

gional Commission, the two organizations which have in recent years been most concerned with and involved in trying to appraise and measure the international component in the New England economy.

Time limitations today prevent any detailed discussion of the analysis which has produced the conclusions and recommendations I am about to present but I shall, of course, be glad to respond to any questions or comments which your committee members or staff may have. The facts which I shall present here and much more will shortly be submitted to the New England Regional Commission in the form of a research monograph, which I hope that the commission, in its wisdom, will decide to publish, but which I feel sure would be available to your committee in any event, should you request it.

I also note from the schedule that you are scheduled to hear my colleague, Professor Bender of Holy Cross, sometime during the day and I am sure he will have a good deal of interesting comments regarding the New England Regional Commission.

Admiral Hull has already identified the specific constituency that we represent here today, that is, the International Business Community of New England. But in the regional context, I think, our constituency is much broader. We speak, really, for all those who benefit from vigorous competition and reduced barriers to trade; the consumer whose cost of living is lower and whose market choices are broadened; the producer whose materials and component inputs are available in greater variety and at lower cost; the exporter whose access to distant markets is improved; the worker and investor whose affiliation with competitively competent enterprises is reflected in higher wages and higher profits; and, yes, even the import-competitive producer who is stimulated to greater adaptability and ingenuity by the competitive challenge.

We are convinced that our country's liberal trade policies of the last 35 years have been good for the Nation as a whole, and for New England in particular. We appear before you, therefore, not as pleaders for a narrow, particular interest, but to advocate the continuation, and amplification of a policy which has led the major trading nations of the world out of the self-destructive and exclusive nationalism of the 1930's and into two post-World War II decades of unprecedented world trade and prosperity.

We advocate competition, Mr. Chairman, as representatives of a region which has been transformed by competition, both domestic and and foreign.

We have been transformed from an area noted for stodgy management, and obsolescent plant, and an uncomfortable dependence on import competitive soft goods industries which had serious difficulty competing with other regions in the United States, let alone with efficient producers abroad. This 20-year transformation process, which has not been without its moments of anguish, has seen the industrial structure changed to one where competitive durable goods producers now constitute 55 percent of our region's manufacturing activity compared with only 43 percent in 1947, with a resultant commensurate improvement in profits and wages.

Today our region's 32 major industries, each of which employs better than 1 percent of our region's industrial workers, are export-