2. That the Congress should develop mechanisms for preventing undue injury to United States firms through import competition, such as in proposals to require clearer marking of foreign goods to identify the country of origin; to provide adequate tariff protection, and to require that the Treasury Department complete its investigations into complaints of dumping within a shorter period of time than is now the practice.

In connection with the foregoing, it must be noted especially that members have expressed approval in many Mandate polls of measures which would base tariffs on differentials in wage costs between foreign and United States industries, in each line of manufacturing.

Radio Talk by Ed Wimmer, President, Forward America, Inc., Public Relations Director, National Federation of Independent Business, Inc.

NEEDED: A POLICY FOR INTERNATIONAL FAIR TRADE

A few years ago I attended a large convention of importers and exporters, and after seeing the high quality of foreign products on display, and talking to representatives of numerous importers whose salesmanship was superb, I asked the conventioners the following questions:

1. Will you accept the charge that no trade is good trade that isn't fair trade, either domestic or foreign?
2. Are you afraid to meet American competition at home or abroad, under tariff regulations or agreements that take into consideration the high taxes and high standard of living in the United States, and thus prevent any importing country from exercising the competitive advantage of low wages and low taxes prevailing in your own land?
3. If you had a wide-open market in the United States, and if your success depended on your merchandising technique and the quality of your goods, do you believe you could capture a satisfactory share of our market, and would you be willing to offer American exporters the same opportunities in your own land?
4. Do you believe that if we allow you to endanger or destroy our toy industry—our steel, shoe, office equipment, textile, glove, motorcycle, plumbing supplies, cattle, creameries, dairy farms, dishes, tile or almost any other line, that you eventually will endanger or destroy the best market you have in the world?

At the end of my talk the wife of a Japanese importer asked: "Why doesn't your government talk to us like this, Mr. Wimmer?" An executive of a Swedish corporation got to his feet and told the audience that he would not only favor any and every attempt to establish a basis for fair trade between nations, but added it could become one of the biggest and most important educational programs ever carried out between nations.

In contrast to this view, we are hearing from all sides that if we fail to allow billions of dollars worth of goods to flow over our borders, at prices no American business can meet, that foreign nations will shut off our exports. We are told that whole industries in the United States must be considered "expendable"; that Congress must appropriate funds to pay off the bankrupt owners, and retrain or keep on welfare, the workers who lose their jobs and the value of their special training—whatever it may be.

Free traders who are challenged on this theory, call the people who believe in a fair exchange of goods and services, protectionists and obstructionists. Congressman Tom Curtis, Missouri, says that free trade has become some sort of sacred cow which to attack is to be "against Motherhood and Christmas." Mr. Curtis inserted a speech by John Morrill, former president of the Electrical Manufacturers Association, in the Congressional Record, which challenged utility companies and other purchasers of low wage, low tax produced equipment with being blind to the long-range benefits of keeping Americans on jobs and American companies in business.

Since the end of the last World War, we pumped billions into foreign nations to help them rebuild their mills and factories. We gave them the know-how; brought them over here to train them in our ways of doing business. In one single industry: textiles, we aided 49 countries, none of which will allow a pound of our textiles to cross their borders. We have bought their tile, steel, shoes, gloves, wallboard, tools, dishes, plastics—you name it—at prices no manufacturer could meet. To make matters worse, hundreds of American manufac-