

Mrs. GRIFFITHS. Thank you.

The CHAIRMAN. Any further questions of Mr. Gullander?

If not, Mr. Gullander, we again thank you for bringing to the committee your views and those of your organization. We appreciate your responses to our questions.

Mr. GULLANDER. Thank you, Mr. Chairman.

The CHAIRMAN. Captain Bullen of the National Federation of Independent Business. Mr. Bullen, we will ask you to identify yourself for our record by giving us your name and capacity in which you appear.

**STATEMENT OF GEORGE S. BULLEN, LEGISLATIVE DIRECTOR,
NATIONAL FEDERATION OF INDEPENDENT BUSINESS; ACCOMPANIED BY JEROME GULAN, CONGRESSIONAL LIAISON**

Mr. BULLEN. Mr. Chairman, I am George S. Bullen, legislative director of the National Federation of Independent Business. I have with me my assistant, Mr. Jerome Gulan.

The CHAIRMAN. Glad to have you with us, sir. Do you have copies of your statement available for us?

Mr. BULLEN. Yes, I gave them to the office when I came in, 120 copies.

The CHAIRMAN. It is here. Go right ahead, sir.

Mr. BULLEN. Mr. Chairman, I want to thank you for inviting the National Federation of Independent Business to testify before this committee on a matter which we feel is of the greatest importance to the small business community of this Nation.

The National Federation of Independent Business, founded 24 years ago, now represents more than 239,000 independents.

This means that approximately one out of every 20 small businessmen in the country is a Federation member. Our membership is representative of all facets of the business spectrum including retailing, wholesaling, manufacturing, and the service trades. A check of membership percentages in each category shows that the composition of the Federation is within a few percentage points of the composition of the Nation's entire small business community.

Therefore, we feel that we can reasonably say that the views expressed by our members can be taken as a valid cross section of the views of the 4.7 million enterprises comprising the small business community.

A few months ago we polled our nationwide membership on the question of a tax increase, asking their opinion on what was at that time the administration's current proposal; namely, a 6-percent surcharge on corporate and individual taxes. Our members voted overwhelmingly against the idea, with a majority of 90 percent expressing their opposition.

For your information we have included the question, showing arguments for and against, just as it was put to our members. You can see that only 9 percent were in favor, 90 percent opposed, while 1 percent expressed no opinion.

To save the committee's time, Mr. Chairman, I will omit reading the arguments, but I ask that they be included in the statement.

The CHAIRMAN. All right.

(The information referred to follows:)