

Dow lobbied until it had abolished the tariffs on its own raw materials (like naptha, at their free trade zone at Bay City, Michigan), while it successfully blocked tariff reductions for the import of petrochemical products in competition with Dow--keeping its costs (and taxes) down and prices up. And while it cried about foreign competition, with their lower costs, here in the U.S., it moved operations abroad to take advantage of those lower costs. Getting its cake and eating it too.

Dow also got the U.S. government to loan money to the Dominican Republic for joint development of 200,000 acres of government land with a consortium that Dow is a part of. The Dominican Republic puts up all the capital (the U.S. loan which must be repaid) and the consortium provides the facilities and technology. And they get their share of the profits. In effect, Dow's profits in the Dominican Republic are subsidized by the U.S. government.

Dow was going to give the same deal to Argentina, Paraguay and Iran. But action on Iran was delayed until the land for the deal was "aggregated" by the government of Iran.

And Dow gets the U.S. to pay for research for its new products (read: profits). "...our approach, particularly in the area of research and development, is to seek programs which can lead the Company into new technology..."--Dow 1967 Annual Report. In other words, Dow gets government contracts to do research in areas Dow can adapt the technology developed at government expense to commercial profits. Subsidized development.

#### GOOD CITIZENSHIP MEANS GOOD BUSINESS

Dow's good citizenship, of course, does not extend to its workers. Dow doesn't mind massive lay-offs--in 1968, between 600-1000 workers were fired at Midland. Job security? Not profitable. And, although it is not a written policy, few women advance and few blacks get jobs. At a recent meeting of the top 50 executives there were no blacks or women. But then, it isn't profitable.

#### RECRUITING MEANS PROFITS TOO AND THE UNIVERSITY HELPS

The university helps Dow, and corporations like it, by doing the war research and training the officers necessary to protect U.S. corporations' investments abroad. And research to protect their investments here. And by permitting recruiting--recruiting which provides the technicians and executives needed by Dow to continue making their profits.

But the university doesn't do it out of citizenship. The University of Michigan holds \$1.3 million in Dow stock. And when Dow profits, the university profits.

#### DOW--RECRUITING FOR GOOD CITIZENSHIP

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