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TALKING POINTS PREPARED FOR DELIVERY BY
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YOUNG PRESIDENTS ORGANIZATION
SEMINAR ON FEDERAL GOVERNMENT AND BUSINESS
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- I. Congratulations to group on accomplishments in business.
 - A. They have proved themselves with positive action, have demonstrated willingness and ability to work hard and successfully within economic system.
- II. Their success has depended largely on ability to manage large and small businesses successfully. This includes sound energy management.
 - A. The rapid increase in energy prices over the past two years has meant that the cost of energy in manufacturing and service industries can no longer be taken for granted, and energy planning is just as important a budget item as other traditional considerations.
- III. Energy conservation is one of the few areas which has built-in benefits for all parties.
 - A. It benefits the company which practices conservation by lowering its fuel costs.



- B. It benefits the ultimate consumers of the company's products by holding energy-based cost increases to a minimum.
- C. It benefits labor by making the company's products more competitive in the marketplace.
- D. And it benefits the entire country -- all American citizens and consumers, by reducing our requirements for energy now, and thus reducing our need for imports of foreign oil to meet our energy demands.

IV. Energy conservation is good business practice.

- A. It is the only avenue which brings about immediate savings, and buys the necessary time for development of domestic energy resources and development of alternative supplies of energy to meet future needs.
- B. In many cases it is relatively simple, and can be accomplished with minimal changes in operating procedure.
- C. It can have substantial and identifiable cost-effectiveness. Money spent on conservation measures in most cases is recovered over a short period of time through decreases in energy costs.



V. The active support of industry and business leaders is essential for an effective conservation program.

A. Business leaders have to recognize the fact that energy prices are never again going to fall to the bargain basement levels of the past.

B. Decisions on purchasing new equipment and manufacturing new products will have to take into account the energy costs involved, and the payback from installation of energy-conserving equipment over the long term -- and frequently in the near term.

VI. Active support is also needed for programs to develop additional supplies of domestic energy.

A. Neither conservation nor development can do the entire job of reducing our demand for imported oil, but both can work together to meet that goal.

VII. Allowing free enterprise system to work in energy as in other fields has traditionally meant an adequate supply of goods and services for American consumers at reasonable prices.

A. Pricing energy at its true value is a long overdue recognition that in order to have the energy our economy needs to grow and meet the needs of citizens, we must be willing to



encourage freely competitive efforts to find, produce, and develop new supplies of energy from traditional sources, and new forms of energy from new sources.

VIII. Conservation of energy -- whether as a result of more efficient use of fuels in existing installations, or as a result of increased use of new and more energy-effective practices and equipment -- is not just a patriotic thing to do.

A. Conservation makes sound economic sense. As with any manufacturing or business expenditure, it means dollars and cents saved to choose the most efficient way of using energy to accomplish your objective.

IX. Great strides have been made in industrial energy conservation, but many more can be made with sensible advance planning.

A. Administration is counting on continued support and help from business leaders such as the members of the Young Presidents Organization to reach the goals of minimizing energy vulnerability to foreign countries.

