



By Harry J. Abramson

A Perfect View of “Exporting America” In The Eyes of a Rep

World-renowned business journalist and CNN anchor, Lou Dobbs, dares to expose the most explosive economic issues of our time – the shipment of American jobs to cheap, foreign labor markets. In one of the most attention grabbing books on the subject, Lou Dobbs explains the current state of job outsourcing in a variety of sectors. His fierce, well-presented views express what is good or bad for the U.S. labor force. I believe Lou makes an objective analysis of how outsourcing impacts our economy.

When American manufacturing jobs headed overseas in the 90's, supporters of tariff-free trade argued that newly unemployed workers could simply find jobs in the growing, high tech sector. Unfortunately, multinational corporations soon outsourced white collar and service industry jobs as well. This included customer service, tech support, R&D, programming, radiology diagnostics and, obviously, hundreds of thousands of electronic industry related positions.

The following are excerpts from Lou Dobbs' book, "*Exporting America*," which serve to explain why corporate greed is shipping American jobs overseas.

- Never have there been fewer business leaders willing to commit to our national interest over their selfish interest to the good of the country over that of the companies they lead. And the indifference of those business leaders to the long-term national welfare is nowhere more evident than in the exporting of American jobs to cheap, overseas major markets.

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- The American worker will always lose any global contest decided by the price of labor. As much as we admire what the Chinese and Indians are achieving, Lou does not believe that the U.S. should trade jobs as foreign aid.

- The United States has been unable to establish a trade surplus for the past 28 years. How can any reasonable person ignore the fact that the U.S. is now the largest debtor nation on the face of the earth and in the history of the world?

We have all heard that thousands of people have lost their jobs or have a friend or family member who has lost a job to outsourcing. On too many occasions their companies not only laid them off, but also forced them to train their replacement. It's difficult to understand how anyone could treat a person, a co-worker and colleague – a fellow American – like that.

- Forty state governments now outsource jobs and contracts to foreign countries.

- HMO's, insurance companies, banks and credit card companies are processing **YOUR MEDICAL AND FINANCIAL DATA WITH EMPLOYEES OVERSEAS** – with no laws to protect you against the sharing and releasing of personal information.

- By 2015, over \$150 billion in wages will have shifted from the U.S. to lower wage countries. This loss will seriously impact our tax base.

- Today many American multinational corporations seem to try to transcend their place of origin. They act as though they have grown so large as not to require a home country – They are multinational in every sense of the word and the very term seems to me that they care little about the needs of our nation.

- “Free Trade” agreements have resulted in a flood of imports to the U.S., bringing about a half-trillion-dollar trade deficit.

- Every time you hear about low employment, don't be fooled because many of those out of work have had their benefits expire. The statistics are simply inaccurate.

- Lou Dobbs believes that big business and Washington are working together, trading our nation's livelihood for short-term gains while they undermine our very way of life.

- Our annual trade deficit amounts to 5% of our GDP. It is estimated that 99% of this deficit results from spending on goods and products that we no longer manufacture in the U.S.

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- This faith-based economics that stems to be the hallmark of this administration is leading us into a “no man’s land” of inexplicable possibilities. This administration seems indifferent to the impact of a trade deficit that now amounts to \$4 trillion in external debt. We have to borrow \$3 billion per day to support it. The dollar has plummeted and yet everyone keeps saying “free trade is good for you”. Lou claims that he cannot find anyone for whom free trade is good.

- This past year, enrollments in computer engineering dropped 23%. MIT, arguably one of the most prestigious schools in the world, announced that enrollment in its engineering programs have dropped 33% in the past few years. Chinese schools now graduate more than 350,000 engineers every year. This is far above the 90,000 who graduate from U.S. institutions. What does that say about our engineering future?

- Some of our country’s biggest technology companies brag about the money they spend on research and development. but they don’t always make the distinction about what’s going on

in the U.S. versus other countries. For instance, Microsoft recently pledged \$400 million for R & D in India on top of the already committed \$750 million to China. That’s more than \$1 billion that Microsoft put in other countries, while thousands of software programmers in the U.S. are looking for work.

- The resolution of the outsourcing issue will ultimately determine whether our middle class will diminish or once again flourish: whether we are willing to accept an industry that works only for the wealthy and powerful or will insist on forging a future in which America works for all of us.

Summary

Lou Dobbs performs a valuable service with his book in pointing out the long-term structural damage to the U.S. economy when outsourcing. The problem with most economists, especially those who work for the present administration, is that they fail to look at the other side of the outsourcing equation – mainly what happens to our workers who were outsourced and the impact to our entire economy. I fear that we are eroding our middle class and forcing them to take lower paying jobs with inferior benefits than they had in the manufacturing sector. ■

If you would like to see a complete list of companies in the electronic industry that Lou feels are exporting American jobs, simply email me at habramson@salesmasters.com with the words "Lou's List."