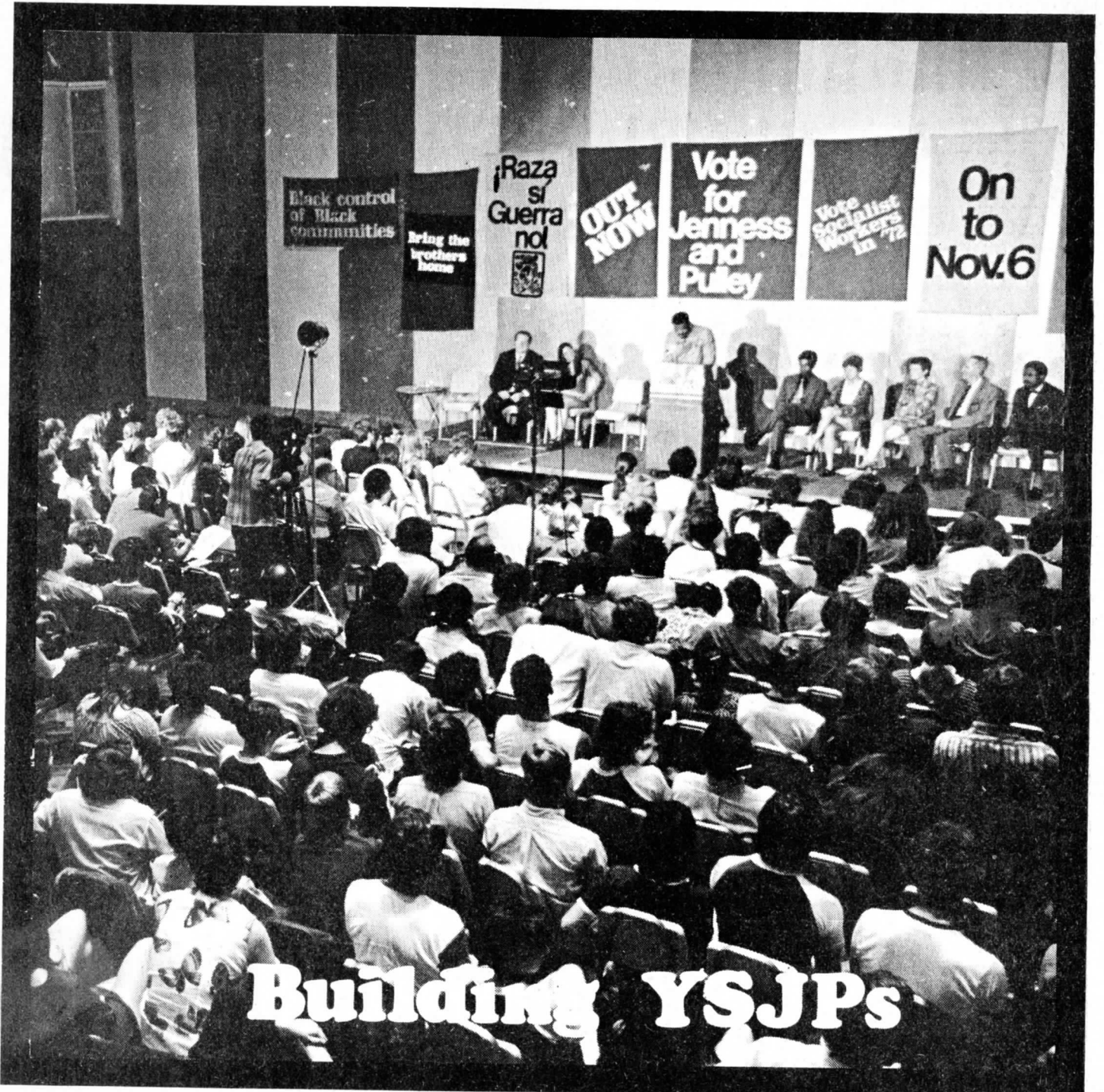


# young socialist the organizer

12-3-71



**Building YSJPs**

**20 Cents**

## Building Young Socialists for Jenness and Pulley

Thousands of college and high school students, as a result of their opposition to various inhuman aspects of capitalist society and their participation in one or more of the mass movements, are already in general agreement with many of the YSA's basic ideas and goals. Hundreds of thousands more are open to being convinced by our socialist program.

However, most of these people have never heard of the YSA and don't know that they agree with us. The vast majority of those who have come in contact with us at some time have not joined the YSA, whether because of misconceptions about some aspect or another of our program, or because they are not ready to make the commitment of joining a revolutionary socialist youth organization.

Two of the most important tasks facing the YSA are therefore 1) to get out the word about the YSA and its political ideas on the widest possible scale; and 2) to make it as easy as possible for young people to get involved in some form of socialist political activity at whatever level of commitment they are ready to accept, so that they have the opportunity to find out more about the YSA, become progressively more involved, and eventually join.

The 1972 Socialist Workers Party presidential campaign and our support of it through the Young Socialists for Jenness and Pulley provide the key to carrying out both these tasks.

Most YSAers are familiar with the role of the election campaign as the main vehicle through which we can get out our socialist propaganda on a wider scale than ever before. This article will deal with the relation between building the YSJP and recruiting to the YSA.

### YSHB IN 1968

Our plans for building the YSJP are based on the experience of the 1968 SWP presidential campaign and the Young Socialists for Halstead and Boutelle, which was the biggest and most successful youth support group ever for an SWP campaign. Largely through building the YSHB, the YSA doubled in size over the course of the '68 campaign. An important part of this expansion was geographical, as many of the YSHB chapters that had been formed all over the country in areas where there were no YSA members decided to become YSA locals.

The most serious mistake we could make in this campaign would be to underestimate the support it can win and the gains we can make—to project the YSJP too conservatively.

Such factors as the continued deepening of the radicalization since 1968 and the emergence of new movements; the greater strength—numerically, organizationally, geographically, financially—of our movement; our improved position in relation to all our opponents; the investment of a major part of our human and material resources in the election campaign all point to the same conclusion: that this campaign will be qualitatively bigger and will win more support than any campaign we have ever run.

### CHARACTER OF THE YSJP

While the YSJP is the organized expression of youth support for the Jenness-Pulley campaign, in order for it to have the necessary open and massive character it obviously cannot function as an organization in the same sense that the YSA is an organization—with a clearly defined membership, regular meetings, financial norms, etc. There are no "requirements for membership" in the YSJP. A Young Socialist for Jenness and Pulley is anyone who has ever signed an endorser card, signed up on a mailing list, participated in campaign activities, or indicated interest in supporting the campaign in any way whatsoever.

To see the YSJP as more or less synonymous with the YSA's periphery or contacts would be much too conservative. We confidently expect that tens of thousands of high school and college students will become involved at one level or another in YSJP activity. Only a small minority of them will go on to join the YSA, but recruit-

ing even a small minority will mean at least doubling the size of the YSA by the end of the campaign (as we have projected).

Since the purpose of the YSJP is to provide a vehicle for youth who support the campaign but are not willing to join the YSA to become involved in revolutionary socialist politics at whatever level of activity and commitment they are ready for, the YSJP should not be over-structured. For example, regular YSJP "business meetings" would be unnecessary and incorrect. Any campaign supporter who has reached the stage of being willing to come to regular business meetings should be invited to YSA meetings and recruited to the YSA.

Furthermore, YSJP meetings will generally not be needed to plan out YSJP activities—the YSA local's campaign committee should have a full range of campaign support activities mapped out, and then seek to involve large numbers of YSJPers in carrying out those activities. Again, any YSJPers that are interested in helping to plan out activities and interested in making the decisions should be rapidly recruited to the YSA.

YSJP meetings would be appropriate only as part of carrying out some specific campaign activity. For example, if McGovern is going to speak on a nearby campus, we would want to call every YSJP contact and urge them not only to attend but to come early and get together with other YSJPers to map out the intervention. At such a planning meeting we could go over suggested questions to ask McGovern and get volunteers to sell *Militants* and *ISRs*, pass out leaflets, sign up endorsers, etc.

This does not mean that we should not get the Young Socialists for Jenness and Pulley recognized as a campus organization at as many schools as possible. In fact, having the YSJP recognized may be very important for being able to set up literature tables, bring in speakers, get a budget from student government, and so on.

### YSJP ACTIVITIES

One way of viewing the YSJP in each local area is as a huge mailing and phoning list that includes every contact, every endorser, everyone who has ever signed a mailing list. Then building the YSJP means continually getting more names for this list and trying to get the maximum number of them involved in all different types of campaign activities. The list might be broken down into key contacts who have been very active, regular YSJPers, people who haven't responded for a couple of months, or according to some other division.

Periodic mailings should be sent to the entire list to provide information on national, state, and local campaign activities and events or meetings in the mass movements; to urge campaign supporters to subscribe to *The Militant* and *ISR*; to invite them to banquets, rallies, forums, conferences, classes, etc.; and to ask them to participate in upcoming campaign interventions. For special events, like the socialist educational conferences and building the YSA convention, at least the key contacts should be phoned.

Some of the activities we want to involve YSJPers in are listed below.

- Building and attending meetings, conferences, and demonstrations of the mass movements—right now, focusing on the December 3-5 national antiwar convention. We also want to talk to YSJPers about the independent mass action strategy the campaign advocates for these movements.

- Selling *The Militant* and *International Socialist Review*, both single copies and subs, with special emphasis on selling at demonstrations and selling special issues like the wage freeze issues, Attica issues, or the upcoming December 17 issue, which will have features on the YSA convention.

- Building and attending the socialist educational conferences and the Young Socialist National Convention.

- Distributing campaign literature—buttons, posters, leaflets, brochures, statements, etc.—through the dorms, at campus YSJP tables, or

as part of the campaign intervention in a demonstration or meeting.

- Intervening in meetings for the bourgeois candidates.

- Petitioning to get the SWP on the ballot.

- Getting endorsers for the campaign.

- Building and attending meetings for the candidates or other campaign speakers, including campus meetings, rallies, banquets, etc.

- Debating Young Democrats and Young Republicans, supporters of McGovern, McCloskey, Kennedy, etc.

- Running campus election campaigns.

- Participating in and leading campus struggles that develop, particularly around attempts to restrict students' political activity. The current struggle in Tallahassee around the right of a YSAer to teach a class on "How to Make a Revolution in the U.S." as part of the school's "free university" program is a good example.

There have been a number of articles in *The Young Socialist Organizer* this fall describing how locals have already begun to carry out these activities and involve YSJPers in them. "Boston YSJP and November 6" (*The YS Organizer*, November 26) describes how Boston was able to draw a significant number of independent YSJPers into the campaign intervention on November 6. "Florida Youth in Politics Conference" (October 8 issue), "Milwaukee Register for Peace Conference" (October 22 issue), "How to Confront McGovern with the Campaign" (November 26 issue), and "Providence Register to Vote Rally" (November 5 issue) give suggestions for intervening in youth registration events or meetings for the bourgeois candidates. The organization of campaign tours is described in "Jenness Tour in the Midwest" (November 5 issue), "Campaign Tour in Ohio-Kentucky" (November 26 issue), "YSJP Tour a Success" (from Seattle, October 29 issue), and "Jenness Tour in Chicago" (November 12 issue). The YSJP in relation to local campaigns is taken up in "SWP Campaign at Queens College" (November 12 issue), "San Francisco YSJP Wins Victory" (November 5 issue), and "Local SWP Campaigns Build YSJP" (from Houston, November 5 issue). YSAers involved in campaign work should read over these articles for suggestions that could be useful in their areas.

It should be made clear from the above that throwing a large part of the YSA's forces into building the campaign and the YSJP, far from detracting from what we are able to do in other areas of work, will in fact draw in additional forces to help out with our other activities.

### HIGH SCHOOL & JUNIOR HIGH SCHOOL YSJPS

We expect that the campaign and the YSJP will get at least as enthusiastic a reception in the high schools and junior high schools as on the college and university campuses. All campaign committees, including those in locals with no high school or junior high school members, should plan out YSJP activities specifically directed towards the high schools and junior high schools. These could include regular campaign leafleting and *Militant* sales before and after school; setting up speaking engagements for candidates or other campaign speakers inside the schools; and holding spontaneous street rallies outside the schools.

In addition to all the regular YSJP activities mentioned above, high school and junior high school YSJPers will be in the forefront of struggles against the repressive conditions in their schools and the unconstitutional restrictions on their right to organize political movements. Most high school and junior high school students still cannot vote, and YSJPers will also be building the movement for full political rights and legal equality for high school and junior high school students.

### REGIONAL YSJP GROUPS

Scores of YSJP groups will be formed around the country in areas where YSA locals do not

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exist. In many cases, we can expect that serious activists who become involved in these YSJPs will begin to organize them into functioning chapters, with regular meetings, etc. We look forward to and welcome this development, which will lay the basis for forming many new YSA locals.

We should seek to maximize the number of outlying regional YSJPs that are formed by having one or more YSJP regional travelers on the road, by setting up campaign speaking engagements out in the regions, by sending out special campaign blitz teams (such as special teams in late November and early December to build the YSA convention), etc.

Active YSJPers—whether out in the regions or in areas with existing YSA locals—should be recruited to the YSA as rapidly as possible. We

do not have any conception of the YSJP as a "junior YSA," or that people must be active in the YSJP for an extended period and then if they're good enough they can join the YSA, or that the YSJP is meant to screen prospective YSA recruits.

The YSJP is a vehicle for attracting youth to socialist politics and beginning to get them involved in action. It is through building the YSJP that we will make the greatest gains during the next year in recruiting to and building the YSA.

We should not expect this process to occur spontaneously. Recruitment of YSJPers should be carefully and consciously thought out and organized. Such events as the socialist educational conferences and the Young Socialist National Convention can play an especially great role in recruiting campaign supporters to the

YSA, and every effort should be made to bring YSJPers to them. The YSA pre-convention discussion bulletins should be sold to YSJPers, and we should be able to invite many YSJPers to attend the locals' oral discussion as well. And, of course, all YSAers working on the campaign must be conscious of talking to YSJPers about joining the YSA.

If we throw the full force of the YSA into the campaign and the YSJP, taking an audacious and aggressive approach, our projection of doubling in membership by November 1972 may turn out to be a modest one indeed.

ANDY ROSE  
YSA National Office

## Ann Arbor Local Builds Jenness Tour

With only two weeks advance notice we organized a tour for Linda Jenness in Ann Arbor which netted some real gains for the YSA and the YSJP in our area.

Our immediate tasks were to organize meetings for Jenness in as many high schools as possible and a major meeting at the University of Michigan. Initially we underestimated the interest that the SWP campaign would have for students at U of M. Because our forces were small and radical politics are nothing new at the U of M, we reserved a room with a capacity for only 90 people.

Fortunately, we realized our underestimation and changed the room to the Michigan Union Ballroom, which has a capacity for 700 people. When we changed the location of the meeting, we also changed our attitude and decided to go on a campaign to build the meeting. We pasted up more than 6,000 leaflets in dorms and classroom buildings. The meeting turned out to be a big success with about 175 people in attendance.

We also set up meetings at one community college, two high schools, and one junior high school. The community college meeting was attended by 25 students, one of the high school meetings was attended by 200, the other by 250, and the junior high school meeting was attended

by 100 enthusiastic social studies students.

The high school meetings required much less work than the campus meeting, and we found that the high school students were more than happy to spend some of their time finding out about the SWP campaign. We were unable to set up assemblies where students are required to come, but instead set up "interest sessions" that students or entire classes attend by choice. At any given hour many students have study halls, and most will come to these interest sessions scheduled during that time.

At one of the high schools the administration came up with a ruling prohibiting Jenness from speaking unless she were "balanced" by an opposing speaker. Although we may challenge this ruling—supposedly made by the school board for all political candidates—at some time in the future, we complied with it because of the short time before the scheduled meeting. We asked a well known liberal Democrat to speak with Jenness, and the students reacted favorably to the SWP's program as opposed to the liberal Democrat's.

In addition to the five speaking engagements, we set up a one-half hour radio interview, a press conference, and a dinner for contacts. All of this took place in one day which made for some extremely tight scheduling. Because it was nec-

essary to have stops planned within only five minutes leeway, we tried a dry run before Jenness arrived in Ann Arbor and drove along the exact route of her scheduled engagements.

Unfortunately this didn't allow for Jenness spending much time talking to campaign supporters; this is where the follow-up work becomes most important. The setting up of all these speaking engagements is just the beginning of our YSJP work in Ann Arbor. With the mailing lists and the endorsers we obtained at the meetings, we plan to involve hundreds of youth in Ann Arbor in actively supporting the SWP campaign and the movements it supports, and we plan to recruit many of them to the YSA.

RANDY PRINCE  
Ann Arbor YSA

## Boston YSA Works with Prisoners

The radicalization among prisoners is confirmation of our analysis of the radicalization sweeping the U.S. today—a reaffirmation that no layer of American society is too oppressed, too downtrodden, too dehumanized to stand up and fight for human rights and dignity.

The openings for the YSA in reaching out to prisoners with our ideas and publicizing the inhuman conditions they face are unlimited. A brief history of the prison work that the Boston locals have carried out can serve as an example of what can be done.

Our first contact with prisoners was developed at Norfolk State Penitentiary through our 1971 SWP campaign in Boston. This came about through a TV debate between all of Boston's mayoral candidates, including our own. Prisoners at Norfolk saw this program on educational TV; several of them had also listened to our weekly radio show "Voices of Dissent." Soon after the debate we received a letter from Anthony Loftis, an inmate at Norfolk, requesting to meet our mayoral candidate.

It was through this first meeting that we made contact with the most politicized inmates and started the process of getting free *Militant* subs into the prison. The free *Militant* subs are the best vehicle to get our ideas into the hands of prisoners; copies of *The Militant* are frequently passed around to large numbers of inmates. We have been conscious not only of getting *The Militant* into the prisons, but also the *ISR* and anti-war literature. Most recently we have been concentrating on information on the national SWP '72 campaign. In addition, we asked the inmates to write a statement that was read at the anti-war demonstration on October 13.

Every day we get more contacts not only in Norfolk prison but in other prisons as well. We have made a conscious effort of asking our pris-

on contacts if they have any friends in other prisons who might be interested in receiving a sub to *The Militant*. Through this effort we now have *Militant* subscribers throughout the state's prisons. One inmate at Norfolk sent in a list of 20 inmates who wanted to receive *The Militant*. In addition, Anthony Loftis was at one time receiving a bundle of 300 *Militants*, and even that wasn't enough! Inmates continuously came to his room for more. Loftis also worked on getting Pathfinder literature into the prison library and recommends to the prisoners that they read our books, especially Trotsky's *History of the Russian Revolution*.

One of our prison contacts is setting up a series of classes on Marxism for us to teach in the prison school. One of these classes has already been held and the result was the formation of a Prisoners for Jenness and Pulley. Endorser cards for the campaign were distributed at the class and out of 30 people in attendance, 27 endorsed the campaign and signed up to receive a subscription to *The Militant*.

There are now scores of subscribers in Norfolk prison, and the prisoners all read it with extreme interest. A few of the questions asked at the first class prove this point. One prisoner said, "I agree with what the SWP has to say, and especially articles which I read in *The Militant* a couple of weeks ago, but what can I do for the SWP while I'm on the inside?" Another asked, "Could you give me the address of the Party so that when I get out in December I can join?" Thus, the first YSJP in New England with 27 members was set up in Norfolk State Penitentiary.

This will help us tremendously in setting up other YSJPs not only in prisons, but on campuses and high schools as well. Obviously the YSJPers inside Norfolk cannot go on a paste-

up for our campaign, but they can do a great deal in organizing support for our campaign in other prisons around the state. For example, the Norfolk YSJP is in the process of arranging a meeting of the entire inmate population (744 prisoners) to hear Linda Jenness in early December. YSJPers are also encouraged to write articles for *The Militant* exposing the inhuman living conditions and the thievery that goes on in the prison by the reactionary and thoroughly racist guards. Some of the prisoners are also interested in challenging the law which says that they cannot vote, and we would certainly want to help with this case in collaboration with CoDEL in anyway that we could.

Locals in other areas that do not have any contacts in prisons should contact outside groups of ex-prisoners or prison law reform groups to establish contacts. Once we have contacts, it is possible for us to begin to compile a list of radicals inside the prison. The next step can then be to communicate with one or more of these prisoners and to get them subs to *The Militant*, thereby beginning the process of getting our politics into the prisons.

Our support for prison uprisings and our work with prisoners shows clearly the role we play in all the movements that we are involved in—actively building the struggles of all those who stand up and say no to the oppressive conditions under which they are forced to live.

MARK FRIEDMAN  
Boston YSA

# Convention Building in Mississippi & Louisiana

An important part of the YSA's activity is the expansion of our organization into new areas. Because this year's YSA convention is being held in Houston, Texas, the Southwest region is making a special push into areas where we have never been before in Mississippi, Louisiana, Arkansas, Oklahoma, and New Mexico. The regional committee mapped out tours for the two regional travelers and the regional organizer.

A blitz tour by myself, one of the regional travelers, to build the Southwest regional educational conference during the Thanksgiving weekend and the Young Socialist National Convention was begun to new campuses in Louisiana and Mississippi in the last two weeks of October. Since the YSA had never before reached these areas, we weren't sure what response we would receive.

The first thing I did upon reaching a new campus was to go to the student union and watch the students for half an hour or so, while drinking a cup of coffee. This is usually enough time to spot some political students who are the first people I approach. These students generally have information about what political groups exist on campus, which professors are sympathetic, and the character of the administration.

Next I locate the student government, speakers committees, or campus organizations that I think

would be interested in our "Socialist Activist Speakers Bureau: Speakers for the Seventies" brochure. I explain that I am representing the YSJP and would like to set up a speaking engagement for Linda Jenness or Andrew Pulley and a meeting to tell students about the Young Socialist Convention. Most student governments express interest in the speakers bureau and candidates. Presenting the brochure personally is helpful later when the speakers bureau coordinator calls from the center to try to firm up an engagement. Although most schools have allocated much of their funds for this semester, we expect much better returns for the spring session because of the groundwork laid this fall. We have been successful in getting about \$200 so far for the regional exchange tour speaker.

Black student unions and women's liberation groups are generally enthusiastic about our campaign. The fact that our candidates are building the mass movements, unlike the bourgeois candidates, is impressive to most of these groups.

Usually the student government or BSU will sponsor my talk in the evening which enables me to secure a room and spend the afternoon building it. Most often I set up a literature table and discuss the convention and our campaign while dispensing literature and leaflets on the Houston educational conference.

Everywhere I've gone, even in the most reactionary communities, I've found interested students. One notable success was at Grambling College in Grambling, Louisiana.

Grambling is a predominantly Black college. A national sub team sold over 100 *Militant* subscriptions on the campus. I was able to speak to a meeting of over 150 even though the administration switched the room that had been scheduled at the last minute in order to cut the attendance. I also spoke to an individual class of about 75. The student government indicated that it will probably invite Andrew Pulley to campus this spring to address the student body.

The big push of my tour is to get people to come to Houston for the educational conference Thanksgiving weekend. We intend to get everyone who attends the conference to come to the Young Socialist National Convention December 28-January 1 in Houston. One entire session of the conference is devoted to "The Coming American Revolution"—a session which will concentrate on the convention and recruitment. We will have information on housing and the schedule available to conference participants.

**TED STACEY**  
Houston YSA

# Southeast Convention Building

In the Southeast region potential exists for building the Young Socialist National Convention on a massive scale. Reports from the Southern sub team and the Southeastern regional organizer indicate that large numbers of students from the region are interested in the convention and excited about the possibility of attending. Throughout the region, building for the Young Socialist National Convention will be a top priority in the remaining weeks.

Most regions are preparing for national and local tours through their areas in November and December. The YSA national organization tours, regional exchange tours, and tours from the regional centers should all be designed to publicize and build participation in the convention.

In the Southeast, Norman Oliver, who is on a national organization tour, will be visiting campuses that would be difficult for us to reach with our regional organizer. Oliver will be building Black participation in the convention on a number of predominately Black campuses in the region. He will also be presenting a prepared talk, meeting with representatives of campus newspapers, and distributing convention-building ma-

terials.

As well as raising money for the YSA fund drive, the regional exchange tours can generate enthusiasm for the convention. YSAers from other regions with credentials as leading activists in the mass movements can—through public talks, radio and TV appearances, press conferences, and interviews with friendly reporters—convey to large numbers of youth the spirit of the convention.

Regional traveling should be organized with the same perspective. In the Southeast region our traveling has met with great success. We have found that when we explain what the convention is and what will be discussed there, young activists begin making a serious effort to save their money and arrange their schedules so that they can attend.

It is important that the regional organizer take names and addresses of people who are interested in the convention and that thorough follow-up work be done from the regional center. We should help people get to the convention by putting them in contact with YSAers in their area or by arranging bus transportation from the regional center.

At the Southeast Regional Educational Conference special emphasis will be put on the convention. At each session we will make a convention pitch, and a special recruitment talk on the last day of the conference will focus on the convention. Transportation information will be available and independents at the conference will be approached on an individual basis to go to Houston.

YSAers from the Southeast region view this convention as a gathering of socialist youth which can be of huge proportions. The Southeast regional center has already ordered 1,500 convention posters and 20,000 convention leaflets which will be used for mass distribution on campuses and high schools throughout the region. Material distribution will be organized on the same scale as distribution for an antiwar activity. By viewing the Young Socialist National Convention as *the* radical convention of the year and by organizing with this perspective, we can draw large numbers from the Southeast to the convention and recruit many to the YSA.

**MEG ROSE**  
Atlanta YSA

# Tallahassee Defense Effort Grows

*Editor's Note: Last week The YS Organizer printed an article entitled, "Tallahassee YSA Builds Defense," which outlined the beginning stages of a major defense campaign launched by the YSA in Tallahassee, Florida. Additional details on the background of the case appeared in the November 26 issue of The Militant in the article, "New Moves Against Florida YSA Leader." The following article updates the progress of this defense campaign.*

For two years the YSA has played a central role in organizing opposition to the Florida State University administration's attacks on the right of free speech on Florida campuses. It has been the YSA which has consistently called for a broad, legal, and public campaign against the attacks and has argued for a united defense around a specific attack as the best way to defend and extend the rights of all students.

Eighteen months ago a defense committee was formed along these lines when the ban against SDS on Florida campuses was extended to the YSA. Last spring when the free university program at Florida State University, called the Center for Participant Education (CPE), was brought under investigation by the state legislature because

of a course taught by a YSAer, Jack Lieberman, and then Lieberman was subpoenaed, the YSA argued that they were really after the entire free university program. This became clear when the Board of Regents banned the entire CPE program until guidelines could be established to control the courses taught.

The Board's recent actions in dismissing Lieberman for teaching this same allegedly banned course have necessitated rebuilding a defense committee at FSU specifically to fight this attack.

FSU president Stanley Marshal has attempted to divert the outrage of FSU students at this attack by agreeing to discuss various demands dealing with student rights previously put forward by the student government—with the exception of the reinstatement of Lieberman.

The defense committee has attempted to involve the student government in the defense effort by asking that they pass resolutions condemning the actions of Marshal and the Board of Regents in dismissing Lieberman.

Thus far the defense committee has been able to get the agreement of the president of the local ACLU to be treasurer of the committee and Ms. Lewis, a well known Florida civil libertarian and supporter of the antiwar and abortion law re-

peal movements, has agreed to become chairwoman. To establish the authority of the committee and to publicize the defense case, statements have been issued in its name, press conferences held, meetings called, and defense activities put forward as formal projects of the defense committee.

A statewide speaking tour to publicize the case is being projected which should result in significantly broadening the support for the defense committee.

One important aspect of our involvement in this case is that we should not let it cut across regular YSA activity. In fact, we have the perspective of this defense work aiding us in other areas of work, especially in sales of our press and in support activity for the SWP '72 campaign. We plan to increase *Militant* sales, especially because of the coverage it will be giving to the defense case. Linda Jenness spoke at the defense rally and received an excellent response and a lot of press coverage. We plan to be especially conscious of recruiting to the YSA during the course of the defense campaign.

**MIKE WEISSMAN**  
Atlanta YSA

# Fall Financial Tour Report

*Editor's Note: The following article on the fall financial tour is based on a report presented to the YSA National Executive Committee on November 15, 1971.*

This fall's financial tour was the second ever conducted by the National Office. In comparing the tours, we found that in many locals it was necessary to go over very basic things—how to correctly set up budgets, how to set up books, etc.—the same type of things gone over in the first tour last spring. This was mainly due to the fact that in most locals the organizers and financial directors were new and had not gone through the tour last spring. The importance of the leadership provided by the executive committee on finances was overwhelmingly clear from this fall's tour.

In many locals there was little financial continuity. In many cases the experience gained and the knowledge acquired by the previous financial director was not passed on to the new financial director. It is important that the executive committee and local as a whole be involved in finances so that an increased financial consciousness is developed by all YSAers. This will help develop more of a continuity in the area of finances, something particularly important to this area of work.

There is definitely, however, an increased consciousness on the part of YSAers and locals in regard to finances. For instance, this fall the majority of locals were functioning from budgets—some of which were incorrectly set up—but, nevertheless, most locals at least had budgets of some kind. In all the regional centers the financial directors were members of the local's executive committee, and in only a couple of cases in the small locals were financial directors not on the executive committee. Most locals have financial committees with a clearly defined division of labor—sustainers, honoraria, socials, etc., with the financial director keeping on top of all these areas of work. Also, financial reports to the locals are now being regularly given, not necessarily weekly but on a regular basis.

## FUND DRIVE

At this point we have \$45,900 pledged on the fund drive—\$900 over our goal. And this will continue to increase as new locals are chartered. There were about a dozen locals outside of the regional centers that were not able to come into the centers for the financial meetings. In each of these cases either the regional organizer or the financial director from the central local in the region, or both, have made special trips to these locals to discuss finances and work out a budget.

The main area that I concentrated on for the fund drive was working with each local to make sure that they are as closely on schedule during the course of the fund drive as possible. Right now in the fund drive we are 23 percent behind schedule. Last year at this time, 67 percent of the way through the drive, we were 22 percent behind schedule—so there has been no basic change in this trend of being behind schedule. The major problem again was that the organization of finances did not begin early enough.

Even though most locals had budgets, many had not broken them down on a month by month basis, so that their budgets had little real meaning. They did not lay out concretely what had to be done—and when—in order to raise money. Thus, the budgets were not being used as an organizing tool.

Also, at least half of the regions did not have their speakers bureau brochure out early enough to take maximum advantage of this aspect of fund raising. Almost every region had the perspective of getting one out, however, which is a significant step forward.

There was a real lull in fund drive payments for a couple of weeks prior to November 6—the same type of thing took place around April 24 last year—and so we've continued to fall further behind schedule on the fund drive.

Just in the one week since November 6 this situation has begun to improve. First, we've begun to receive all the October fund drive payments, and second, money from honoraria is beginning to come in.

In the last week we received \$2,800 in fund drive payments—the largest amount of money received in any week so far in the fund drive.

In order to change this situation of being behind schedule, we've begun calling locals around

the country to discuss their finances and to have them contact those at-large YSAers in their regions who have not as yet taken on fund drive pledges. From the financial tour it was obvious that there were certain locals that could raise their quotas; we are now discussing this with them. Even though the situation has begun to improve, we will be taking further steps in the next couple of weeks to help ensure that we successfully meet the fund drive nationally.

Most locals are beginning to understand that there cannot be a lull in finances between fund drives. That means keeping finances well organized and being conscious of applying for honoraria and student government budgets as soon as the campuses start accepting requests. Also, we must begin utilizing the campuses for fund raising projects as soon as they open. Most locals are beginning to see from their own experience how crucial this is, so that this trend of being behind schedule may be minimized in the next fund drive.

## PAYING OFF BACK DEBT

The vast majority of locals will not only be able to make their fund drive quota but should also be able to pay off all or a substantial part of their back debt both to the YSA National Office and to the various national departments. If locals are successful in carrying out this campaign, each local will be much better prepared to take on the spring fund drive and to finance expanded activity.

## REGIONAL WORK

Substantial gains have been made in regional work. Out of 15 regions, all except three have full-time regional travelers—and those three plan to carry out regional work in coordination with the campaign. Out of the 12 regions that have travelers, 10 also have one or more persons assigned to regional work in the capacity of organizer, secretary, or coordinator.

All locals are much more conscious of the gains that can be made through regional work, especially in terms of support activity for the SWP '72 campaign and, in some areas, building the YSA convention. This increased awareness is also reflected in a higher consciousness in regard to the financing of the regional apparatus.

During the tour budgets were drawn up for the regions, as well as setting up separate books, bank account, etc., if these things didn't already exist. This ensures that regional finances are totally separate from the finances of any one local. There is a good understanding of the fact that regional finances are a collective undertaking and not the sole responsibility of the central local in the region. Not only is every single local expected to have a sustainer for regional work, and all locals do, but all regions are in the process of gaining regional sustainers from at-large YSAers. In some regions this is a substantial amount of money. The Midwest region, for example, projects raising \$100 per month this way. The main thing now is to regularize this income.

In many regions the SWP branches have a subsidy to regional work. As soon as possible we want to relieve the branches of this expense. This can be done if we take advantage of the potential for raising honoraria on the campuses within the region.

The amount of follow-up work we put into getting honoraria in a region is going to affect the amount of money we are able to raise—and therefore the resources we have will affect the scope, character, and amount of regional work we carry out.

Every region plans on raising honoraria as a central aspect of regional finances.

One statistic which gives an idea of the scope of regional work being carried out this fall is the amount of money being spent for it—a total of \$25,000. This may be a little misleading because \$7,000 alone is being spent in the Texas region in building for the convention. Nevertheless, it is a significant amount of money and indicates how seriously locals take regional work.

## SUSTAINER AND FUND RAISING

It became more and more obvious from this tour that, although the sustainer has and always will be the backbone of YSA finances, an even larger portion of YSA income will have to come from outside fund raising. It varies in each local depending upon the sustainer per capita, but sustainer income provides anywhere from one

third to three fourths of total income needed; the average in most locals is one half. This points out just how important outside fund raising is to the YSA, and the direction in which the financing of the YSA's activity is headed as we grow.

The main thing to understand is that we are not a junior party, and we cannot finance ourselves in exactly the same manner as the SWP does.

We want as many YSAers on campus as possible, actively intervening and giving direction to the most advanced component of the youth radicalization.

As the percentage of students in the YSA increases, in some cases this will mean a lower sustainer per capita. On the other hand, it greatly increases the opportunities open to us to do outside fund raising.

Locals around the country are carrying out more outside fund raising than ever before, and some really for the first time. Yet, in some cases there is still a conservatism on this question. We have to break through the concept that we are doing something wrong if we don't finance ourselves primarily through sustainer. Both sustainer, which is the backbone and foundation of our finances, and outside fund raising are integral components of our finances. But it is clear that as the YSA becomes an organization primarily of high school and undergraduate students and as our financial needs expand, a greater proportion of our income will have to come from outside fund raising.

## HONORARIA

The most lucrative area of fund raising that exists for the YSA at this time is honoraria. The success with honoraria is still uneven and depends upon how much time has been put into it and personnel assigned to it.

The best example of what can be done is Boston. The Boston speakers bureau is averaging \$150 per week in honoraria now, and they feel that by next spring they will be able to bring in about \$300 per week from the speakers bureau alone.

Tremendous gains have been made when you consider that only a couple of regions had speakers bureaus last spring and almost every region does now. Our main task now is to make sure that every region puts adequate personnel and time into it. Then YSAers will begin to see the results and potential that exists; success will be the main tool in breaking down the conservatism that still exists.

## STUDENT GOVERNMENT BUDGETS

There is also more work being done in regard to student government budgets this fall. More locals applied for budgets for the YSA and the mass movements than last spring, but it is not yet being done on all campuses where we have YSAers.

Publicizing the success we have had both with honoraria and student government budgets and getting out the information on how they were organized will be essential in helping all locals to understand how these projects are part of our concept of the red university.

\* \* \*

This tour has been an indication of the tremendous gains we have made in regard to finances—regional work, speakers bureaus, and basic organizational norms. We still have a long way to go. But considering that it has only been a year since the National Office itself assigned a financial director and launched a national campaign on finances, the gains we have made in this year are impressive. It's going to be a long-term process, but with consistent direction and leadership on finances, the gains we can make in the next year will be even more impressive.

**TERRY HARDY**  
YSA Financial Director



# Make the Fund Drive a Central Task

We are now almost three fourths of the way through the fund drive and only a little under half of the fund drive payments have been sent into the National Office.

Two new locals have jumped ahead of schedule this week: Providence now has 88 percent of its quota in, and Madison, 75 percent. There was a slight dip in the amount of fund drive payments received this week as compared to the amount last week, but this was in all probability due to the level of building activity YSAers were involved in for the November 20 action. But now, in the final stage of the fund drive, we should be taking in almost \$5,900 a week.

As we enter the last month, full attention should be focused on meeting the \$45,000 goal. With the success of both November 6 and November 20 behind us, new forces can now be assigned to finances to ensure that this happens.

Meeting the fund drive is a central part of the YSA's fall activities. Just as organizing support activity for the SWP '72 campaign, helping to build the November 6 and November 20 actions, organizing regional educational conferences, and building the largest YSA convention ever in Houston were and are central tasks for the YSA this fall, completing the \$45,000 fund drive is an essential aspect of building the YSA and is an important part of the continued growth and expansion of the YSA. All locals should begin now to evaluate their financial situations to determine how much over their fund drive quotas they will be able to go. Although we are not faced with a gap between the national quota and what is pledged, experience in previous fund drives has taught us that there are always a number of locals which for various reasons will not make their fund drive quotas. This must be taken into account.

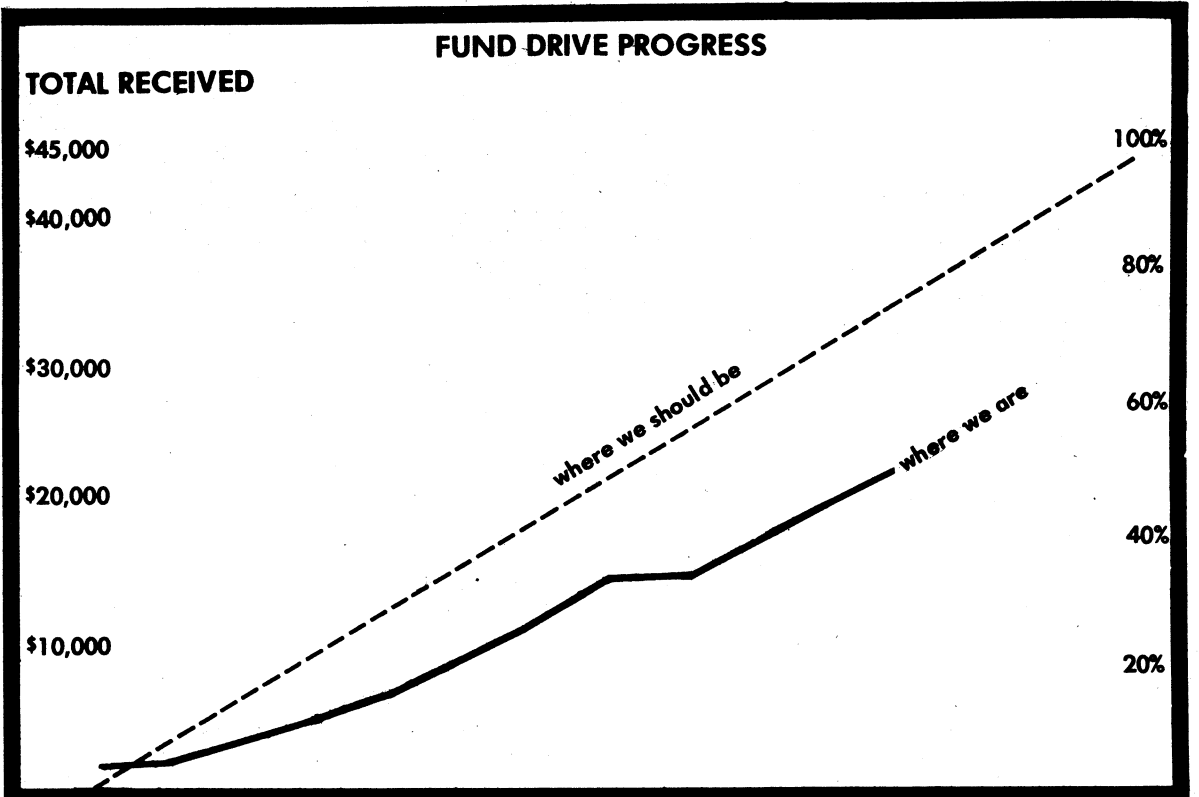
We have also placed an ad in *The Militant* this week for the YSA fund drive, which we will be running from now until the end of the drive. Contributions resulting from this ad will be included in the "Special Contributions" category of the fund drive scoreboard.

The at-large payments to the fund drive are ahead of the fund drive as a whole, but at the same time only 38 at-large areas out of 100 have sent in money to the fund drive. Like all the campaigns in which the YSA engages, this fall's \$45,000 fund drive requires the active participation of all YSA members. It is extremely important that the at-large quota not only be met, but surpassed.

**TERRY HARDY**  
YSA Financial Director

## FALL FUND DRIVE SCOREBOARD

REGION AND LOCAL	QUOTA	PAID	%
<b>TEXAS/LA./OKLAHOMA</b>	2,750	2,100	76
AUSTIN	1,300	1,300	100
HOUSTON	1,300	750	58
SAN ANTONIO (DENTON, TEXAS)	150	50 (20)	33
<b>ROCKY MOUNTAIN</b>	1,450	1,067	73
BOULDER	300	243	81
DENVER	1,000	724	72
LOGAN	150	100	67
<b>NEW ENGLAND</b>	4,530	3,242.66	72
PROVIDENCE	400	351	88
BOSTON	1,750	1,458.33	83
WORCESTER	600	390	65
CAMBRIDGE	1,750	1,043.33	60
KINGSTON (PORTLAND, MAINE)	30 (50)	0 (50)	0
(DURHAM, N.H.)	(30)	(40)	
(N. ANDOVER, MASS.)		(20.98)	
(PLYMOUTH, MASS.)		(7)	
(MANCHESTER, N.H.)	(30)	(30)	
(W. BRATTLEBORO, VT.)		(5)	
<b>MARYLAND/VIRGINIA</b>	1,800	1,232.14	69
WASHINGTON D.C.	1,800	1,232.14 (81)	69
(CRISFIELD, MD.)		(7)	
(COLUMBIA, MD.)		(4.13)	
(RICHMOND, VA.)		(1)	
(CHAPEL HILL, N.C.)			
<b>WASHINGTON</b>	1,000	625	62



DATE	9/11	9/25	10/9	10/23	11/6	11/20	12/4	12/18
SEATTLE (PULLMAN)		1,000	625 (2.50)	62	(NEWARK, N.J.) (ALBANY, N.Y.) (MANCHESTER, CONN.) (GARDEN CITY, N.Y.)		(20)	(1.50) (1) (1) (0.50)
OREGON		650	403	62				
PORTLAND		500	350	70				
EUGENE		150	53	35				
MICHIGAN						2,800	615	22
DETROIT						2,600	595	23
ANN ARBOR						200	20	10
(GRAND RAPIDS)								(21.75)
(EAST LANSING)								(15)
(FLINT)								(0.50)
OHIO/KENTUCKY						2,550	545	21
CLEVELAND						2,250	530	24
EDINBORO						150	10	7
OXFORD						150	5	3
COLUMBUS (LOUISA, KY.)						150	0	0 (1.50)
<b>TOTAL AT-LARGE</b>						1,200	732.91	61
<b>SPECIAL CONTRIBUTIONS</b>								(8.50)
<b>TOTAL</b>						46,220	21,540.96	48
<b>SHOULD BE</b>							32,850	73

## UPPER MIDWEST

TWIN CITIES (MADISON, S.D.)	2,300	1,000 (4)	44
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## PENNSYLVANIA

PHILDELPHIA (STATE COLLEGE)	1,800	709 (122.50)	39
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## NORTHERN CALIFORNIA

OAKLAND/BERKELEY	5,600	1,905 (8)	34
SAN FRANCISCO (MODESTO)	3,600 (14)	1,265 (8)	35
(SAN MATEO)	2,000	640 (2.50)	32

## SOUTHEAST

KNOXVILLE	2,450	769.50	31
ATLANTA	200	100	50
NASHVILLE	1,400	555	40
TALLAHASSEE	150	60	40
GAINESVILLE	250	50	20
TAMPA (JACKSONVILLE, FLA.)	150 (150)	4.50 (1)	3
(MOBILE, ALA.)	300	0 (0.50)	0
(ATHENS, GA.)		(40)	
(BRISTOL, TENN.)		(25)	

## NEW YORK/NEW JERSEY

BINGHAMTON	5,990	1,643.25	27
LOWER MANHATTAN	190	74.50	39
LONG ISLAND	1,700	637	37
BROOKLYN	350	100	29
UPPER WEST SIDE	1,800	445.75	25
PATERSON	1,800	386	21
(VERNON CENTER, N.Y.)	150	0	0
(HARTFORD/NEW HAVEN/NEW LONDON, CONN.)		(19) (32)	
(WEBSTER, N.Y.)		(80) (3.05)	

## SCOREBOARD COMPILED NOVEMBER 20, 1971

### PERCENT PAID

	LAST SCOREBOARD	NOW
76% OR MORE	2	4
51%-75%	14	16
26%-50%	17	15
1%-25%	9	10
0	4	4

### TOP TEN LOCALS

LOCAL	QUOTA	PAID	%
AUSTIN	1,300	1,300	100
PROVIDENCE	400	351	88
BOSTON	1,750	1,458	83
BOULDER	300	243	81
MADISON	500	375	75
DENVER	1,000	724	72
PORTLAND	500	350	70
SANTA BARBARA	150	105	70
WASHINGTON D.C.	1,800	1,232	69
MILWAUKEE	300	205	68

### TOP FIVE AT-LARGE AREAS

AREA	AMOUNT PAID
STATE COLLEGE, PA.	122
KENOSHA/RACINE, WISC.	117
CRISFIELD, MD.	81
ST. LOUIS, MO.	63
PORTLAND, MAINE	50

# Teachers' Union Peace Committee

Over 60 teachers marched in the teachers' contingent on November 6 in Detroit, including the president of the Michigan Federation of Teachers (MFT) and a vice-president of the Detroit Federation of Teachers (DFT). Building this contingent was just one of the antiwar activities carried out by the Union Peace Committee (UPC) in the DFT this fall.

In the last two months before November 6 five different UPC leaflets were printed and distributed to all 350 Detroit schools by the union apparatus. The UPC also initiated a flyer to mobilize teachers for the September 23 demonstration against Nixon's visit.

Prior to October 13, detailed antiwar lesson plans were distributed by the UPC in all Detroit schools for use on the day of the moratorium. The plans called for teachers and schools to hold assemblies where a wide range of views could be heard and to relate the teaching day to how the Vietnam war affects the American people. It listed sources of speakers, an extensive bibliography, and recommendations for what to discuss in seven teaching fields, from science to home economics. Central High School in Detroit held an assembly where 700 students heard speakers from the Black Moratorium Committee, American Legion, ROTC, and Vietnam Veterans Against the War. Teachers in many other schools related their classes to the war in response to the UPC recommendation.

A similar peace committee was established in the statewide Michigan Federation of Teachers and was active in reaching out to the other 27 MFT locals outside of Detroit. It distributed a letter from the MFT president to all the locals encouraging them to send a representative to the committee meetings and to mobilize their membership on November 6. This was followed up with phone calls and several leaflets, and color-highlighted articles appeared in the *Michigan Teacher*, the union paper, with a statewide circulation of 17,000.

The Metropolitan Detroit AFL-CIO adopted a resolution presented by the DFT representative to endorse November 6 and to build a labor contingent. The resolution linked the war with the wage freeze, suggested the formation of a labor peace committee to implement the resolution, and committed the Metropolitan Detroit AFL-CIO to "participate actively" in NPAC.

In addition, an excellent front-page article in the *Detroit News* on Sunday, October 10, publicized the DFT's support for the October 13 moratorium and the November 6 action and explained the union's antiwar stand. The *Detroit News* has the largest Sunday circulation in the country.

These accomplishments were the fruits of several months of intensive antiwar organizing in the DFT by antiwar teachers. In the two years prior to April 24, 1971, antiwar teachers con-

centrated primarily on gaining union endorsement for antiwar demonstrations and conventions. This resulted in union endorsement for the November 15, 1969, and April 24, 1971, marches on Washington.

After April 24 one of the antiwar activists ran a campaign for delegate to the AFT convention with a program focusing on the question of the AFT taking a stand for immediate withdrawal from Vietnam. Out of this campaign, combined with the previous antiwar work, came a core of activists who launched a group, Teachers for Peace.

Teachers for Peace decided to circulate a petition calling on the union to reaffirm its position for immediate withdrawal, to endorse the July 4 NPAC convention, and to establish an official union peace committee of all interested teachers. Maneuvers by the union leadership at the final membership meeting of the school year prevented this resolution from being voted on, but the list of 350 signatures on the petition, gathered in less than 10 days, assured us of the right to form an official union peace committee. The passage of an antiwar resolution at the AFT convention in August strengthened our case for an official committee.

Early in September we held a series of discussions with the union leadership and worked out, with their full cooperation and assistance, a plan to launch and build a union peace committee, the purpose of which would be to implement the AFT resolution opposing the war.

The union distributed "Union Action" flyers announcing Union Peace Committee meetings, and an article describing and motivating the fall offensive and plans for the UPC was printed in the *Detroit Teacher*.

The UPC adopted a program for involving teachers in fall antiwar activities, for expansion to involve all teachers throughout the state, and for affiliation with local and national antiwar coalitions. This program was adopted by the Detroit Federation of Teachers Executive Board and by the union membership.

## HOW THE MFT WAS INVOLVED

The president of the Highland Park local of the MFT, Malcolm Wright, attended a UPC meeting which discussed how the MFT could be involved in the antiwar activities. Wright, who is a member of the Administrative Board of the MFT, agreed to present a resolution to that body. The resolution committed the MFT to participate in the October 13 moratorium activities, to endorse and build a statewide teachers' contingent for the November 6 demonstration, to call a press conference announcing this, to establish a peace committee, to encourage the Metropolitan Detroit AFL-CIO to endorse and build a labor contingent for November 6, to urge the Michigan Education

Association to help build the teachers' contingent, and to be represented in NPAC. The resolution was adopted by the MFT Administrative Board without a dissenting vote.

The MFT and DFT Peace Committees are planning to hold a meeting on November 16 to evaluate November 6 and to plan for participation in the December 3-5 antiwar convention in Cleveland.

## HOW THE METROPOLITAN DETROIT AFL-CIO WAS INVOLVED

In consultation with the president of the MFT and other leading antiwar union officials, the Union Peace Committee drew up a resolution to present to the Metropolitan Detroit AFL-CIO. Sophie McGloin, a DFT vice-president who is a member of the UPC, introduced the resolution at the Metro Detroit AFL-CIO Executive Board. It was adopted without objection on October 12 and approved by the central labor body the following week. Unfortunately, the union leadership did little to actually implement the resolution.

Prior to November 6 the UPC initiated a telephone campaign to make personal contact with teachers in as many locals and schools as possible. This was in addition to leaflets, posters, and articles in the union papers. On the night before the demonstration we had a successful poster and banner painting party using materials provided by the MFT.

While the teachers' contingent on November 6 was not as massive as we would like to have seen, it was one of the largest organized contingents in the demonstration and we feel it was a success. In addition to the contingent, we have been able to reach thousands of teachers through access to the *Detroit Teacher* and the *Michigan Teacher*, and the UPC plans to continue mobilizing teachers against the war. One of the DFT officers will probably officially attend the antiwar convention on December 3-5, and the UPC plans to mobilize as many other teachers to go as possible.

YSAers have been actively participating in the UPC; we have sold a number of *Militant* subs to UPC activists, and we are developing a number of contacts for the YSA through our work.

**JAMES LEASS**  
Detroit YSA

# Twin Cities Abortion Speak-Out

Soon after the Women's National Abortion Conference in July, the Minneapolis Women's Abortion Action Coalition decided to have a women's speak-out as our major local building action before November 20. Minneapolis Female Liberation (MFL) volunteered to take a major responsibility for the event. The Coalition spent about two and one half months building for the speak-out which took place on October 29. From the very beginning our building efforts focused on seeking endorsers and speakers. Women from a wide variety of organizations and occupations were approached to endorse and participate in the speak-out as well as the entire fall abortion campaign.

A major publicity campaign was launched. Coalition members appeared on two radio talk shows and large numbers of leaflets were distributed on the campuses, in the downtown area, as well as at antiwar events and other political functions around the city. A mailing was sent out and sympathetic organizations in the area were asked to include a leaflet in their newsletters. Ten thousand leaflets and 200 posters were printed free of charge and donated to the coalition by a sympathetic community service organization, and 500 buttons advertising the October 29 speak-out and November 20 were ordered and sold in the building period prior to the action.

An important factor in the success of our building work was that all of our materials were prepared over a month before the speak-out so that we had sufficient time to distribute them to as many women as possible.

Almost 200 women attended the speak-out which in terms of size and spirit amounted to the most successful women's abortion activity ever held in Minneapolis. An honorarium of \$150 was obtained at the University of Minnesota for a talk on Friday afternoon by Marge Sloan, a Black feminist from the Illinois Women's Abortion Coalition who spoke on "Black Women and the Fight for Abortion." She then spoke at the speak-out with other speakers including representatives from Minneapolis Female Liberation, Carol Ferguson of the American Postal Union, Mary Ann Juney of the Minneapolis Women's Counseling Service, and Janet Brown, a social worker from the Minneapolis area. After the scheduled speakers the floor was opened for general discussion. A good discussion ensued, although over an hour was spent in discussion with two members of a "fetus group." We did, however, turn the discussion to more important topics such as building November 20, since most of the women who attended were already convinced of the need for repeal of all anti-abortion laws.

Another indication of the breadth of attendance at the speak-out was that literature tables were set up by a number of organizations including the National Organization for Women (NOW), Planned Parenthood, the Minnesota Council for Legal Termination of Pregnancy, Young Socialists for Jenness and Pulley, and the Minneapolis Women's Abortion Action Coalition.

The success of the speak-out added momentum to the abortion campaign and showed how the women's movement is continuing to reach out to new women. Ten bus tickets to the November 20 demonstration were sold, and many of the 200 women who attended left with an enthusiasm to build the campaign for repeal of all anti-abortion laws.

**LOUISE HALVERSON**  
Twin Cities YSA

# Organizing Regional Sub Blitzes

*The Militant* and *ISR* subscription drive in the Twin Cities received a big boost by sending a regional sub team out to three states from November 7-12. Five members of the Twin Cities YSA covered five campuses in South Dakota, Nebraska, and Iowa. We went to Augustana Lutheran College in Sioux Falls, South Dakota; the University of Nebraska at Lincoln; Drake University in Des Moines, Iowa; the University of Iowa in Iowa City; and the University of Northern Iowa in Cedar Falls.

There were a number of reasons for our decision to send out this special sub team. First, it was an excellent opportunity to increase the circulation of *The Militant* and the *ISR*, not only to many new readers but to many new areas as well. The vast majority of the people we met had never heard of *The Militant* or the *ISR*. Through our tour we made some of the initial steps toward getting our press firmly rooted in these areas.

Second, the trip was an aid to our overall regional work. By setting up literature tables, talking to students, and selling subs we made a number of contacts for our areas of mass work and the YSA.

Third, we were able to lay the groundwork for the SWP '72 Campaign in these areas. We distributed a large amount of campaign literature and talked about the campaign with everyone we met. In addition, the subs we sold will go a long way toward gaining active campaign supporters in these places.

Throughout the region we found a great interest in our press. We sold 189 *Militant* subs, 12 *ISR* subs, many individual copies of the *ISR*, and over 500 copies of *The Militant*.

Organizing this trip involved two problems—where to get the salespeople to make up the team and how to pay for it. Careful planning made these difficulties fairly easy to overcome. Four out of the five YSAers who went on the trip previously had antiwar assignments. Since the team left the Twin Cities on the day after the November 6 antiwar demonstration, it was relatively easy to free them from other activity for the sub team.

To finance the trip we simply asked for special contributions from individual SWP members and *Militant* supporters. The money was raised in a very short period of time. Expenses were kept down by attempting to get free room and board. At most campuses we were able to contact in-

terested people who were willing to put us up.

Our basic strategy was to pattern the trip after those of the national sub teams. We decided that if they could do it for three months, we could certainly do it for five days. As soon as we got to the campus, we would compile certain information necessary for the days work, such as mapping out locations of the student centers, dorms, libraries, etc. If we arrived early enough, we would immediately find out how to set up a literature table *inside* the student union. Since this usually entailed getting a student group to sponsor us, we would go to the student government office and inquire about groups that might be willing to do this. (At the University of Northern Iowa, for instance, the Young Democrats sponsored our table.)

The literature table became very important to our sub sales on campus. Many interested students were attracted to it, and it became the center of our interventions. Two YSAers were usually assigned to the table, one standing in front to draw students to the display and the other sitting behind the table. The large amounts of free campaign materials we had available at our table proved valuable, and a number of students signed a YSJP mailing list.

The rest of the team sold subs in the student union and single copies outside.

At the University of Nebraska, we did especially well using this division of labor. Almost half of the students we talked to either bought a single issue or a sub.

In the evening we spent as much time in the dorms as possible. Three hours at the University of Iowa produced 58 subs in the dorms alone! Every sales person got at least 10 subs.

During the trip we also made sure that university libraries had subs and that every campus newsstand was approached to regularly carry *The Militant* and the *ISR*.

*Militant* and *ISR* regional blitzes will be an important factor for the Twin Cities YSA and SWP in reaching our sub quotas as well as in helping us to familiarize large numbers of students on campuses around the region with the YSA and our strategy for the mass movements. Another trip to follow up our initial gains will be made in the near future.

MARTY ANDERSON  
Twin Cities YSA



## Notes from Pathfinder

Pathfinder Press had an exhibit at the Midwest Library Conference in Chicago at the beginning of November. Jim Wicke, the Chicago Pathfinder representative, reports:

"The university librarians as a group are extremely friendly to us, many of them are young and they have little or no political problem in ordering our books for academic purposes, and many of them reflect the radicalization of the present period. High school and community librarians are a little harder to sell for obvious political reasons—some of them are watched by community right-wingers—but they are usually able to justify their purchases in terms of reader demand, so we can do fairly well with them also. The sorts of questions that we got were pretty much along the lines of the kind discussed in the handbook for Pathfinder reps.

"I should also mention that we got an extremely favorable response from the number of Black librarians that were there. Also many of the librarians are feeling the demands from their patrons for more acquisitions in the areas of Black and Latin studies and women's liberation. Many of the librarians confessed relative ignorance of the books in these areas and readily accepted our advice on Pathfinder's publishing program in Black studies and women's liberation studies.

"We found, incidentally, that the librarians were definitely interested in our pamphlets. Most of them maintain extensive pamphlet files—they don't have to bother to catalog pamphlets usually—and topical pamphlets like ours get a good deal of use, especially in school and academic libraries. So I think it important not to overlook Pathfinder pamphlets when promoting our line to librarians.

"Many of the exhibitors had some sort of a

gimmick to attract people to their display. We discovered ours by accident. Our bookstore still had a roll of "Feminism Lives" posters so I took those along and decorated the booth with one and expected to give a few away to good prospects. It didn't take long for the word to get out that the Pathfinder Press booth had feminism posters, and we were bombarded with requests for them.

"We noted that probably the topic of greatest interest among the predominately female librarians was women's liberation, and we ran out of that flyer the fastest. I think the attractive, relevant graphics we have can be a big plus in helping to sell our line. I noted that no other publishers there had the sort of promotional literature we had in terms of style or attractiveness.

"Also, one idea that we will definitely put into practice next time is the preparation of packets of assorted promotional material, possibly in envelopes or held together with a rubber band, so we can rapidly give the prospective customer all of our materials without having to take one off of each pile. When you get a number of people coming into the booth and asking questions it can be very awkward to be trying to make sure they get a copy of every flyer."

\* \* \*

Because the Pathfinder reps in any sales area should know their customers' business "profiles," we're going to use the following informational system from now on:

1) When a new rep is assigned to an area, the rep will receive from the business office a listing of the customers we're doing business

with—or have done business with—in that area and an analysis of each account in terms of the kinds of Pathfinder publications that interest the customer, the frequency and size of the customer's orders, and the credit reliability of the customer.

2) Every month we'll send to each rep a detailed copy of each of the invoices covering orders shipped in the past month to the customers in that area. (Some of these orders the rep will know about, and some will have come in independently.)

3) Every month we'll send to each rep a copy of the accounting statement we mail to those customers in that area who owe us money. (Since we don't send statements to customers who don't owe anything, the rep will be able to establish—if one doesn't receive a copy of a customer's statement—that the customer has paid the bill in full.)

With this knowledge Pathfinder reps will be able to conduct business more efficiently with the accounts in their area. If the amount owed is too high, or the bill too old, the rep may decide not to encourage a reorder. But specific problems should be referred to the Pathfinder business office.

DIANNE FEELEY  
Pathfinder Promotion Department



# New Convention Materials & Sales Handbook

Two new materials have been prepared to help build the YSA convention. The first is a folded leaflet urging people to attend the Eleventh Young Socialist National Convention in Houston and to join the YSA. It updates the "Join the YSA" brochure by covering the '72 elections and the Jenness-Pulley campaign, the wage freeze, the Attica rebellion, the abortion campaign, and why youth looking for an alternative to the status quo should attend the YSA convention.

This leaflet has been designed to substitute for the old "Join the YSA" brochure and should be mass distributed between now and the convention. The cost is 3¢ each for orders under 200 and 2¢ each for orders of 200 or more.

A new convention leaflet is also being prepared which is directed toward YSJPers and youth interested in alternatives to the capitalist parties in the '72 campaign. The headline reads, "Which Way for Youth in the '72 Election? Discuss a Real Alternative at the Upcoming Young Socialist National Convention." This leaflet contains more detailed information on the location of the convention than did the first convention leaflet.

The leaflet is 8-1/2" x 11" and costs 1/2¢ each.

Locals and at-large YSAers should place their orders immediately for these convention-building materials.

The *Sales Handbook*, part three of the *Organizing the YSA* series, has just been printed. This is a compilation of excerpts from articles that have appeared in *The Young Socialist Organizer* and presentations from the Sub/Sales panel held at the Socialist Educational Conference in Oberlin, Ohio, in August of 1971. The *Sales Handbook* also contains samples of consignment sheets, sales records, and sub blitz reports and a graph of *Militant* sub drives since 1944.

The purpose of the *Sales Handbook* is to share the experiences with selling our press that different locals and at-large members have had with YSAers around the country. It is divided into six parts: organizing bundle sales, selling subs, organizing sub drives, newsstand and bookstore placements, organizing a major sales intervention, and defending the right to sell.

The *Sales Handbook* is 32 pages in length and costs 30¢ each (no discount for bulk orders). Each at-large YSAer should order at least one copy, and locals should order copies for every YSAer, plus extra copies for SWP members and for people interested in joining the YSA.

**LESLIE DORK**  
YSA National Office

## young socialist the organizer

A WEEKLY ACTION PUBLICATION OF THE YOUNG SOCIALIST ALLIANCE, A MULTINATIONAL REVOLUTIONARY SOCIALIST YOUTH ORGANIZATION.

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LOCAL OR AT-LARGE AREA \_\_\_\_\_

ADDRESS \_\_\_\_\_

	NUMBER	COST
CONVENTION LEAFLET	_____	_____
FOLDED CONVENTION LEAFLET	_____	_____
SALES HANDBOOK	_____	_____
TOTAL COST		_____
ENCLOSED IS \$	_____	

PLEASE BILL US