

## ***Need for foreign labor dire at tech firms, Dell chief says;***

### ***Bidding war for help: Plea made for quick congressional OK of more worker visas to stem costs.***

The Atlanta Journal and Constitution

March 14, 2000, Tuesday,, Home Edition

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**Section:** Business; Pg. 4D

**Length:** 266 words

**Byline:** Marilyn Geewax, Cox Washington Bureau

**Dateline:** Fairfax, Va.

## **Body**

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High-**tech** companies are facing **worker** shortages so severe that only an infusion of **foreign labor** can **help**, **Dell** Computer Corp. Chairman Michael **Dell said** Monday.

**Congress** should move quickly to approve legislation raising the annual limit on the number of high-skilled immigrants allowed to enter the country on H-1B **visas**, he **said**.

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"The cap should definitely be increased because there is a huge shortage of **workers**," **Dell said** at the Global Internet Summit at George Mason University.

"If you want to bring wealth to this country, you'll bring in knowledgeable **workers**."

Today's tight **labor** pool is driving up the **cost** of doing business, he **said**.

"What happens is the limited supply of **workers** who actually have the skills get **bid** up, just like Internet stocks," **Dell said**.

Spiraling wages in this country could spur U.S. employers to expand overseas, he warned.

**Congress** is considering several bills that would boost the annual limit on H-1B **visas** from 115,000 to as much as 195,000.

**Dell** blamed the **worker** shortage on educators who are failing to teach young people the skills they **need** to get jobs in the economy's booming technology sector.

"The education system **needs** to fundamentally embrace the idea of computing being a central skill," he **said**.

**Dell** also **said** that if **Congress** were to allow states to impose sales taxes on interstate retail transactions, his company would be able to adapt to the change without losing business.

But he warned that because cyberspace is borderless, U.S. online retailers might move operations overseas to avoid taxes.

## **Classification**

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**Language:** ENGLISH

**Subject:** LABOR SHORTAGES (90%); EMPLOYMENT VISAS (90%); FOREIGN LABOR (90%); PASSPORTS & VISAS (89%); SHORTAGES (78%); IMMIGRATION (78%); LABOR FORCE (78%); TEACHING & TEACHERS (78%); TAXES & TAXATION (78%); EDUCATION SYSTEMS & INSTITUTIONS (77%); LEGISLATION (77%); COMPANY RELOCATIONS (77%); INTERNET RETAILING (75%)

**Company:** DELL INC (92%); DELL INC (93%); DELL INC (93%)

**Ticker:** DELL (NASDAQ) (92%)

**Industry:** COMPUTER NETWORKS (89%); INTERNET & WWW (89%); PERSONAL COMPUTERS (78%); EDUCATION SYSTEMS & INSTITUTIONS (77%); INTERNET RETAILING (75%); RETAILERS (69%)

**Person:** MICHAEL DELL (58%)

**Load-Date:** March 14, 2000