *Manufacturing News* knocked the breath right out of me. There is so much going on, and so many people just now seeming to wake up to it, that it literally makes me gasp in amazement. A copy of this issue needs to be open on the desk of every manager and executive of every company in the United States."

— *Manufacturing Trade Association Executive*

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— *Chemical Company Executive*

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— *Staff Member to Sen. Jeff Bingaman*

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"I commend you for publishing an excellent source of information on manufacturing-related issues. Both your newsletter and Web site are generally my first line of defense (for the lack of a better expression) when looking for reference materials on globalization and product/process innovations."

— *Executive With Major Professional Society*