Moreover, it is the obvious aim of this campaign of intimidation to intensify and to gain political advantage from the savage competition among states as it relates to such matters as the treatment of the unemployed worker and the injured or ill worker. By calling for a more favorable "tax and labor" attitude, the corporations financing this campaign are seeking lower taxes on business and lower wages for workers--each of which would attack the living standards of the American people generally and provide a substantial addition to the already swollen profits of these giant corporations.

It is clear from a reading of the article by the General Electric "consultant" on "Business Climate Development" that all of the devices for creating pressure on legislators and community opinion will be employed to gain the desired ends.

One such device, a favorite of the propagandists, is the use of "surveys" which show what they want them to show. For example, the attached article contains the following:

> "Seriousness of the problem in New York State was pointed up in a recent survey of 1,400 member firms by Associated Industries of New York State. The survey revealed that only 10 percent of the respondents feel New York State has a good business climate. Forty-five percent rate it fair, while another 45 percent rate it poor to very bad.
>
> "Ninety-six percent indicate they think New York is a high cost State, and that the cost of doing business here has increased out of proportion to other comparable industrial States over the past ten years.
>
> "Only 15 percent of the respondents believe that business gets a fair shake from State lawmakers.
>
> "The survey reported that only 21 percent of the respondents would pick New York State for a plant location if they were to start all over again. Sixty-one percent said they would not expand in New York State at the present time."

There are other propaganda devices used in the article. One such is the implied promise that if the objectives of the "climate" campaign are carried out, those communities will receive spectacular rewards, which naturally, it is asserted,will be helpful to the community as a whole.

Thus, we find that "under a favorable business climate, basic industry is encouraged to expand. Supporting firms and services can then do likewise with a multiplying effect on job opportunities and income for the community as a whole."

It is impossible, I believe, to overstate the dangers that lurk behind this innocent-sounding slogan of a Favorable Business Climate. The experience of the people of the State of Michigan should demonstrate the dire consequences that are wrought when such forces unloose their guns of distortion, division and slander. In order to illustrate clearly that experience, it is necessary to direct the attention of the subcommittee to the State of Indiana and relate it to the distressed-areas problem as it exists in that state.