

Brussels, April 8, 1971

Intercontinental Press
Joe Hansen
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Dear Comrade Joco,

We are very disturbed by the way the editorial board of INTERCONTINENTAL PRESS is selecting material for publication.

More particularly, the agreement to consult the United Secretariat concerning the articles on Latin America, given the delicate situation in our movement in this field, has not been carried out.

We hope that you will be able to be here next week-end to discuss this important matter.

Fraternally, Yours

a/Pierre

a/Ernest

a/Livio

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Militant-ISR Business Office
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April 8, 1971

MARCH SALES LETTER

Dear Comrades,

April 24 National Sales Intervention: Coming out of a successful national sub drive, each area should begin to use the methods and momentum of the recent sub blitz to launch a spring sales offensive, mapping out an ambitious sales strategy for the upcoming antiwar and other actions in their area. The building actions for the 24th, the buses and trains coming to Washington and San Francisco and the May 5 student strike, for example, offer excellent opportunities for large Militant and ISR sales.

Since the sales of the Militant and ISR will be our main tool to get our ideas out to the thousands of young people demonstrating against the war on April 24, an especially attractive April 30 issue of the Militant and May issue of the ISR will be available to sell in both Washington and San Francisco. All SWP branches and YSA locals and at-largers will participate in selling the national bundle, and there will be a separate mailing soon with details on logistics, dispatching, etc.

At this time we also want to make a special push to sell on the buses and trains going to the demonstrations, where many people will have plenty of time to sit and read. YOU SHOULD PLAN ON USING YOUR OWN BUNDLE DATED APRIL 23 FOR PRE-DEMONSTRATION SALES (i.e. during the entire week's activities prior to the 24th, on the buses and trains, etc.) Special orders for increasing these bundles must be in the Business Office no later than Thursday, April 15.

Area Sales Reports:

New York comrades have launched a sales campaign to utilize the successful methods from their sub drive. For example, they began to use the method of organizing sub teams by using sales teams to cover actions, political meetings and campuses, instead of concentrating on individual sales. Also, one person on the sales committee was specifically assigned to follow the campus and underground press and map out the week's sales strategy, insuring that the Militant and ISR would be sold at the most politically advantageous events.

The New York sales committee is also beginning to work more closely with the campus fractions to help them gear up the sales on their campuses. Each fraction is taking a weekly bundle to sell and, where possible, assigning one comrade to organize the fraction's sales and to work with the sales committee. These methods, along with more systematic collection of sales money, are now beginning to work with the Militant making a profit for the first time in a long time in New York.

San Diego reports that one way they have achieved such high per capita sales is by urging comrades to sell at least 10 Militants per week, so that salespeople will have a specific goal to shoot for whenever they go out to sell. At the same time they carefully plan ahead where to sell for the week, trying to involve as many comrades as possible.

San Diego not only reported the highest February Militant sales for a combined SWP branch and YSA local (96.5% of their bundle sold), but they also increased their bundle last month from 145 to 200.

Other areas are beginning to reorganize their sales to break even on their bundle and involve more comrades in selling. Reports from Chicago, Denver, and Providence are that they feel confident that they can begin to keep current on their bills.

The February sales report forms returned by branches and locals showed that sales were very uneven. Of the eight SWP branches returning their forms, three were making a profit by selling over their break-even point of 70% of their bundle (San Diego 96.5%, Oakland-Berkeley 90%, and Los Angeles 81%). Denver and Twin Cities came very close this time with 67.5% each. Of the 32 YSA locals and at-large areas returning their forms, Milwaukee, Riverside, Phoenix, Norman, Tallahassee, Stony Brook, Ellensburg, Marietta and Pullman broke even or made a profit on February sales.

Two SWP branches, Denver and San Diego, and two YSA locals, Tallahassee and Norman, report that they either broke even or made a profit on their February ISR. We expect that the March reports will be much better for the special women's liberation issue. New York comrades have found that both March and April issues are selling well when specific comrades are assigned just to ISR sales. Over 66 were sold in this way in one week of antiwar demonstration sales alone.

Militant and ISR Finances:

There has been some improvement over the last month in our campaign to keep current on Militant bundle bills. As of March 31, one SWP branch and twelve YSA locals and at-large areas were completely paid up: Portland, Worcester, S. Boston, Boulder, Norman, Lawrence, New Britain, Mt. Pleasant, Pullman, Schenectady, Hartford, Pittsburgh (Kans.), and Burlington. Several others paid their February bundle bill along with part of their back debt: Austin, Logan, Cincinnati, Providence, DeKalb, Nashville, Yellow Springs, St. Louis, Dallas-Ft. Worth, and Hudson. Five others, Philadelphia, Seattle, New York, Twin Cities and Oshkosh, paid all of their February bundle bills.

The ISR is owed well over \$5000 by SWP branches and YSA locals and at-large areas. The charts at the end of the sales letter break down the debts by areas. Of significance, however, is the fact that nine branches and six locals and

at-large areas have already paid for their March bundle. Of these, Seattle, San Francisco, Austin, Houston, Bloomington, Kansas City and Providence have also paid off portions of their back debts. It is important that the March bundle bills are paid right away because of the extra expenses for this special issue.

Coming In The May ISR:

The May ISR will feature an article by Caroline Lund and Cindy Jaquith on abortion. The ruling class has chosen to launch a counterattack against the women's liberation movement around the abortion issue. This article not only answers these attacks, but also explains why the ruling class is so threatened by the issues posed by the abortion struggle and why women must organize to take on this attack and defeat it.

"Mideast Oil and U.S. Imperialism" by Dick Roberts is an historical account of the long raging interimperialist battles to rob the Middle East of its oil resources.

An article by Tony Thomas on "Malcolm X: His Strategy for Black Liberation" outlines Malcolm X's basic ideas on nationalism, internationalism and independent Black political action and discusses their relevance to today's Black liberation struggle.

"Hugo Blanco Exposes Duplicity of Peruvian Government" is an interview with Blanco translated from a Latin American newspaper, giving his views on the issues of land reform and political prisoners in Peru. "Farmer-Labor Party in Minnesota: 1918-1944" by George Tselos discusses an early experience in trying to build an independent labor party.

Also featured in this issue are: "A 1928 Appeal for Homosexual Rights" by Kurt Hiller which was presented to the Second International Congress for Sexual Reform and "Concerning a Kidnapping in Brazil," a statement issued by Ponto de Partida (Starting Point), a group of Brazilian revolutionaries, in February 1971.

BUNDLE ORDERS FOR THE MAY ISSUE MUST BE IN THE BUSINESS OFFICE NO LATER THAN THURSDAY, APRIL 15. Plan to receive your bundle by the end of April.

Due to the popularity of the March issue, the Business Office is now out of it and cannot fill orders even for single issues. We would like any areas with the March issue left over to send back as many as you can spare and you will be credited for them on your bill.

Sales Report Forms:

The April sales report forms should be filled out as soon as your April 30 Militant bundle is sold and sent into the Business Office no later than May 12. Those areas that did not receive a bundle during their Spring break should still turn in a sales report on the other weeks.

Many areas did not return their February sales report forms, including nine branches: San Francisco, Detroit, Philadelphia, Cleveland, Seattle, Austin, Portland, Washington D.C., and Houston. We hope that all areas will return their March sales reports, even if they are incomplete.

ISR BUNDLE SIZES AND DEBTS (as of Mar. 30, 1971)

<u>Combined YSA/SWP</u>	<u>Bundle</u>	<u>Debt</u>	<u>Paid Last Month's ?</u> <u>Bundle Bill</u>
New York	675	1126.60	yes
Oakland-Berkeley	175	356.25	no
Chicago	150	378.25	no
Detroit	150	262.60	no
Philadelphia	150	105.00	no
Los Angeles	125	520.93	yes
Seattle	125	137.50	yes
San Francisco	100	262.50	yes
Boston	75	157.50	no
Cleveland	75	154.95	no
Austin	65	17.50	yes
Atlanta	60	84.00	no
Twin Cities	60	21.00	yes
Denver	50	54.10	yes
Houston	50	54.10	yes
Washington D.C.	50	35.00	yes
San Diego	40	63.00	no
Portland	15	65.94CR	yes
		3,724.84	

YSA Locals

Madison, Wisc.	100	156.00	no
Milwaukee, Wisc.	50	66.35	yes
Tampa, Fla	50	8.40	no
Cincinnati, Ohio	40	104.75	no
Binghamton, N.Y.	35	96.25	no
El Paso, Texas	35	49.00	no
Worcester, Mass.	35	33.25	no
Bloomington, Ind.	30	21.50	yes
Kansas City, Mo.	30	73.00	yes
Tallahassee, Fla.	30	17.50	no
Columbus, Ohio	25	122.50	no
DeKalb, Ill.	25	58.75	no
East Lansing, Mich.	25	25.25	no
Newark, N.J.	25	101.50	no
Phoenix, Ariz.	25	10.50	no
Providence, R.I.	25	17.25	yes
Albany, N.Y.	20	14.00	yes
Ann Arbor, Mich.	20	28.00	no
Sacramento, Calif.	20	10.50	no
Ypsilanti, Mich.	20	56.00	no
Amherst, Mass.	15	80.50	no
Logan, Utah	15	26.25	no
Patterson, N.J.	15	21.00	no
Yellow Springs, Ohio	15	21.00	no
Boulder, Colo.	10	40.25	no
Long Island, N.Y.	10	33.25	no

<u>YSA Locals (cont)</u>	<u>Bundle</u>	<u>Debt</u>	<u>Paid Last Month's Bundle Bill</u>
Norman, Okla.	10	3.50	no
Oshkosh, Wisc.	10	7.00	no
Oxford, Ohio	10	7.00	no
Nashville, Tenn.	8	14.00	no
Modesto, Calif.	6	49.25	no
La Crosse, Wisc.	5	8.05	no
Riverside, Calif.	5	2.35CR.	yes
Tucson, Ariz.	5	6.50	no
		<u>1,381.95</u>	

YSA At-largers

Hartford, Conn.	30	45.99	yes
New Haven, Conn.	25	17.50	no
Mt. Pleasant, Mich.	25	17.50	no
Pullman, Wash.	25	8.75	new bundle
Niagara Falls, N.Y.	15	26.25	no
Lawrence, Kans.	10	35.00	no
New Bedford, Conn.	10	7.00	no
Stanford, Calif.	10	7.00	no
St. Louis, Mo.	10	34.65	no
Dallas-Ft. Worth, Texas	5	7.00	no
Hayward, Calif.	5	23.00	no
Knoxville, Tenn.	5	10.50	no
Stony Brook, N.Y.	5	1.75	new bundle
Corvallis, Ore.	4	2.80	no
Colorado Springs, Colo.	3	9.65	no
		<u>254.34</u>	

Introductory Subscription Offers:

All sales directors should be sure to announce that the 10-week \$1.00 introductory subscription offer for the Militant, the 3-month ISR \$1.00 offer and the \$2.00 combination offer are still good even though the sub drive has ended. Sales teams should always be well stocked with sub blanks whenever they go out.

Comradely,

Sharon Cabaniss
Business Office