

AFL-CIO Endorses Kennedy--Johnson

If Sales Make Jobs, Where Are They?

"There is a direct, positive relationship among sales, profits, investments and job creation that seems so obvious to me that I marvel at the illogic of those who bewail unemployment with one breath and decry profits with the next," so said G.E. President Robert Paxton in May of this year.

We believe Mr. Paxton's philosophy to be sound, but he must be speaking out of his role as President of G. E. for the facts show that as sales and profits have gone up, jobs have gone down in G. E.

In the two-year period 1957-1959, with profits up 15% and sales virtually stationary, employment dropped 32,000 or by 11 1/2%.

In the last five years, employment has dropped and still G.E. tells us not to worry in its flowery full-page ads.

G.E. also claims it is in a desperate struggle to compete."

We are warned in each location that is must rigorously cut back expenditures and incur no new ones lest it go out of business. This story is told to us in an effort to speed us up, to reduce employment, or to limit our justifiable demands.

The facts remain that we as G.E. workers, because of our know-how, have helped make General Electric the third largest company in the U.S. and for this

G.E. says continue working hard, learn new methods, but under no circumstances can G.E. promise employment security.

Well, G.E. had better take a long, hard look at the IUE Employment Security demands this year because G.E. workers want, and need Employment Security this year and intend to secure it.

If you don't REGISTER—
..... You can't VOTE!

BE SURE TO REGISTER!

Washington--The AFL-CIO has strongly endorsed and called for the election of John F. Kennedy and Lyndon B. Johnson as "in the best interests of the United States and of the labor movement."

The federation's general board urged all AFL-CIO members to give the Kennedy-Johnson ticket "full and unstinting support" on the basis of the "sharp and clear" contrast between the platforms, records and candidates of the Democratic and Republican parties.

The General Board—composed of the representatives of 134 affiliated unions, trade and industrial departments and the Executive Council—backed up its position with a detailed comparison of the party platforms with the AFL-CIO program and an analysis of the voting records of Kennedy and Vice-Pres. Nixon.

The board statement called Kennedy "intelligent, articulate and forceful," adding that "on almost every issue between the money interest and the people's interest—housing, schools, health and all the rest—Kennedy voted with the people, Nixon against the people."

Nixon's history as a "partisan campaigner both for himself and the national ticket," the board said, "raise grave questions of his fitness." Noting that he had impinged the loyalty of numerous opponents including "a President of the United States," the statement added that "since he is neither naive nor uninformed we must conclude he knew better in every case."

A comparative voting record compiled by the Committee on Political Education going back to 1947 revealed that on 131 key votes Kennedy voted 91.6 percent "right" from labor's viewpoint and "wrong" on .02 percent.

Nixon's record on 77 key votes was 13 percent "right" and 76.6 percent "wrong."

The voting record covers civil rights, civil service, consumer, education, foreign policy, health, housing immigration, labor, migratory labor, minimum wage, public power, small business, social security, taxes, tidelands and veterans.

LOCAL 301 NEWS

IUE 301 AFL-CIO

Vol. 7, No. 34 The Voice of GE Workers, Local 301, Schenectady, N. Y. September 9, 1960

ANALYSIS OF GE PROPOSALS

After holding up their proposals for 6 weeks (18 meetings), General Electric's New York officials have instructed local managements throughout the country to take the negotiations to the employees in an attempt to stampede the Union's Negotiating Committee into accepting the company's first offer which is not satisfactory.

The General Electric Company has been gearing up their community and employee relations machinery for several months, preparing a "take it or leave it" offer. The premeditated plans of G.E. to stampede the community and the G.E. employees into accepting their contract proposals were cooked up several months ago along with the contract proposals.

Old Boulware Plan

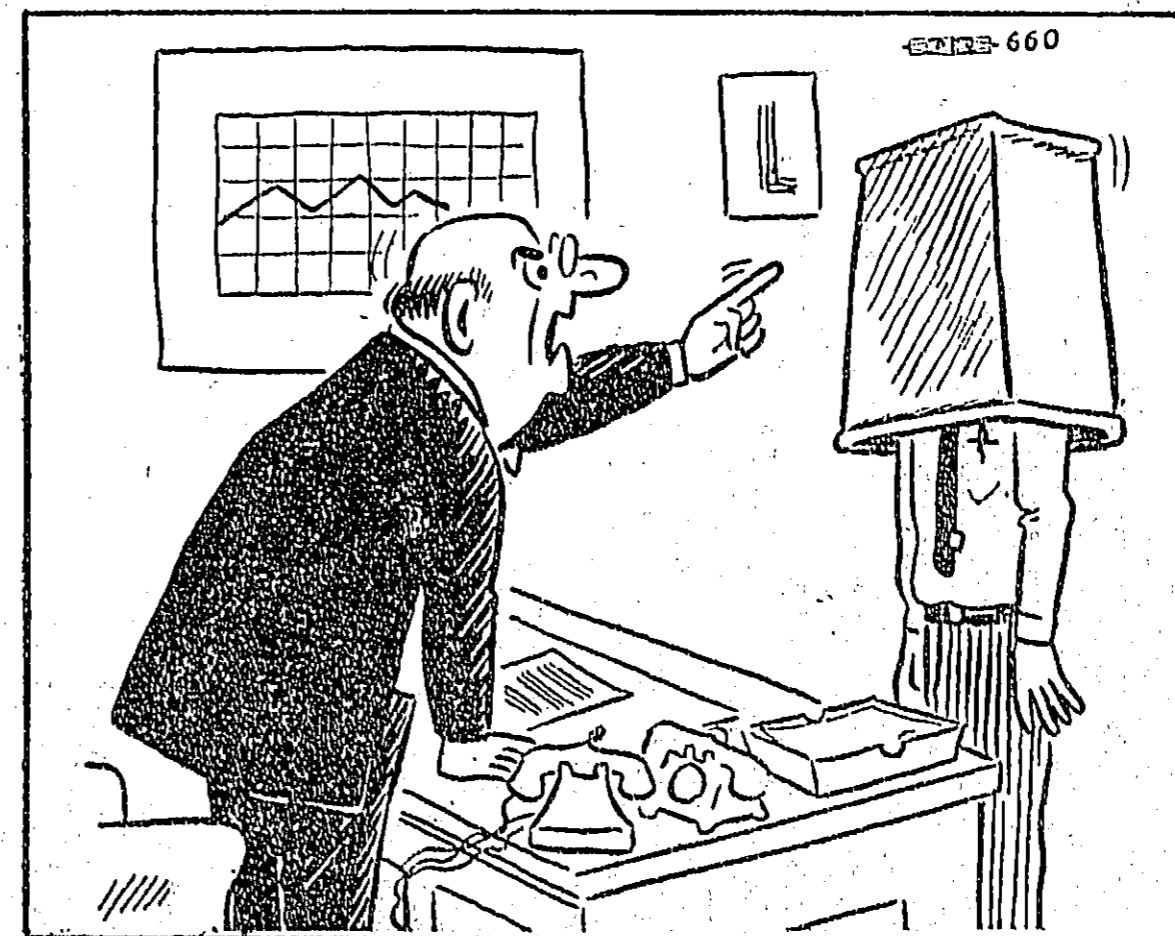
THE OLD BOULWARE PLAN OF "TAKE IT OR LEAVE IT" IS BEGINNING TO SHOW ITS IMAGE EVEN THOUGH THE COMPANY'S NEW MR. MOORE TRIED TO GIVE THE BARGAINING SESSIONS A FLAVOR OF NEGOTIATING IN GOOD FAITH, BARGAINING ON THE MERITS AS THEY AFFECT THE NEEDS OF THE GENERAL ELECTRIC WORKERS.

While the New York "Brass Hats" of General Electric continue to sit in bargaining sessions with the Union, they have refused to budge from their original offer in any way.

The General Electric's proposal is designed to have the employees pay for any of the minor improvements in the company offer, including the proposed 7% wage increase during a 3-year contract.

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... that old refrain



"WHOEVER YOU ARE, YOU CAN TELL THE EMPLOYEES THAT I SAID NO TO THEIR DEMANDS!"

ANALYSIS OF GE PROPOSALS

They propose to eliminate the Cost of Living Escalator provision in the contract and refuse to share the profits resulting from increased productivity although this has been historical, not only in G.E., but with most large corporations in this country in the past.

One simple example is the 5-year contract which General Electric referred to as their "better living program", which provided a 3% annual increase for each year from 1955 through 1957, plus a 3.48% increase for 1958 and a 3.46% increase for 1959. These were in recognition of increased productivity and efficiency, giving a total of 15.94% during the life of this agreement. The cost of living provision in the contract pro-

vided protection against losing these gains. The cost of living increased at an average of 2% annually during the 5-year contract, giving a total of 10%.

The 5-year contract, therefore, provided a total increase for G.E. workers of nearly 26% . . . 15.94% productivity gains and 10.00% cost of living increase.

G.E. "Attitude"

The position of New York G.E. management is . . . we will not give protection to wage gains through higher production efficiency. Their position on this question today is similar to their position on Employment Security in 1958, and that is . . . they don't see any problems.

There was a problem in Schenectady in 1958, and in other G.E. communities, where there were thousands of G.E. employees laid off. There were 35,000 less G.E. employees in 1959 as compared with 1957, with nearly 14 million dollars increase in sales for 1959 over 1957. If we had had the termination pay offer in 1958, thousands of G.E. workers would have received help to tide them and their families over until they found new employment.

Simple Arithmetic

It does not require economists and accountants, of which G.E. has a generous array, present at the bargaining table to see through their present offer as it will affect the standards of G.E. employees during the next 3 years.

COMPANY OFFER

3%—October 1st, 1960
0%—October 1st, 1961
4%—April 1st, 1962
Total: 7%—September 29, 1963

BASED ON LAST 3 YEARS COST OF LIVING INCREASE PRODUCTION INCREASE

(Approx. 2% per year)

Oct. 1, 1957 — 2%	3%
Oct. 1, 1958 — 2%	3.48%
Oct. 1, 1959 — 2%	3.46%

6% increase 9.94%

15.94%—last 3 years of present contract
7.00%—company offer
8.94% LOSS

In the meantime, the G.E. Co. was successful, according to their financial reports:

1957	1959
Net Earnings 247 million after taxes	280 million
1959 sales reached record high 4.3 billion	

EARNINGS PER SHARE OF STOCK

1957	1959
2.84 per share	3.19 per share

ANALYSIS OF GE PROPOSALS

Why Should G.E. Workers Gamble on Their Standards For 1961?

If the cost of living increases during 1961, and if G.E. is reluctant to pay benefits in the form of wages, why not HOLIDAYS? They would cost G.E. 4 tenths of 1% of payroll for each holiday.

If the cost of living continues to rise (some of G.E.'s economists say it may come down), but if it does rise, why not put the equivalent amount of that raise into more vacations for the "oldtimer"?

These changes in the G.E. offer would help to make this offer more satisfactory and certainly would contribute to more Employment Security and it would not affect General Electric's competitive position.

THE COST OF ONE HOLIDAY AND 4 WEEKS VACATION FOR THE "OLDTIMERS" WOULD BE APPROXIMATELY 1.5% OF PAYROLL ON A COMPANY BASIS.

In the next three weeks the "take it or leave it" policy will either take its Boulware form or if G.E. is thinking in the best interest of G.E. workers, they can afford to grant these much needed items and give the G.E. employees a feeling of more confidence as we approach this new decade of the so-called "Golden Sixties".

IMPORTANT!



Executive Board Meeting



Monday September 12 — 7 PM



[Officers Meet at 6 PM]



UNION OFFICE