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## Congress of the United States

### House of Representatives

Washington, DC 20515

April 20, 2004

# Hamburger Flipping Flashback #4

### Real Quote from 1993:

*"Let's look at... Bill Gates' options. What does he need in Microsoft? Bright people... What would a PhD in mathematics cost him in India? With bad luck, \$800 a month. Can't get one that price here... So if Bill Gates ever just decided to make money, he'll vacuum out Washington State... go around the world, and we'll have more people out -- you know, cooking hamburgers third shift."*

*Ross Perot, April 22, 1993*

Dear Colleague:

The quote above is from Ross Perot's 1993 Congressional testimony against NAFTA. Surprisingly, it mentions the practice of American companies hiring high-skilled workers in India. Perot believed that expanding international trade in services would send our best technological and scientific jobs to low-wage countries like India, while Americans would be left scrambling for "hamburger flipping jobs" at their local fast food joint.

Today, many still believe that expanding international trade in services will leave Americans with low-wage jobs, destroy American business leadership, and shrink the economy. Contrary to Perot's prediction, Microsoft added thousands of high-paying jobs to the American economy as it expanded abroad, demonstrating the ability of innovative U.S. companies to grow and prosper when given the opportunity to purchase high-quality goods and services at the best possible price.

### Microsoft job facts:

*The number of American jobs created by Microsoft nearly quadrupled from 1993 to 2003  
Average U.S. salary increase: 100 percent*

Encouraging the free flow of goods, services, and capital only enables America's skilled workforce to keep innovating, creating, and competing to meet the demands of the world's consumers. Closing our doors to trade will only devastate our economy.

Sincerely,

A handwritten signature in black ink that reads "David Dreier". The signature is stylized and cursive, with a large loop at the beginning and a long tail.

David Dreier