

MINUTES

NATIONAL FFA BOARD OF DIRECTORS Washington, D.C. July 23-29, 1952

July 23, 1952

The meeting of the Board of Directors was called to order in Room 4282, Federal Security Agency Building, by W. T. Spanton, Chairman of the Board of Directors. Those present included: Mr. H.N. Hansucker, State Supervisor of Agricultural Education, West Virginia; Mr. Carl M. Humphrey, State Director of Agricultural Education, Missouri; Mr. L. C. Dalton, State Supervisor of Agricultural Education, New Mexico; Mr. George H. Hurt, Chief Consultant, Agricultural Education, Texas; Mr. H. B. Swanson, Mr. E. J. Johnson, Mr. R. E. Naugher, Dr. A. W. Tenney, Executive Secretary, all of the Office of Education, Federal Security Agency, Washington, D.C.; and Dr. Dowell J. Howard, National Treasurer, of Richmond, Virginia.

The minutes of the previous meetings of the Board of Directors and of the Governing Committee were read and approved. (See minutes of Governing Committee attached.)

After the minutes of the Governing Committee were read, Dr. Spanton commented that Mr. Lano Barron is employed on the same status as the professional staff in the Office of Education. Mr. Naugher commented that the salary was in line with salaries of other members of the professional staff and that it was not above what it should be. Dr. Spanton told of the problems that the Governing Committee was up against when it proceeded to choose an editor for the magazine. It was necessary to get someone who was not only familiar with the program of agricultural education, but also with magazine work. It was explained that Mr. Barron was told that the job as editor of the magazine was entirely "in Mr. Barron's lap" and that he would have help from the staff, but that primarily the decisions were his to make. Mr. Barron is the direct head of the magazine and Mr. Prince is responsible to Mr. Barron. The Board was reminded that the Governing Committee took Mr. Barron's recommendation on the bids for the magazine, but that the company which was picked to publish the magazine did have the lowest bid.

It was moved by Mr. Hurt that a secretary take detailed minutes of the meetings of the Board of Directors. Motion was seconded by Mr. Humphrey and carried.

Dowell J. Howard, National Treasurer, and Mrs. Pauline D. Coiner, Secretary to the Treasurer, presented the report of the national treasurer. It was moved by Mr. Hansucker, seconded by Mr. Humphrey, and carried that the treasurer's report be approved

A discussion was held on the matter of sending minutes of Board meetings to State Advisers and other interested parties. The Western States, in particular, claim that they need to know what action has been taken.

It was moved by Mr. Dalton, seconded by Mr. Humphrey, and carried, that the minutes of the Board meetings of the Board of Directors, and minutes of the meetings of the Governing Committee, be sent to each Regional Representative on the Board which he, in turn, will mail to each State Supervisor in his Region, together with a letter of explanation.

After complete discussion, it was moved by Mr. Humphrey, seconded by Dr. Tenney, and carried, that the treasurer be instructed to prepare a complete financial report of the FFA, the FFA magazine, and the Future Farmers Supply Service for the fiscal year ended June 30, 1952, consolidating them into one report, and that said financial report be printed in the Convention Proceedings for 1952.

Meeting adjourned until 12:30 p.m.

At the afternoon session, Mr. Frederick S. Wilson, Vice President of the Osborne Company, was present and gave a comprehensive report on sales of FFA calendars. He reported that sales always drop off in the summer months, but they anticipate an increase in sales each fall. He gave the following report on sales, as a matter of comparison:

As of June 1, 1951:	1,755 orders
	184,826 calendars

As of June 1, 1952:	2,017 orders
	200,170 calendars

or, an increase of 262 orders and 15,344 calendars. This represents a gain in orders of 20%. Mr. Wilson stated that his company has enjoyed excellent cooperation from the State organizations. They have had a noteworthy increase in sales, particularly in the State of Texas where the increase for that State amounts to 40%. Texas had a calendar which was put out by the Vocational Agriculture Teachers' Association for two years. However, this project has been dropped in favor of the official FFA calendar. Mr. Wilson stressed the importance of FFA chapters expressing appreciation to businessmen who sponsor the calendars. A businessman wants to know whether his investments are paying off and appreciates expressions of gratitude. Mr. Wilson stated that in most cases this lack of expression of appreciation is attributed to carelessness, and not an actual lack of appreciation on the part of chapters. He expressed the hope that The Osborne Company can work through the new Future Farmer magazine in promoting sales. Mr. Wilson pointed out that re-sales have been good.

Mr. Hansucker told of a company in West Virginia which put one of the official FFA calendars in each classroom in the elementary and secondary schools of one county in the State. Then they sponsored a contest among the boys and girls in these schools, in which they were to write a one-page statement on what the picture on the calendar tells. Awards were presented, and interest in the calendar was greatly stimulated.

Mr. Hansucker stated that many families would like to have a calendar with one picture only - without the flaps - and smaller. Mr. Wilson expressed appreciation for this constructive criticism but said the multiple picture calendar is the type most families who live in cities prefer, and this is the type which seems to be most popular. He suggested, however, that his company might prepare a smaller calendar with a single picture reproduction and let the chapters choose the type they prefer. If this is done, there would be a total of four calendars - large, medium, and two small ones. If the above suggestion is carried out, it would have to start on the 1954 calendars, since the 1953 calendars are already being sold.

Representatives of the L. G. Balfour Company, Mr. Walter B. Anderson of Richmond, Virginia, and Mr. E. C. Field of Attleboro, Massachusetts, were present and Mr. Anderson gave a brief report on sales of official FFA jewelry during the past few months. He reported that they always experience a slump during the summer months. They recently sent letters to the States, in which they pointed out the necessity of allowing plenty of time for the filling of orders, and urging the States to get their orders in during the summer months, thus avoiding the rush during September and October. This letter produced some results, but they still find that some States wait until the last minute before placing orders. Mr. Anderson stated that much of their difficulties in connection with the filling of orders for FFA jewelry are due to the variety of systems used by the States in handling the distribution of Balfour catalogues - and the manner in which orders are submitted by the States. He stated that they are now making three distributions of catalogues to Advisers, Supervisors, and FFA members. He suggested the use of a combined catalogue. He also stated that many of the States do not seem to understand their manner of billing - and this necessitates additional correspondence. He stated that they must charge a State sales tax on the price of the article in those States having a sales tax, plus the cost of engraving. However, there is no Federal tax on engraving.

Mr. E. C. Field estimated that their correspondence on FFA orders amounted to from 70 to 80 letters per day. This concerns errors in specifying items desired, wrong State and Federal tax, etc. He also stated that many times they are unable to determine from the letterheads, the name and location of the chapters, since this information is not always indicated on the letterheads.

Mr. Field stated that the Balfour Company would like an indefinite contract containing a clause that either party to the contract can give notice of a cancellation or change in one year's time. Also

a clause that the FFA can call for a review of Balfour's prices at any time. Dr. Tenney stated that the Board of Directors had taken action requesting that competitive bids should be received at least every three years. Mr. Field replied that Balfour would be perfectly willing to put in their contract a clause to the effect that if it became necessary to ask for an increase in price, they would give a year's notice, but that a reduction in price would take effect immediately, if this were possible.

To return to some of the difficulties encountered by the Balfour Company in filling orders, Mr. Field explained that pilferage in the mails has been very great, thus, causing delays in delivery of merchandise. The pilferage has been especially heavy in sterling silver. Mr. Field stated that correspondence has to be conducted on 40% of all orders received in his division. He suggested that it would be a great help to them if the State offices would assemble the orders from their various chapters and send a single order for the State. He cited as an example the practice followed by the States of Tennessee, Mississippi, and Kansas - where all pins are sent to the Advisers and they are distributed by them to the proper individuals. Another example of a State's cooperation is the State of Virginia, where merchandise is shipped to individuals, but all billing is done through the State office. Mr. Field stated that this aids them greatly in providing better service.

It was agreed that the Balfour Company should send to the State Supervisors copies of letters of complaint which they receive, as well as copies of their letters of reply.

The matter of American Farmer candidates was next taken up. The National Board of Student Officers recommended that three candidates for the American Farmer Degree be rejected.

It was moved by Mr. Humphrey, seconded by Dr. Tenney and carried, that the recommendation of the Board of Student Officers, concerning the rejection of the three candidates, be accepted and that the remaining 316 candidates be recommended to receive the Degree of American Farmer.

A discussion was held concerning applications for the American Farmer Degree which were submitted by one State after the deadline date for filing specified in the FFA Constitution. Dr. Spanton pointed out that all States had received two warning notices of the deadline date of June 30 for the filing of American Farmer applications - one in paragraph 5-c of his note of January 23, 1952, and another in paragraph 5-b of his note of April 25, 1952. After considerable discussion, it was moved by Mr. Dalton, seconded by Mr. Johnson, and carried, that the Board of Directors approve the recommendation of the Board of Student Officers that these applications for the American Farmer Degree which were received after the deadline date, be rejected.

The meeting was adjourned at 5:00 p.m.

July 24, 1952

The meeting was called to order at 9:00 a.m. by Dr. Spanton, Chairman, all members of the Board being present.

The proposed FFA Budget for the new fiscal year as presented by Dr. Howard was examined. Dr. Hurt brought up a question concerning Mrs. Coiner's salary. It was explained to him that the salary listed in the budget is only half of the salary that Mrs. Coiner receives; the other half is paid by the FFA Foundation.

Mr. Dalton asked whether there is enough money allowed in the budget for special travel. Mr. Hurt explained how much visits to the different States by the program specialists mean to the individuals in the States. Mr. Dalton said that it would be very helpful if the Executive Secretary could visit the States and attend State FFA Conventions. Mr. Dalton asked if something couldn't be done about getting a full-time Executive Secretary to be paid by the FFA. Dr. Spanton explained that under the provisions of Public Law 740, the Executive Secretary must be a Government employee and a member of the staff of the Agricultural Education Branch, paid by the Government, yet his pay might be reimbursed by the FFA to the Government. Mr. Hurt said that this might be a good idea. Dr. Spanton said he did not like to think of doing this when the Agricultural Education Branch is authorized by law to do this work.

It was moved by Mr. Hurt, seconded by Mr. Dalton and carried, that the Board of Directors go on record as urging the Office of Education to employ a full-time man to serve as Executive Secretary of the Future Farmers of America and that adequate travel funds be provided so that he can make trips to the States.

It was moved by Mr. Dalton, seconded by Mr. Humphrey and carried, that the tentative proposed FFA Budget be accepted.

It was moved by Mr. Hansucker, seconded by Dr. Tenney and carried, that the policy of the Board of Directors be, that only those State Supervisors of Agricultural Education be recommended for the Honorary American Farmer Degree who serve on the National Board of Directors of the FFA or the Board of Trustees of the FFA Foundation, or those who assist the national organization in some outstanding way.

It was moved by Mr. Hansucker, seconded by Mr. Dalton and carried, that the following men be recommended to receive the Honorary American Farmer Degree in 1952:

A. C. Hale, President, National Vocational Agricultural
Teachers' Association, Arkansas
Cal T. Johnson, Sears-Roebuck Foundation, Texas
Robert E. Wood, Chairman of the Board, Sears-Roebuck
and Company, Illinois

E. R. Alexander, Head Agricultural Teacher Trainer,
A. & M. College of Texas
L. E. Cook, Head Agricultural Teacher Trainer,
North Carolina (retired)
W. T. Schnathorst, International Harvester Company
Illinois
Dr. Paul Sanders, Editor, The Southern Planter,
Virginia
John F. Daneke, General Motors Corporation, Michigan
J. K. Stern, President, American Institute of Cooperation,
Washington, D.C.
G. A. Schmidt, Head Agricultural Teacher Trainer,
Colorado (retired)
H. H. Gibson, Head Agricultural Teacher Trainer,
Oregon (retired)
A. P. Fatherree, State Supervisor of Agricultural
Education, Mississippi
Elvin Downs, Assistant State Director of Agricultural
Education, Utah
R. C. S. Sutliff, Chief, Bureau of Agricultural Education,
New York
H. W. Deems, Head Agricultural Teacher Trainer,
Nebraska
Walter B. Anderson, L. G. Balfour Company, Virginia
J. C. Moore, District Supervisor of Agricultural Education,
Missouri
Fathers of the National FFA Officers
Fathers of the Star Farmers
Advisers of the Gold Emblem Chapters

Donald Staheli, National FFA President, agreed that these candidates would be acceptable to the Board of Student Officers.

Dr. Tenney stated that he had been asked by the Board to obtain samples and quotations on a light-weight official FFA jacket. A number of the jackets were made up with the emblem and the lettering flocked on or painted on. Dr. Tenney explained that this is a much cheaper process and the jacket could be sold for about \$1.00 less without the Swiss embroidered emblem and stitched lettering.

Dr. Tenney asked for the Board's recommendation concerning the jacket. Mr. Hurt asked Donald Staheli if the boys would like the type of jacket shown. Donald said that the boys would definitely want the Swiss embroidered emblem rather than the flocking.

The meeting was adjourned at 5:00 p.m.

July 25, 1952

The meeting was called to order at 9:00 a.m. by Dr. Spanton, Chairman, all members of the Board being present.

The following proposals submitted by individual States to members of the Board of Directors were presented, discussed and acted upon as follows:

One State recommended that authority for approving American Farmer Degree Applications be delegated to the respective States.

It was moved by Mr. Humphrey, seconded by Mr. Hurt and carried, that the States should not have the final authority to make the decision in selecting the American Farmer Degree candidates.

One State recommended that each State submit its best application for the American Farmer Degree, together with pictures, etc., for consideration for the Regional Star American Farmer Award.

It was moved by Mr. Hurt, seconded by Mr. Naugher and carried, that each State should indicate the candidate they wish considered for the Regional Star American Farmer award. Pictures, etc., should be provided, but no scrapbook. All necessary information required should be sent in.

It was moved by Mr. Hurt, seconded by Mr. Humphrey and carried, that the FFA Board of Directors refer the recommendation, that the Foundation set up State Initiated Projects for the NFA, to the NFA Advisory Council.

One State recommended a change in the procedure in conducting the FFA Public Speaking Contest in such a manner that it be an extemporaneous contest.

It was moved by Mr. Dalton, seconded by Mr. Humphrey and carried, that a poll of the States be made in regard to changing the National Public Speaking Contest to an "extemporaneous" contest in 1954, each Region to discuss it at the 1953 Regional Conferences and submit recommendations to the Board of Directors for consideration, so that if action is favorable, it could be put into effect in 1954.

It was moved by Mr. Dalton, seconded by Dr. Tenney and carried, that a demonstration of the Public Speaking Contest on an extemporaneous basis be given at the 1953 National FFA Convention in addition to the regular contest.

Mr. Hurt stated that some States do not use their full quota of American Farmer Degree candidates, while other States have more qualified candidates than they are able, under the rules, to nominate. He suggested that provision be made that if a State does not meet its full quota of candidates, then the unfilled number should be apportioned to other State Associations within the Region. Since this is a matter which requires Constitutional amendment, no action was taken.

The sale of FFA emblems was discussed and Mr. Humphrey stated that two States were using them as awards at their State conventions. They sent in their order for the emblems this year and were notified by the Supply Service that the sale of the emblems had been discontinued.

It was moved by Mr. Swanson, seconded by Mr. Hansucker and carried, that the Board re-affirm its stand of a year ago with respect to discontinuing the sale of the large FFA emblems.

One State recommended to Mr. Humphrey that another degree be added to the FFA for those boys who are in the class between the Chapter Farmer and the State Farmer. It was suggested, too, that another degree be added between the State Farmer and the American Farmer.

Dr. Spanton stated that since these changes would require amendments to the Constitution, that the State wishing to make these changes be notified by Mr. Humphrey to prepare their request in the form of an amendment to the Constitution and submit it through proper channels for consideration.

It was moved by Mr. Dalton, seconded by Mr. Hansucker and carried, that a recommendation be made to the Student Officers of the FFA that a continuing committee be set up to consider a Code of Ethics for FFA members.

It was moved by Mr. Dalton, seconded by Mr. Johnson and carried, that we recommend to the Student Officers that they go on record as limiting the number of outside speakers at the National FFA Convention, thereby permitting more member participation.

It was moved by Mr. Dalton, seconded by Mr. Johnson and carried, that the Board of Directors recommend to the Student Officers that they give consideration to putting on demonstrations at National Conventions that would help local chapters and State Associations to improve their programs.

The meeting was adjourned at 5:00 p.m.

July 28, 1952

The meeting was called to order at 9:00 a.m. by Dr. Spanton, Chairman, in Room 4282, all members being present.

Mr. Barron, Editor, and Mr. Prince, Advertising Manager of the NATIONAL FUTURE FARMER, brought the Board up-to-date on the FFA magazine.

Mr. Barron stated that the first decision made had to do with content of the magazine. On a quarterly basis, it could not be published especially for news value. It was finally decided to direct it to the boys. Editorial material should be for boys 17 years of age and up.

Mr. Barron told of the importance of building up a file of contributors or prospective contributors. The most valuable contributors are those versed in writing. A local chapter member would not ordinarily make a good contributor to the magazine, because what he could offer would not likely be of wide interest. The best men are those who move around over the State, write well, and take many pictures.

It has been decided to pay a flat fee of \$5.00 for black and white pictures that are published; \$10.00 for kodachromes; up to \$35.00 for well-done stories and long articles; ceiling for assignments for outstanding contributors, \$50.00. The same applies to front cover pictures (in color), generally the pay would be \$35.00, but we could go up to \$50.00. Louis Bromfield, who ordinarily gets \$5,000 for an article, is going to write one for the Future Farmer magazine for \$50.00. Big names will mean a great deal.

Mr. Barron stated that every article is to be aimed at the boys but the hope is that they will be good enough to interest older people. He also mentioned the possibility that the Walter Winchell program will include information about the new magazine. He then showed a chart representing the States from which material had been solicited. He said they had tried to get something from each State.

Mr. Naugher suggested contacting a writer from Mississippi-- Hodding Carter-- who might be willing to contribute.

Harold Prichart, formerly Executive Secretary of the FFA, and Ralph McGill, of the Atlanta Journal, Atlanta, Georgia, were other good prospects suggested.

Mr. Hansucker asked if the articles printed must be a first release. Mr. Barron stated that they planned to use only one reprinted article per issue. Credit lines must be given, of course, for articles that have been used before, or a re-write on them.

As to circulation, Mr. Barron said an attempt is being made to get set up so that the magazine will qualify for the Audit Bureau of Circulation. It takes a year to qualify. The Audit Bureau of Circulation is a service to guarantee to advertisers and other agencies, that the circulation claimed by magazines and papers is authentic. There will be many benefits from contacts made if the magazine can qualify for this service. Mr. Barron showed a subscription sheet which had been worked up allowing for 25 names and addresses, age of student, and grade in high school, which could be used by State offices. The State adviser would get these forms from the local chapters. It was suggested that 10 per cent deduction be given for handling the sheet. Preferably, one check will accompany the list of names.

Mr. Naugher asked how the matter of subscriptions would be handled if the order did not come in until after the first issue. Mr. Barron said that subscriptions would date from the time the subscription was received, regardless of when that might be. However, it will take about six weeks after subscriptions are received before the magazine can be sent.

Mr. Barron stated that a form had been prepared for "free circulation," but hoped that the "free circulation" list can be kept down to one per cent.

As regards total circulation, Mr. Barron said they have heard from 28 States. Out of the 352,000 members in the United States, these 28 States have approximately 171,000 members, and they estimate 109,730 subscriptions. If the rest of the States come in on the same percentage basis, there will be approximately 227,000 subscribers the first year. We will have to plan on 200,000 for the January issue. Mr. Barron presented a chart showing the States coming in 100 per cent and 90 per cent or better.

Mr. Prince was then asked by the chairman to give his report on advertising. He stated that we have six and two-thirds pages of advertising already sold, which includes two covers in four colors and one or two pages in two colors. Mr. Prince gave some of the names of firms contacted besides those which have taken advertising and informed the group that because of short notice, projects already initiated, and because of the fact that our magazine is new, some are not coming in now but will come in later. In most instances the people who know the FFA and the Foundation are good prospects for advertising. They are the people Mr. Prince is concentrating on for the first issue. Between now and the closing date, Mr. Prince believed twenty or twenty-one pages of advertising could be sold, which is thought to be about right for the first issue. Mr. Prince suggested that, if 20 pages of advertising are secured, the first issue should contain 48 pages and the cover. That would compare very favorably with other magazines, such as Boys' Life.

Dr. Spanton mentioned the fact that he felt the response to advertising was very good, especially in view of the fact that he had been told by different individuals that it would be impossible to sell advertising without a dummy magazine to show advertisers.

Mr. Barron said the size of the new magazine is to be the same as the Farm Journal.

A rate card has been prepared based on 100,000 circulation. It applies only to the first issue.

Mr. Barron next presented the proposed budget. He stated that the magazine will be printed by the Kable Printing Company at Mount Morris, Illinois. This company prints close to 200 magazines and do quality work. Seven bids were received and Kable was lower than any other company.

Mr. Barron stated that it is going to be necessary to increase the staff. It will be necessary to have a bookkeeper, an art man, and a photographer. A staff of about five will be required.

Mr. Prince stated that he believed Mr. Barron to be too conservative on estimate of help needed. Dr. Spanton mentioned the fact that during certain seasons of the year the Supply Service could furnish some help. Mr. Prince indicated that they would need trained professional help.

Mr. Barron told the group that they are now using one secretary loaned from the Supply Service. He would like to replace this secretary when they can no longer use her services, by an editorial assistant. They will need a bookkeeper by the middle of August or the 1st of September to take care of money matters.

Referring to the need for an artist, Mr. Prince stated that on lead articles and stories, better than a third is usually given over to art work. He suggested that it might be possible to get an art man right out of college for around \$5,000.

Mr. Barron stated that he needs an art man who can take pictures, do articles, and help in other ways.

Mr. Hansucker asked what the last date is for receiving subscriptions in time for the October issue. Mr. Barron replied that the lists should be sent in 31 days prior to October 1.

Mr. Hurt asked if we could be assured that the magazine would be self-sustaining.

Mr. Farrar replied that we could be about as sure of it as anything, just as sure as we were about the Supply Service. Mr. Farrar asked if the group thought the budget should indicate that we are expecting it to pay its own way or should it be set up as though it is going to pay its way and then set up a contingent fund in case it does not.

Mr. Swanson said he felt that it is reasonable to assume that it will be self sustaining. With one to two hundred thousand subscriptions, it seems that it should break even.

Mr. Swanson asked if the Supply Service would take out an ad in the magazine.

Mr. Farrar said that would have to be decided, but if our own organization does not feel that it is important to take out advertising in the magazine, how can we expect others to do so.

Mr. Barron presented the budget for the NATIONAL FUTURE FARMER Magazine as follows:

Proposed Budget
The National Future Farmer Magazine
For Fiscal Year July 1, 1952 to June 30, 1953

REVENUE

100,000 subscriptions through State offices . . . \$	22,500
75,000 subscriptions through direct mail	18,750
Advertising, Fall issue	11,500
Advertising, Winter issue	25,750
Advertising, Spring issue	28,750
Advertising, Summer issue	21,300
Loan from FFA	<u>25,000</u>
TOTAL RECEIPTS	<u>\$ 153,550</u>

EXPENSES

Fall issue, 100,000 copies.	\$ 23,500
Winter issue, 200,000 copies.	35,000
Spring issue, 200,000 copies.	35,000
Summer issue, 200,000 copies.	35,000
Operating fund.	<u>25,000</u>
TOTAL EXPENSES	<u>\$ 153,550</u>

After discussion the following action was taken:

It was moved by Mr. Dalton, seconded by Dr. Tenney and carried, to accept the proposed budget.

It was moved by Mr. Hansucker, seconded by Mr. Humphrey and carried, that a maximum loan of \$25,000 (including the amount of \$12,000 previously authorized) of general FFA funds be made to The NATIONAL FUTURE FARMER Magazine in amounts requested by the editor and approved by the Governing Committee, and that it be paid back by June 30, 1954.

It was moved by Dr. Tenney, seconded by Mr. Hansucker and carried, that we authorize the establishment of a separate bank account and bookkeeping system for the NATIONAL FUTURE FARMER Magazine under the direction of the editor in chief, and that the editor and other persons responsible for handling the finances be properly bonded.

It was moved by Mr. Humphrey, seconded by Mr. Johnson and carried, that the account of the NATIONAL FUTURE FARMER Magazine be audited annually as of June 30 by a certified public accountant and that a copy of the auditor's report be made available for the national treasurer.

It was moved by Mr. Hurt, seconded by Mr. Humphrey and carried, that the Governing Committee in cooperation with Mr. Barron and Mr. Prince develop a set of advertising policies subject to the approval of the Board at their October meeting.

It was moved by Mr. Dalton, seconded by Mr. Hurt and carried, that a budget of the Future Farmers Supply Service be prepared and submitted to the Board of Directors at the October meeting in Kansas City, and that a copy of the budget be included in the Proceedings of the 1952 FFA Convention.

Dr. Tenney brought up the matter of a Western branch of the Supply Service.

Mr. Johnson said that a Supply Service for the Pacific Region was suggested, but the idea was not unanimously endorsed by the States.

It was moved by Mr. Dalton, seconded by Mr. Johnson and carried, that the FFA Board of Directors authorize the Supply Service to sell to State Associations or their duly authorized agents, all official Future Farmer merchandise in bulk for distribution to local chapters and members in the State.

Dr. Tenney read a letter from Oregon requesting that the Future Farmers Supply Service take over all official supplies. A letter was read also from Arizona asking about the advisability of the Supply Service carrying all items of paraphernalia needed by local chapters.

Mr. Johnson said that many people in the States wish to get all supplies through one official source.

Mr. Humphrey said he thought we should offer to supply all items that are official paraphernalia.

Dr. Tenney mentioned that requests had been received from 30 State Associations of FFA for an official vocational agriculture notebook bearing the FFA emblem.

It was moved by Mr. Johnson, seconded by Mr. Hansucker and carried, that the Future Farmers Supply Service handle all official paraphernalia needed in connection with the ritual.

Concerning the notebooks, Dr. Tenney said there were three different things that could be done: 1-Do nothing; 2-Handle them through the Supply Service; and 3-Let them out on a royalty basis.

Mr. Hurt asked if an official emblem could be printed on a farm record book. The answer was affirmative, if printed by the State and not sold for profit in interstate commerce.

It was moved by Mr. Humphrey, seconded by Dr. Tenney and carried that the States be notified of the Board's action on the notebook and that they be instructed that if any State wishes to adopt a looseleaf binder bearing the FFA emblem and/or the words, Future Farmers of America, or the letters, FFA, it will be permissible for them to do so provided the company furnishing the notebook pays a 5 per cent royalty to the National Treasurer of the FFA.

It was moved by Mr. Hansucker, seconded by Mr. Johnson and carried, that the Future Farmers Supply Service also stock a loose-leaf binder notebook bearing the emblem or the words, Future Farmers of America, or the letters, FFA.

After a five-minute recess, Dr. Spanton said that at the October 1951 meeting of the Board of Directors and the Board of Student Officers there was a motion passed that steps be taken to bring suit against companies using the FFA emblem or manufacturing articles without authorization of the Board of Directors. Steps have been taken. The firm of Davies, Richberg, Tydings, Beebe and Landa was selected to prosecute the case, because they specialize in unfair trade practices and trademarks. Dr. Spanton read a letter from the law firm in which they expressed a willingness to take the case. Dr. Spanton also read a letter which he proposed to send to the law firm authorizing them to prosecute the case against the Chapter Supply Company, and asked for the wishes of the Board before the letter is sent.

Mr. Naugher stated that since authorization was already given it would seem in order to go ahead.

Mr. Humphrey said it was his opinion that it is time for a showdown—time to find out where we stand. He was favorable to going ahead with the recommendation the Board made last fall.

It was moved by Mr. Johnson, seconded by Mr. Naugher and carried, that the letter to the law firm prepared by Dr. Spanton be approved. The letter is as follows:

July 29, 1952

Mr. James T. Welch
Davies, Richberg, Tydings,
Beebe & Landa
1000 Vermont Avenue, N.W.
Washington 5, D.C.

Dear Mr. Welch:

I have read your letter of July 21 which outlines the terms and conditions which you and your law firm indicate are agreeable to you for prosecuting the case against the Chapter Supply Company, of Danville, Illinois. These conditions appear to be reasonable, and, in accordance with instructions I have received from the Board of Directors of the Future Farmers of America, I am therefore authorizing your law firm to proceed immediately in taking such action as is necessary against this particular company.

It is my further understanding that before final settlement of the case is made with the Chapter Supply Company, your law firm will exert every effort to secure from them financial

restitution sufficient to cover court costs, attorneys' fees, etc., if at all possible to do so.

We are, therefore, requesting you to proceed with the case at your earliest opportunity.

Very sincerely yours,

V. T. Spanton, Chief
Agricultural Education Branch

- - - - -

Dr. Tenney again brought up the matter of official FFA sheet music and records. Many requests have come that the Supply Service furnish this sheet music and records.

It was moved by Mr. Hansucker, seconded by Dr. Tenney and carried, that the Supply Service make available recordings of official FFA songs, and the recording, "I'm in Love with a Boy of the FFA;" as well as sheet music of the respective songs.

Dr. Tenney stated that he had a request to allow the official FFA emblem to be put on the sheet music that Fred Waring wrote.

It was moved by Mr. Hurt, seconded by Mr. Humphrey and carried, that the Board not grant this request.

Mr. Hansucker read a letter from the New York Association of FFA regarding discrimination against the FFA in exemption from admission taxes to FFA events. It was brought out in discussion that schools are exempt, but clubs belonging to the schools are not exempt.

It was moved by Mr. Hurt, seconded by Mr. Humphrey and carried, that the National Advisor be instructed to ask the Bureau of Internal Revenue for a ruling on the request from New York to exempt FFA activities from tax.

New York suggested also, through a letter, an exchange of students between States. Mr. Hansucker was instructed to answer the letter giving the opinion that the Board believed it was a matter to be decided by the State.

The meeting adjourned at 5:00 p.m.

July 29, 1952

The meeting was called to order at 9:30 a.m., all of the members of the Board being present.

All members of the Board of Directors from the States suggested that, in their opinion, the salary of Mr. Farrar should be increased. After considerable discussion in regard to his salary and the work he is doing, it was moved by Mr. Dalton, seconded by Mr. Hurt and carried, that Mr. Farrar be granted an increase in salary, giving him a total of \$6340 per year, which corresponds with the third salary step in the Government salary schedule for Grade GS 11 and that this increase take effect August 1, 1952; and that Mr. Farrar be requested to set up a program of publicity and promotional work which he will present at the semi-annual meeting of the Board of Directors, this report to include a schedule of specific stories with datelines for publication, etc., and a definite plan for helping the States in setting up promotional programs within the States.

After some discussion concerning the duties and responsibilities of the editor of the NATIONAL FUTURE FARMER magazine and the manager of the Future Farmers Supply Service, it was moved by Mr. Humphrey, seconded by Mr. Hansucker and carried, that the editor of the NATIONAL FUTURE FARMER magazine and the manager of the Future Farmers Supply Service be requested to make a report of their activities at the semi-annual meeting of the Board of Directors, this report to include future plans and objectives as well as results accomplished.

Early in the meeting of the Board it was agreed that the application forms for the American Farmer Degree should be revised. Representatives from the States, who serve on the Board of Directors, were appointed as a committee to revise the application form and make a report to the entire Board later on in the week. These men were also asked to draw up proposed criteria for awarding the Honorary American Farmer Degree, and to give consideration to changes in the rules for conducting the National FFA Chapter Contest.

After the committee reported on the revision of the American Farmer application, following some discussion and further changes, it was moved by Mr. Dalton, seconded by Mr. Hurt and carried, that the Board accept the report of the committee.

It was then moved by Mr. Naugher, seconded by Mr. Hurt and carried, that the National Board of Student Officers and Board of Directors review all applications of candidates for the American Farmer Degree which show mathematical errors amounting to more than five per cent of the total labor income.

It was then moved by Mr. Humphrey, seconded by Mr. Johnson and carried, that the preliminary report of the committee on criteria for selecting Honorary American Farmers be referred back to the committee and that they be requested to continue their work and make a more complete report at the January meeting of the Board of Directors.

The preliminary report of this committee is as follows:

"Anyone who has made a contribution to vocational agriculture and the FFA above the State level may be considered for the Honorary American Farmer Degree. Selection for such honors should be distributed among workers and leaders in various professions, businesses and industries. A statement of the candidate's contributions shall be submitted on the official qualification forms to the National Board of Student Officers for their consideration. Candidates recommended by individual States shall have the recommendations of the respective State FFA Association. In addition, all candidates must be present at the national convention to receive the degree, unless the reason for not attending is acceptable to the Board of Student Officers and Board of Directors."

Mr. Stoy, Certified Public Accountant who audits the accounts of the Future Farmers Supply Service, reviewed the history of the development of the Supply Service and the part he and his company had played in helping to put it on a sound, business basis. He indicated that for the first few years the Supply Service was in operation, because of inexperienced, untrained, and in some instances inferior help, coupled with the unprecedented expansion of the business from year to year, many mistakes were made which were very unfortunate. This resulted in numerous justifiable complaints from the States and pointed up the necessity for employing a more capable manager and providing additional help. During the last year these recommendations have been put into effect, and Mr. Stoy now reports that the books and management of the Supply Service seem to be in excellent shape. He indicated that, in the audits for 1951, criticism had been made by his company of the management of the Supply Service, and particularly pointing out the unsatisfactory inventory that had been taken. However, he stated that all necessary corrections have been made, the inventory is now in good shape, and that his completed audit of the Supply Service for the six months starting January 1, 1952, and ending June 30, 1952, will show that conditions are now very satisfactory.

After considerable discussion, it was moved by Mr. Dalton, seconded by Mr. Humphrey and carried, that the Board of Directors recommend to the Board of Student Officers and Delegates at the next FFA National Convention that the number of chapters that may enter the National Chapter Contest be changed in such a manner that each State continue to be permitted to enter two chapters each, but that additional entries from each State be permitted one entry for each five thousand members, or major fraction thereof, over and above their first five thousand membership.

It was moved by Mr. Dalton, seconded by Dr. Tenney and carried, that the first two paragraphs on Page 2 of the Announcement and Rules of the National Chapter Contest under Section 2, Item D, be deleted, which would eliminate the necessity for chapters submitting copies of their programs of work to the national office.

It was moved by Mr. Dalton, seconded by Dr. Tenney and carried that the National Chapter Contest rules and regulations be referred back to the committee for further study.

Dr. Tenney read a letter from Mr. Kiser, State Supervisor of Agricultural Education in New Jersey, regarding a program of work in the National Chapter Contest which was sent in late.

It was moved by Mr. Hansucker, seconded by Mr. Hurt and carried, that the Board accept the program of work in question.

Dr. Tenney read a list of names to be considered as judges in the National FFA Public Speaking Contest. Several additions were made to the list. The Board approved the following men to be asked to serve as judges: Dr. Sanders (Mr. Wilhelm-alternate); Mr. Philip Pillsbury (Francis Sayer-alternate); and Bob Bowman (Paul Zilman-alternate.)

It was moved by Mr. Hansucker, seconded by Mr. Johnson and carried, that the name of Mr. J. K. Stern, President of the American Institute of Cooperation, be submitted to the Board of Student Officers and delegates to the National Convention for their consideration to receive the Honorary American Farmer Degree.

Moved by Mr. Dalton, seconded by Mr. Johnson and carried, that a continuing committee be appointed by the Student Officers at the FFA Convention to make plans for each year's convention program.

Moved by Mr. Dalton, seconded by Mr. Humphrey and carried, that a general agenda be made up of items to be considered at meetings of the Board of Directors, and sent to the four State Supervisors who serve on the Board at least thirty days before the meetings.

It was moved by Mr. Dalton, seconded by Mr. Hurt and carried, that a copy of the minutes of the meetings of the Board of Directors be sent to each of the members of the Board of Student Officers.

It was moved by Dr. Tenney, seconded by Mr. Dalton and carried, that a committee be appointed by the chairman to prepare a list of responsibilities and assignments for the Board of Student Officers and to submit this list at the next

meeting of the Board of Directors.

It was moved by Mr. Humphrey, seconded by Mr. Hansucker and carried, that at the next meeting of the Board of Student Officers and of the Board of Directors, the Boards give consideration to reviewing the articles offered for sale by the FFA Supply Service.

The meeting adjourned at 4:50 p.m. July 29, 1952.

Respectfully submitted,

A. W. Tenney

A. W. Tenney, Secretary

Approved:

W. T. Spanton

W. T. Spanton
Chairman of the Board