Apparently, the only aims he had set for himself which had anything to do with politics were to get the facts on tax rates and foreign exchange adjustments. Many of his colleagues would like to believe that the trip was just another wanderlust, but even the most grudging scientist had to admit by now that Ilgner had repaid Farben for his past wanderings. The year before, when the United States dollar had been re-valued, he had saved Farben 30 million marks by advising that they liquidate their debts. He had based his advice on "statistical information" from Chemneyco and American I.G. Chemical Co. in the United States. So, when he took with him to Asia the Finance Liaison Men for all the countries he would visit, no one could object.

But Asia was not only a trove of buried industrial riches; Ilgner found its politicians even more alert than before to the possibilities of making money with their rich occidental friends. Whether Ilgner crossed the line from business to government before he conceived a statement of his philosophy, or whether the line was fixed in his mind due to the earlier relationship with Ivy Lee, it was impossible to say from his testimony. At any rate, heretofore Berlin Northwest 7 had bought political tips by the usual business methods, including secret government-tips that would eventually help to expand Farben's Asiatic exports. But now he hired Asiatic politicians by the dozens, paying them more than their government jobs paid, instructing them on their new, omniscient duties - - to report anything and everything of interest. On his payroll when he embarked from Shanghai were half the representatives of the Chinese Assembly. For them, he coined the word Verbindungsmanner. So, the first