



# THE CONSULTANT

The Newsletter of the IEEE Consultants Network of Long Island

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## Chairman's Corner

—Murray Kleiner, Chairman

A few days ago, I purchased a notebook online and decided to pay the price in full using my credit card. As soon as I completed the purchase, I realized that I should have taken advantage of their financing offer. Not only was it interest-free until 2007, but there was a two-percent discount incentive that I could have used towards the purchase of a carrying case. So I called customer service the next morning and their representative made the necessary adjustments.

It was obvious that the person on the other end of the phone was not in the United States, which is not surprising since many U. S. companies are now outsourcing to other countries. I was somewhat uncomfortable providing my social security number and my mother's maiden name, but this information is typically required when financing. I also had difficulty understanding her when she read the terms of the agreement (twice). I verbally accepted them only because I had already read them online.

Outsourcing once meant that you contracted work out to another company or consultant instead of doing it in-house. Today it means sending the work to another country where labor is so cheap that there is no possibility of competing. This is the second of a one-two punch delivered to the American worker. The first punch was delivered several years ago when a new word was introduced into our vocabulary – *overqualified*. Competent people who were willing to take pay cuts in order to get work were denied jobs because

they were too good. I am reminded of a cartoon I had seen many years ago showing someone interviewing for a job. The caption underneath read, "Frankly, we're looking for someone who is willing to start at the bottom and stay there."

I must admit that I have mixed feelings regarding outsourcing. If cheap overseas labor presents a business opportunity that is not otherwise available, then pursue it. However, big business assumes other obligations, whether they like it or not. Depending on its size, a single company can control and devastate the lives of hundreds, thousands, and tens of thousands of workers and their families, and, in so doing, hurt our economy. The American worker pays income tax, sales tax, real estate tax, etc., and is the most sought after consumer in the world. Diverting these salaries, albeit significantly reduced, to other countries has got to hurt everyone including, in the long run, the very companies engaged in outsourcing. Let's not forget that the hurting airline industry looked to the American taxpayer to bail it out. Perhaps in the future they can seek help from India and China.

I realize that we now live in a global economy and there is no turning back, but ultimately, everything has a price, including shortsightedness. The people who grew these companies into giant corporations should remember that they were able to do so because of the ideologies, opportunities, and the way of life that we enjoy in this country. In even the longer run, they would serve their own self-interests well by continuing to invest in it and sustain it.

## *Long Island Consultants' Network – Meeting Schedule:*

### **Time and Place**

Wednesday August 3, 2005 – 7:00 PM – The IEEE Consultants Network of Long Island will host a lecture "The Hybrid Car", presented by Mr. Carl Schwab of Huntington Station, NY.

Wednesday September 7, 2005 – 7:00 PM – The IEEE Consultants Network of Long Island will host a lecture "Engineering and the Law", presented by Mr. Andrew S. Haimés of Haimés Engineering, East Islip, NY.

Meeting Place:  
Briarcliffe College, 1055 Stewart Avenue, Bethpage, N.Y.

Admission is free (no charge) and no pre-registration is required. For information, contact John Dunn at (516) 378-2149.

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## *Editor's Note*

*--Andrew Franklin Baxt, BEE*

So far my new gig with L3 Communications in Alpharetta Georgia has been quite enjoyable. Perhaps it has something to do with the fact that I just got engaged to Miriam Abraham of Boca Raton Florida.

Best Regards –Andy Baxt

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### **Deadlines**

Articles for publication in **THE CONSULTANT** must be submitted by the 7th of the month prior to publication.

The IEEE Consultants' Network of Long Island maintains a referral service of engineering, computer, managerial, and technical professionals. Call or write for more information. There is no charge to the client for this service.

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