

✓ President <sup>Jonathan</sup> Davis  
✓ Bill Milgop  
senior v.p.

Genl Mgr  
Ed Fallon

D. Andreas  
GTA

✓ Warren Ranney

REMARKS

VICE PRESIDENT HUBERT HUMPHREY

AGWAY STOCKHOLDERS MEETING

SYRACUSE, NEW YORK

OCTOBER 21, 1965

Cong. Hanley

Rayburn { Pick 'em young, Pick 'em  
honest & keep them  
there!!

I am most happy to be able to be with you this evening. I am indeed complimented by the invitation which Ed Fallon and your directors extended to me to address this old -- but new -- farmers organization. Some months ago, Ed Fallon visited me, to get acquainted and to discuss the accomplishments and plans of Agway.

3 coops into one

- Eastern States Farmers Exchange
- N.Y. G.F.
- Pennsylvania Farm Bureau

F.B.S.  
Well!

Dir  
Pub Rel

AGWAY  
Adrian Driggs  
Genl Counsel

✓ Mayor Walsh  
Andreas

✓ Chanallo  
Tally  
TAWLEE  
Syracuse  
Univ

L It is fitting that we should be visiting with each  
 other in October - "cooperative month." The fact of a special  
"cooperative month" is an important reminder that cooperatives  
 are a vital part of our private enterprise system. L It is  
 interesting that many of our political and religious leaders  
 of varying philosophies have endorsed the concept of the  
 cooperative.

L For example, former President Calvin Coolidge said, "I  
 have many times declared my conviction that the development  
 of a powerful cooperative movement in this country is one of  
the needs of this period of economic readjustment."

L Former President Dwight D. Eisenhower said, "The role  
 of farm cooperatives is increasingly important in our national  
 economy. Over the years they have proved a major means for  
 assisting farmers to meet the problems and opportunities of  
modern agriculture..... Farmer cooperatives are shining examples  
 of the self-help pioneering spirit that has made this Nation  
 great."

*Kennedy* L The late President John F. Kennedy said, "Cooperative and mutual business has been a very important and constructive part of our free economy ever since Benjamin Franklin organized the first mutual insurance company in Philadelphia in 1752. It is one of the finest expressions of the American spirit."

L Here groups of people, faced with common needs, invest their capital and organize their own cooperatives to meet these needs. This is self-help at its best."

*Pope John* L The late Pope John XXIII said, "Rural workers should feel a sense of solidarity one with another and should unite to form cooperatives, which are necessary if they are to benefit from scientific and technical progress. They need to organize to have a voice, for today almost nobody hears, much less pays attention to isolated voices."

*Johnson* L And most recently, President Johnson said, "I have seen cooperatives grow up. Their performance over the past half a century is reason for great pride. Their future success lies in their ability to assume new responsibilities with the same

self-reliant spirit of the past, to explore their capacity to help in America's war on poverty, to broaden their programs to bring hope to areas of need, and to advance the general economic and social well-being of our society."

Farmer cooperatives increase farm bargaining power. !

This is especially so when growers have had successful

experience in working together and have developed skillful

leadership and able management. To attract and maintain the

skillful leadership and able management, the cooperative must

pay competitive salaries and maximize efficiency through

minimizing costs. In a larger and more important sense,

larger, more efficient aggregates provide farmers with the

bases for adjustment of their operations to maximize their

contributions to present day society.

Let's look to the future. We face a new and bigger job

for farmers. ~~But~~ Cooperatives have a forceful role to play

in the changing market structure. If cooperatives meet the

1/11/77  
Note +  
Not significant



needs ~~of the~~ of the mass merchandising system for large  
lots and steady supplies of uniform-quality products, they  
certainly will be in a much better position to deal with the  
large-scale buyer -- and to have a voice in the kind of pricing  
system that is evolving. By taking the necessary steps to  
meet the requirements of what has become a complex national market  
by expanding their operations -- by hiring competent, professional  
employees -- cooperatives can match the skills of any other  
organizational form.

like Ed Fallon

THIS IS AN AD-LIB STATEMENT NOT TO BE INCLUDED IN  
THE PRINTED SPEECH

I have had many opportunities over the years to participate in the annual meetings of other farmer cooperatives in America. I often wonder if the farmer members fully appreciate what they have done by establishing, building and supporting the significant cooperative associations in this country, such as you have done in Agway. This afternoon you heard reports by your President, Jonathan Davis, and by your General Manager, Ed Fallon. I had a chance to read these reports on my way here. Tomorrow, you will hear more details about the operations and services of Agway.

< This is an outstanding service organization, and you have made it big and significant and useful to yourselves by your own investment in it, and by your purchasing and selling through it. I hope you are as impressed as I am. And, I am impressed that you and thousands of other Agway members in the northeast have built this

kind of an organization on a voluntary basis because  
it is outstanding evidence of what cooperative  
private enterprises can do for the farm people in this  
country.

Coops are private  
enterprise -

For almost 50 years, your organization has been in the forefront of agricultural progress. All of us have witnessed tremendous changes during those five decades, in all aspects of our national life. But, perhaps nowhere have there been more marked changes than in agriculture.

50%

Change

President Johnson emphasized in his Inaugural Address that the chief characteristic of our world is change.

Change is inevitable. Agriculture's -- and America's challenge -- is to make change an ally, not an enemy.

As a nation, we increasingly recognize today that food and agricultural policies do not exist in a vacuum.

One of the fundamental efforts which this Administration has undertaken is to educate the American people -- particularly in the great metropolitan centers -- about the basic contribution which American agriculture is making to this nation and to the world.

All of us ~~in America~~ depend a great deal on the 7 per cent of our people who take the daily risks of drought and flood, hail and early frost, and all the uncertainties of the marketplace.

7%  
Farmers  
made!

One American farm worker produces enough to feed 31 persons. In 1920, he produced enough to feed 8 persons.

Agrie  
Producing

Today the smallest percentage in history of American income, after taxes, is spent for food -- less than 19 per cent. In 1950, it was about 26 per cent.

% for  
food

The quality of our food -- and the manner in which it is distributed, processed and marketed -- is a tribute to our farmers and to agri-business. No finer products . . . none more wholesome . . . none more guarded in terms of public health . . . and no greater variety are to be found anywhere.

This means improved nutrition for all Americans.

*Better Health*

In the next decade there will be 30 million more Americans to feed and clothe than today.

Will these 30 million additional Americans be consumers? Will they be national assets, or liabilities?  
Taxpayers, or taxeaters?

The answer lies in large part in what we do today.



*No welfare state!*

That is why we are dedicated today to creating in America not a welfare state, but a state of opportunity a society where each American citizen and community can both contribute to and share in our growing prosperity.

That is why we are fighting a war against poverty and for opportunity, self-help and enterprise.

If we succeed, the rewards will be great for all of us.

For example, in rural America, human need is almost twice as prevalent as in urban America. *Less than* Only thirty per cent of our families live in rural areas, but they include about half of those American families with incomes under 3,000 dollars. Only one out of ten boys now growing up on our farms can expect to earn an adequate living as a fulltime farmer.



✓ Rural America has more than twice the  
proportion of substandard homes found in urban areas.

✓ A fourth of all farm homes and a fifth of rural nonfarm  
homes are without running water. More than 14,000  
rural communities lack central water facilities.

✓ Rural people lag almost two years behind urban  
residents in average educational <sup>opportunities</sup> attainment. And they  
often suffer from a low quality education. Expenditures  
for elementary and secondary education in rural school  
districts are substantially below expenditures in urban  
districts. *Thanks for Act to Educ*

*need*  
Rural communities ~~lag~~ in health facilities. Rural  
children receive one-third less medical attention than  
urban children.

✓ We have brought to rural America a strong farm bill. This bill provides for a four-year farm program -- the longest in the history of farm legislation -- to bring stability to the farm economy. This bill will eliminate much of the confusion which has resulted from frequent changes in farm policy. It will also enable farmers to arrange less expensive long-term credit for the purchase of needed equipment.

✓ We have enacted the Omnibus Housing Bill which extends the rural housing program for four years.

~~This program authorizes 300 million dollars annually for rural housing improvement loans.~~

↳ We are providing, through the Farmer's Home Administration, ~~798~~<sup>800</sup> million dollars in loans to nearly two million rural people to redevelop farms or refinance existing debts.

↳ We have created under the Office of Economic Opportunity a program of rural anti-poverty loans. By the end of this year, 14,000 such loans, totaling nearly 25 million dollars, will be in effect to help develop income-producing farm enterprises.

↳ We have stepped up the efforts of REA -- and this year 132,000 rural consumers will get electricity for the first time.

Water | L We have distributed loans to thirty-three states  
to develop rural community water systems for 275 thousand  
more people. This program is part of the Rural Community  
Development Service established by the President, to  
coordinate the services and programs of all Federal  
agencies in rural areas.

L Rural America will be served too, by the important  
far-reaching education legislation passed by this Congress --  
legislation designed to open the future to each American  
child.



I recently asked the Department of Agriculture to give me a report as to the additional amounts of food that would be consumed if the income of American low-income families was brought up to an annual level of only 3,000 dollars. Some of the figures are rather startling.

Per capita consumption of these families of all food would rise by from 10 to 15 per cent.

Meat consumption would rise by about 15 to 20 per cent.

Consumption of milk products would rise about 7 per cent, and of fresh fruits and vegetables, 15 to 20 per cent.

Here's  
the  
line  
to food  
supply

Your Aguay territory this are your Key  
Crops & Products

Think of the dramatic improvement in the diets  
and health of these low income families if we could  
bring their food consumption up to these levels.

Not only would their level of living and outlook be  
considerably improved, but this increase in demand  
would have a constructive effect on farm prices and farm  
income. Agri-business volume and profits would rise too. !

Agriculture has a stake indeed in our efforts to  
extend opportunity to all our citizens.

There is another vast area where our abundance  
serves the nation's interest -- and where we must meet  
great challenges in the days ahead: I mean the two-thirds  
of the world called "developing".

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↳ "Developing" often means just that. But it too often means, as well, backward, hungry, and ignorant.

↳ One way of meeting these challenges is our Food for Peace Program. It is far more than just a farm program. It is truly a national program, to support national foreign policy objectives. It reflects the fact that we have wed our world leadership responsibilities with our breakthrough in agricultural technology.

FOOD  
FOR  
PEACE

↳ In the words of President Johnson: "Today the Food for Peace Program is a shining example of human compassion. It is more than a monument to a high moral purpose -- it is living legacy of practical economic wisdom."



Besides meeting the most elementary human need, our food resources are being used around the world to build schools, dig irrigation ditches, pay United States bills abroad, and create new markets for American agriculture."

Seneca once observed that "a hungry people listens not to reason, nor cares for justice . . ."

The free institutions we value so highly cannot flourish where men are prisoners of need and hunger.

Food and fiber from American farms have saved the lives of millions of people.

There are millions of boy s and girls today, throughout the world, who regularly receive school lunches through this program.

Lesson - Pol. + Moral -

15 -

It makes sense for the United States and other exporting countries to share abundance -- God-given abundance -- with millions who lack that abundance.

In our foreign aid programs, we recognize more and more that a key factor in economic development will be the future ability of people to feed themselves -- the ability to really close the world's food gap. Thus we seek not only to share our abundance of production with developing nations, but also our abundance of know-how and technology.

our crops  
our  
Land Grant  
colleges

Beyond the obvious political and moral reasons for our assistance, there is also a good economic reason.

The real market development for agricultural output will be in increasing total dollar markets of the world -- not just in dividing existing markets.

Ex/Porto

Our assistance programs are helping to build future export markets for American farm products -- by increasing living standards and purchasing power of the great populations in developing areas of the world.

These are the lessons of today: That all of us in this nation, and in this world, are interdependent -- that none of us is isolated from his neighbor.

What we do to help others most often turns out to be what most helps us.

Let us, then, who share in the miracle of American agriculture, continue to work for a future in which our energies and our productivity will be devoted to making life happier, freer and more abundant for the whole family of man.

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REMARKS

VICE PRESIDENT HUBERT HUMPHREY

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OCTOBER 21, 1965

I am most happy to be able to be with you this evening. I am indeed complimented by the invitation which Ed Fallon and your directors extended to me to address this old -- but new -- farmers organization. Some months ago, Ed Fallon visited me, to get acquainted and to discuss the accomplishments and plans of Agway.

I welcome this opportunity to be with you. We share a common concern. It is concern for American agriculture, and concern for all rural America.

With that concern, we also share a common determination. It is a determination to face squarely the realities of the present, and to seek together a brighter future.

For almost 50 years, your organization has been in the forefront of agricultural progress. All of us have witnessed tremendous changes during those five decades, in all aspects

of our national life. But, perhaps nowhere have there been more marked changes than in agriculture.

President Johnson emphasized in his Inaugural Address that the chief characteristic of our world is change.

Change is inevitable. Agriculture's -- and America's challenge -- is to make change an ally, not an enemy.

As a nation, we increasingly recognize today that food and agricultural policies do not exist in a vacuum.

One of the fundamental efforts which this Administration has undertaken is to educate the American people -- particularly in the great metropolitan centers -- about the basic contribution which American agriculture is making to this nation and to the world.

All of us in America depend a great deal on the 7 per cent of our people who take the daily risks of drought and flood, hail and early frost, and all the uncertainties of the marketplace.

One American farm worker produces enough to feed 31 persons. In 1920, he produced enough to feed 8 persons.

Today the smallest percentage in history of American income, after taxes, is spent for food -- less than 19 per cent. In 1950, it was about 26 per cent.

The quality of our food -- and the manner in which it is distributed, processed and marketed -- is a tribute to our farmers and to agri-business. No finer products . . . none more wholesome . . . none more guarded in terms of public health . . . and no greater variety are to be found anywhere.

This means improved nutrition for all Americans.

In the next decade there will be 30 million more Americans to feed and clothe than today.

Will these 30 million additional Americans be consumers? Will they be national assets, or liabilities? Taxpayers, or taxeaters?

The answer lies in large part in what we do today.

That is why we are dedicated today to creating in America not a welfare state, but a state of opportunity -- a society where each American citizen and community can both contribute to and share in our growing prosperity.

That is why we are fighting a war against poverty and for opportunity, self-help and enterprise.

If we succeed, the rewards will be great for all of us.

For example, in rural America, human need is almost twice as prevalent as in urban America. Only thirty per cent of our families live in rural areas, but they include about half of those American families with incomes under 3,000 dollars. Only one out of ten boys now growing up on our farms can expect to earn an adequate living as a fulltime farmer.

Rural America has more than twice the proportion of substandard homes found in urban areas. A fourth of all farm homes and a fifth of rural nonfarm homes are without running water. More than 14,000 rural communities lack central water facilities.

Rural people lag almost two years behind urban residents in average educational attainment. And they often suffer from a low quality education. Expenditures for elementary and secondary education in rural school districts are substantially below expenditures in urban districts.

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We have brought to rural America a strong farm bill. This bill provides for a four-year farm program -- the longest in the history of farm legislation -- to bring stability to the farm economy. This bill will eliminate much of the confusion which has resulted from frequent changes in farm policy. It will also enable farmers to arrange less expensive long-term credit for the purchase of needed equipment.

We have enacted the Omnibus Housing Bill which extends the rural housing program for four years. This program authorizes 300 million dollars annually for rural housing improvement loans.

We are providing, through the Farmer's Home Administration, 798 million dollars in loans to nearly two million rural people to redevelop farms or refinance existing debts.

We have created under the Office of Economic Opportunity a program of rural anti-poverty loans. By the end of this year, 14,000 such loans, totaling nearly 25 million dollars, will be in effect to help develop income-producing farm enterprises.

We have stepped up the efforts of REA -- and this year 132,000 rural consumers will get electricity for the first time.

We have distributed loans to thirty-three states to develop rural community water systems for 275 thousand more people. This program is part of the Rural Community Development Service, established by the President, to coordinate the services and programs of all Federal agencies in rural areas.

Rural America will be served too, by the important far-reaching education legislation passed by this Congress -- legislation designed to open the future to each American child.

I recently asked the Department of Agriculture to give me a report as to the additional amounts of food that would be consumed if the income of American low-income families was brought up to an annual level of only 3,000 dollars. Some of the figures are rather startling.

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Think of the dramatic improvement in the diets and health of these low-income families if we could bring their food consumption up to these levels.

Not only would their level of living and outlook be considerably improved, but this increase in demand would have a constructive effect on farm prices and farm income. Agribusiness volume and profits would rise too.

Agriculture has a stake indeed in our efforts to extend opportunity to all our citizens.

There is another vast area where our abundance serves the nation's interest -- and where we must meet great challenges in the days ahead: I mean the two-thirds of the world called "developing."

"Developing" often means just that. But it too often means, as well, backward, hungry, and ignorant.

One way of meeting these challenges is our Food for Peace Program. It is far more than just a farm program. It is truly a national program, to support national foreign policy objectives.

It reflects the fact that we have wed our world leadership responsibilities with our breakthrough in agricultural technology.

In the words of President Johnson: "Today the Food for Peace Program is a shining example of human compassion. It is more than a monument to a high moral purpose -- it is living legacy of practical economic wisdom. Besides meeting the most elementary human need, our food resources are being used around the world to build schools, dig irrigation ditches, pay United States bills abroad, and create new markets for American agriculture."

Seneca once observed that "a hungry people listens not to reason, nor cares for justice . . ."

The free institutions we value so highly cannot flourish where men are prisoners of need and hunger.

Food and fiber from American farms have saved the lives of millions of people.

There are millions of boys and girls today, throughout the world, who regularly receive school lunches through this program.

It makes sense for the United States and other exporting countries to share abundance -- God-given abundance -- with millions who lack that abundance. In our foreign aid programs, we recognize more and more that a key factor in economic development will be the future ability of people to feed themselves-- the ability to really close the world's food gap. Thus we seek not only to share our abundance of production with developing nations, but also our abundance of know-how and technology.

Beyond the obvious political and moral reasons for our assistance, there is also a good economic reason.

The real market development for agricultural output will be in increasing total dollar markets of the world -- not just in dividing existing markets.

Our assistance programs are helping to build future export markets for American farm products -- by increasing living standards and purchasing power of the great populations in developing areas of the world.

These are the lessons of today: That all of us in this nation, and in this world, are interdependent -- that none of us is isolated from his neighbor.

What we do to help others most often turns out to be what most helps us.

Let us, then, who share in the miracle of American agriculture, continue to work for a future in which our energies and our productivity will be devoted to making life happier, freer and more abundant for the whole family of man.

[Transcript]



AGWAY INC., BOX 1333, SYRACUSE, NEW YORK 13201  
300 SO. GEDDES ST. DIAL 315-472-6621

November 2, 1965

Mr. Ted VanDyk  
Assistant to the Vice President  
Room 5121  
New Senate Office Building  
Washington, D. C.

Dear Mr. VanDyk:

As promised in my letter of November 1, I am enclosing herewith a double spaced version of the transcription of the tape recording of Vice President Humphrey's speech presented at Agway's Annual Meeting, Syracuse, New York, Thursday evening, October 21.

Sincerely,

A handwritten signature in cursive script that reads "Warren A. Ranney".  
Warren A. Ranney

WAR:pg  
enc.



TRANSCRIPT OF REMARKS  
VICE PRESIDENT HUBERT H. HUMPHREY  
AGWAY STOCKHOLDERS MEETING  
SYRACUSE, NEW YORK      OCTOBER 21, 1965

Thank you very much, Mr. Davis, for your generous and gracious introduction; my friend Mr. Fallon; Mr. White, the master of ceremonies for the evening; to Warren Ranney who was with Mr. Fallon down in Washington, a special hello; and to your Senior Vice President Bill Milsop. May I just add that I was under the impression that I wouldn't have to follow such spectacular performances as I have heard this evening.

I don't mind competing with senators and congressmen, and even my good friend over here -- that's Congressman Jim Hanley. It's good to compete with him. But when I have to take the platform and share it with such beauty, wit, charm, and intelligence as I have sensed here tonight with Suzanne Bradford, the Dairy Princess with that wonderful Midwestern accent, and Connie Hoffman, the Poultry Princess, who in her introduction confused me a bit telling me Indiana State College and all at once it ends up Indiana, Pennsylvania. And to this fine young man, Floyd "Sam" Dubben, Jr. I want you to know, Floyd, that I had intended to be with you and your cohorts of the Future Farmers of America out at Kansas City just a few days ago on the 13th day of October. You may recall that it was a few days after our President went to the hospital and I was staying a little close to Washington at that time. But I spoke to your fellow F.F.A. members by the great system of the telephone-electronics- and I had a chance to address an audience of thousands of young men by long distance telephone. I am glad you folks paid for the call because the speech went a little longer than it should have.

I am very very happy to be in Syracuse, New York, tonight to see old friends and new friends, and to once again return to this community. It was in the month

of June that I was here for commencement exercises at Syracuse University, and Chancellor Tolley, who is one of the great administrators and educators of our nation, was very kind to me and greeted me with open arms. I never enjoyed any one commencement quite as much as I did that one, and I have looked forward to coming back to this part of New York, and being here with you.

I also know that somewhere in this audience tonight is an old compatriot of mine. We used to be on opposite sides of the political fence, and I suppose we still are, politically. But I grew to admire him and to respect him and it was my privilege to work with him when he was Under-Secretary of Agriculture, and I refer to a gentleman, who, if I am not mistaken, served for about 20 years as the manager of GLF, you know who I mean, Jim McConnell. And Jim, if you're around here some place I hope to see you before the night's out.

I want President Davis and General Manager Ed Fallon, to know that I did not come here without my own support, however. There are a few men from my office who are always kind enough to come along to help me. I couldn't get by without them. But I have some friends here from my home state, and one of the leading figures in the cooperative movement in the Midwest is here with us here tonight. He happens to be a personal friend. I would introduce him or say something about he even if he had never been inside of a cooperative or had never put his great mind and talents to the advancement of the cooperative movement. But this gentleman is known by President Davis, and your General Manager Ed Fallon and many of the members of your Board of Directors, and I have welcomed to New York and to Agway and to this great meeting, a friend of mine who is the executive vice president of the Farmers' Union Grain Terminal Association, the great marketing cooperative for our wheat farmers out in the Midwest, Mr. Dwayne Andreas, who is here with us tonight.

My friend, the Congressman, told me so many wonderful things about this particular area of our nation that I am somewhat overwhelmed and a little bit doubtful as to just where I should start. Congressman Hanley is a one-man Chamber of Commerce. Of course, he doesn't represent all of you in your district, but I want to tip you off, every congressman represents you. You should be interested in every one of them, because when you are a congressman or a senator you are a congressman of the United States and you are a senator of the United States and there isn't any way that you can separate or segregate a vote; it's just there to affect your life for good or for bad. Old Sam Rayburn used to say, the great Speaker of the House of Representatives, "When you had a good man in Congress, the way you take care of them is to pick them young, pick them honest, and keep them there." I think that's about what we do with most any enterprise that's a success. Develop talent.

Well, I'm delighted to be here with an old organization of farm people and yet a new one. I know this is, well, it's your first meeting, and yet it is not. This is a combination of three great farm cooperatives, Pennsylvania, New York, and other areas representing these great Middle Atlantic and Northeastern States.

Some months ago Ed Fallon come to visit me and he talked to me about your Agway cooperative. He told me about the work that you were doing and he suggested then that it might be possible that I would come to this meeting and to share with you some thoughts, and that's why I came.

I think it is very fitting that we should be visiting together tonight, and particularly in this month of October because this is Cooperative Month. The fact of a special cooperative month is an important reminder that cooperatives,

your cooperative, and all cooperatives are a vital part in our private enterprise system. It is interesting that many of our great political and religious leaders of various philosophies and theologies have endorsed the concept of the cooperative and indeed have put their blessing upon and their support behind the cooperative movement.

For example, let's go back to the earlier part of our American history. A former president from the Northeast, President Calvin Coolidge, said, and I quote him, "I have many times declared my conviction that the development of a powerful cooperative movement in this country is one of the needs of this period of economic re-adjustment." Now, no one can accuse Calvin Coolidge of being any sort of a leftist, or any sort of a radical, but you, I think, point to history to say that he had a lot of good sense and common sense in judgment.

The former President, one of our great Americans, great living Americans, Dwight D. Eisenhower, said, "The role of farm cooperatives is increasingly important in our national economy and over the years they have proved a major means for assisting farmers to meet the problems and the opportunities of modern agriculture." "The farmer cooperatives," said Mr. Eisenhower, "are shining examples of the self-help, pioneering spirit that has made this nation great." You talk about endorsements and commercials for a movement. I venture to say that no other group can claim such prominent backing.

The late President John F. Kennedy said, "Cooperative and mutual business has been a very important and constructive part of our free economy ever since Benjamin Franklin organized the first Mutual Insurance Company in Philadelphia in 1752."

You got an early start. It is one of the finest expressions of the American spirit. Here, groups of people faced with common needs invest their capital and organize their own cooperative to meet these needs. This is self-help at its best. I might add, President Davis, that is the sort of endorsement that could be literally printed on the stationery of this great Agway cooperative, because it in every word testifies as to what you are doing.

The late and beloved Pope John XXIII said, "Rural workers should feel a sense of solidarity one with another and should unite to form cooperatives which are necessary if they are to benefit from scientific and technical progress." They need to organize to have a voice, for today almost nobody hears, much less, pays attention to, isolated voices.

Mr. and Mrs. Farmer, in this cooperative the great advantage of a cooperative like Agway is that your voice is heard. Standing alone you amount to very little in the competition of being heard, but standing together you make, as they would say in Biblical terms, a loud noise, and you will be heard.

And most recently, President Johnson said, "I have seen cooperatives grow up." (In fact, he belongs to one.) "Their performance over the past half century is a reason for great pride. Their future success lies in their ability to assume new responsibilities with the same self reliant spirit of the past; to explore their capacity to help in America's war on poverty, to broaden their programs, to bring hope to areas of need, and to advance the general economic and social well-being of our society."

Now, here are five distinguished voices of the world. Two presidents of the Republican Party. Two presidents of the Democratic Party, and the Pope, the beloved Pope John. And each in his own way has said what you know to be a fact, that the cooperative is free enterprise, that the cooperative promotes self-reliance, that the cooperative is self help.

Now farm cooperatives have a very practical benefit: they increase farm bargaining power. Let us not forget in the kind of a world in which we live and the kind of economy in which we live, you better be able to bargain, because it's big, a big country, everything big today. A big population, big business, big labor, big outlets, big retailers, big wholesalers, big manufacturers, and if you stand there alone trying to be heard, trying to bargain individually, you will maybe be exercising an old American characteristic of individualism, but you're apt not to do too well in terms of your bargaining power.

This is especially so when I speak of the increase of farm bargaining power through cooperatives, when growers and producers have had successful experience in working together and have developed skillful leadership and able management. I spoke to a group of municipal officials today in New Haven, Connecticut, and I said to them what I want to say to you tonight: I don't care how good the program looks, how generous the law may be, how noble the purpose of the legislation, how filled with idealism and all the good things of life, that unless it is managed efficiently, unless it is administered efficiently, it seldom achieves its purpose.

Management, competence, ability, skill - there are no substitutes for these. Thank goodness this cooperative stands in the forefront of the great cooperative institutions, not only in America but throughout the world, for its skill, for

its management competence, for the competence of its employees and its Board of Directors, and I might add, its own members. Now to attract and maintain the skillful leadership and able management the cooperative must be able to pay competitive salaries, and maximize efficiency through minimizing costs. Let's face it, you're not going to survive unless you do. In a larger and more important sense, larger and more efficient aggregates provide farmers with the bases for adjustment of their operation to maximize their contributions to the present day society.

That's why this great cooperative representing three cooperatives of the past has improved your bargaining position because you have taken on the size that permits you to compete, to bargain, and to operate.

Now let's take a look at the future. We face a new and bigger job for our farmers. I'm of government. I've been in Congress since 1949. I served on the Committee on Agriculture and Forestry for 10 years. I've had a hand in every piece of farm legislation since 1949. I'll be frank to tell you I've changed my mind on some matters. Every once in a while somebody comes up and tells me, "Well, you're not like you used to be." Well, I guess not. I'm a little older, a little fatter, and a little more bald. I hope I've learned a little something, too. There's no rule against that, you know. And you ought to learn from experience. More importantly, the world in which we live changes, and one ought to learn, if for no other reason than to keep up with the change.

I want to leave this thought with you. I think it is important that our government have sound basic agricultural policies, or policies relating to agriculture. I think it's very important that our government assist farmers

in terms of farm credit. I think it is important that our government try to work with our farm people and our farm producers in providing the abundance that is necessary for a growing nation and also the supplies that we need for overseas. I think it is important that our government show a keen interest in and concern about marketing and help the farmer sustain a good market posture, a competitive market position.

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But, I want to make it clear, I know of no group in America that depends upon government to take care of them that gets by very well for long. The American business community, the corporate business community, doesn't ask government to manage its business. It asks for the right to compete. It asks for the right to make a profit. It asks for the right to develop markets. You think the American labor movement wants the American government to run the unions? Do you think the American Chamber of Commerce wants the government to run the corporations? Of course not. Mr. Farmer, while a government must be sympathetic to your objectives and your aims, and while this government should be deeply concerned about the soil and the tillers of the soil, and the producers of food and fiber and their welfare, I submit to you that if you really want to be sure of your future, organize to take care of yourself with the help of a friendly government.

This is just another way to say that cooperatives have a very important role to play in the changing economic and market structure. Now if cooperatives meet the needs of mass merchandising systems, or of the mass merchandising system for large lots and steady supplies of uniform quality products, a uniformity, you have to be able to produce and deliver on schedule - then these cooperatives will certainly be in a much better position to deal with large scale buyers, and to have a voice in the kind of pricing system that is evolving. By taking the necessary steps to meet the requirements of what has become a complex national market, by expanding their operations, by hiring, and I repeat, by hiring competent and professional employees - Mr. Fallon didn't ask me to give him a plug and I'm not on his payroll, oh in a sense I am because he pays taxes and I do get paid out of the public treasury - but when I speak of this kind of competence I'm talking about your people. I'm talking about your general manager, to put it bluntly. Cooperatives can match the skills of any other organizational form.

Now I'm no newcomer to these meetings. I've talked to more farm cooperatives than I am months old. The state of Minnesota that I have been privileged to represent in part in the Senate has more farm cooperatives than almost any state in the Union. It has some of the large ones. I've been close to this cooperative movement. I've watched cooperatives succeed and fail. And I think one can tell why they fail and I think you can tell why they succeed. I've mentioned the reasons already. I've often wondered if the farmer members of the cooperatives, however, fully appreciate what they have done by establishing and building, and supporting the significant cooperative associations in this country, such as you've got in Agway.

Now I know you've heard some good reports. And by the way, President Davis, Manager Fallon, I have already scanned through - in fact, more than scanned through - your reports. I believe you gave them this afternoon. Tomorrow you will be hearing more, more details of the operations and the services of Agway. And a little later tonight, I'm going downstairs here and take a look at the displays and just see really what you're up to by first-hand observation. I've been getting the propaganda from Fallon, Ranney, and Davis over here, and I just want to be sure they just didn't sell me a bill of goods. But they told me they would take me right downstairs afterwards. In fact, they wanted me to go down and see the exhibits before I made the speech here this evening. So we'll be there.

Agway is a great service organization. You made it great by your own efforts, by your own investment. I know you're impressed. At least I hope you are; I know I am. I'm impressed because it's the kind of an organization on a voluntary basis that can do a great job for you.

I want to underscore what I mentioned just a moment ago, that so many people misunderstand what this cooperative stands for. The cooperative is private enterprise, individual ownership, individual investment. If private enterprise is maximized by

your cooperation, and when you have private enterprise working as you have it, you have, indeed, made a great contribution to the economy. Now for almost 50 years what you represent here, this great cooperative, a combination of many years' efforts and the bringing together of three cooperatives, you have been in the forefront of the agricultural progress. All of us have witnessed tremendous changes during those five decades, in every aspect of our national life.

Why, within a very few days, my dear friends, we are going to witness a change, the likes of which no one would have ever dreamed possible. Imagine, astronauts orbiting in space at 18,000 miles an hour and hooking up two space capsules one on another just like boxcars connect on railroad tracks. When I was a boy the one thing I wanted to be was a brakeman or a conductor, or a fireman or an engineer. I just thought that would be just about the greatest thing to be. Just about the time I got old enough they started to cut down on the number of trains. That shows how much hard luck I've had.

Now I don't intend to be that fellow that gets up there and does that docking procedure with the spacecraft, but I am the chairman of the Space Council and I know some of the men.

I know Walter Schirra, for example, and I know the kind of work he's been doing and we're going to do it. We're going to do many things in the next five years that will go far beyond anything that you can absorb in terms of reality. I know that the two Princesses over here will be able to take it - and I have a lot of faith in Sam, too.

But, we're going to build in outer space. We're going to build outer space -- space platforms. We're going to put buildings 125, 150, 200 miles above the earth. We're going to build those buildings piece by piece. We're going to send

them up with rockets or with boosters and they'll be orbiting up there and pretty soon we will go out without a tether. There will be no umbilical cord, as they say, like Colonel White had. You just go out there, just like Buck Rogers. I'm going to speak to my friends in the AFL-CIO and see that those new building tradesmen are organized.

Well, there are changes. My goodness, I was mentioning the other night over in New York City - you know..., by the way, nobody enjoys these talks more than I do so just lean back; we're going to have a good time tonight. I was over in New York City the other night and I was talking to them about all the changes that have taken place. You see, I come from the home of the Twins-- that's why I have been wearing this black suit ever since. That Koufax! Well, I always say if you have to go down in defeat, let it be by a champ--and he really knew what to do. Of course I could explain that last game to you, I want you to know. We almost had it. There's several times in my life it's been almost, but you never get elected that way, I want you to know that.

Well speaking of those changes, I said changes--my gracious what changes--the Brooklyn Dodgers, they moved out to Los Angeles. The Washington Senators haven't won a game down there in so long they cast aside the scoreboard. They moved to Minnesota and became the American League champions. And the Pope came to American and went to Yankee Stadium. Those Yankees get the best of everything, you know!

Now this is the kind of time in which we live. But, I suppose, like President Johnson said, change is the chief characteristic of our world. You've changed--we all have. There are changes in everything and of all the areas of our economy in which there have been great changes, agriculture is at the top of the list. And I might add that in agriculture we face the choice of either making change an ally or making it an enemy. And as a nation we increasingly recognize today that food and

agriculture policies do not exist in a vacuum. No matter what you do, it affects something else. The fact of our time is interdependence, interrelationships.

One of the fundamental efforts which this administration has undertaken is to educate the American people, particularly in the great metropolitan centers about the basic contribution which American agriculture is making to this nation and to this world. I have gone from one end of this country to the other as a sort of one-man preacher, as an advocate of American agriculture, spelling out I hope in reasonable and in penetrating terms what American agriculture is contributing to this nation.

Why, the facts are just absolutely startling. All of us depend for our very lives ...195 million people depend upon 7% of the population who are the producers of food required. These are the people, the 7% that feed the 93% and themselves -- and a lot of others. These are people who take the daily risks of drought and flood, of hail and early frost and all the uncertainties of the marketplace.

You know, I grew up in South Dakota and I'll swear we used to have the finest looking crops up until the middle of June, and then the hot winds would come and if it wasn't too dry, it was too wet. And yet I can honestly say that my mother's parents and my father's parents and my mother and father....I heard it every day of my life: "Well, it's going to be a better year next year." You really have to have faith and confidence.

One American farm worker produces enough food today to feed 31 persons. In 1920--and he was pretty good then--he produced enough to feed 8 persons. In most of the world, the producer can barely feed himself, and at a subsistence level. Today, the smallest percentage in history of American income after

taxes is spent for food -- less than 19 percent. It is the best bargain you can get. In 1950 -- and I can take you back other years -- but in 1950 the wage earner in this country spent 26% of his total paycheck for food. Today he gets a better product, a better package, higher quality, more uniform, better service, for 19%. No country on the face of the earth gives such a bargain.

You hear about these other countries and how good they are. Just travel there some time and then come home. You will love this grand old country of ours. And I'll tell you something, you eat better here too -- and it doesn't cost as much!

Then there's the quality of our food and the manner in which it is distributed, processed, and marketed. This is a tribute to our farmers and to our agribusiness. And I come here to underscore that interdependence and relationship. Now this great Agway is both farmer and agribusiness. And there is an interrelationship, but there has been a time in American history when you could get up and make a speech and just tear the living hide off the fellow who was processing or distributing and just bless all the producers or vice-versa. I just want to say that it doesn't do much good to produce if you can't distribute, and it doesn't do much good to have the distribution if you don't have the production. It's just a nice way of saying like old Ben Franklin used to say, "You either hang together or you hang separately." Or a better way, it's better just to work together.

Now all of this means better nutrition for our people, and better nutrition means better health. In fact, better nutrition means a better mind. You know that they're now discovering that there's a direct relationship between intelligence, the capacity of the mind, and the food that you consume. This is one of the great new discoveries in health.

In the next decade, there will be 30 million more Americans to feed and clothe than today -- just ten years from now. Now the question is will these 30 million additional Americans be consumers? Will they be national assets or liabilities? Will they be taxpayers or tax-eaters? The answer in a large nature lies in what we do today and that is why some of the things we're doing, which may not now relate directly to Agway's program, affect Agway and affect you.

I have looked at the table of your inventory here; your largest product in this great area is dairying. The dairy princess is here to represent that great, wonderful type of farming known as the dairy farmer. The next one is poultry and here we have the poultry princess. And the next one, as I recall, is fruits and vegetables. Now these are all perishable commodities. They are highly perishable. They require good marketing. They require good processing. They require cooperation if they're going to be of adequate price to be helpful to the producer.

Now I want to make it quite clear that these products have to find ways and means to be consumed other than just through relief. And that's why we are dedicated today to creating in America not a welfare state. Let me repeat that: We are dedicated in America not to producing a welfare state where everybody is taken care of just because they are here. After all, you may not have even been invited. But we are dedicated to producing a nation that has a state of opportunity, where you can make something out of your own life. It is my view that the responsibility of government is not to see to it that everybody is well off out of the public treasury, but rather to see to it that everybody has a chance to make himself well off, to make something out of his life, to open up the gates of opportunity. We have the job in government, and with you, to remove the roadblocks and to open up the highway to opportunity. And then it is up to you to decide whether or not you want to



walk down that road or whether you want to fall in the ditch. We want to see a society where each citizen and community can contribute to and share in this great prosperity. My goodness, are we enjoying a great prosperity! Fantastic. Don't take it for granted, my dear friends. We've had 56 months of continuing economic growth. We have increased the gross national product in this country with the adjusting of prices so that there's continuity in price structure by 173 billion dollars in 4½ years. That's fantastic. Your great America produces 50% of all the gross national product of the world. The whole world-- the rest of 3 billion, 3 hundred million people - get the other 50% We 195 million Americans produce 50% of all the goods and services in this world. And we can say that never in the period of history -- in all of recorded history -- has there been such an extensive, continuous period of economic growth. No country on the face of the earth has ever known it except for here. And the best business indicators we have for next year is that it will continue.

I am not going into why it all was, except to tell you this: we quit calling each other names. I think that's helped. The businessman isn't saying that his number one enemy is the government and the government isn't calling every businessman an economic royalist and he isn't calling every labor man a labor crook or a labor boss and he isn't talking about every farmer as if he is the unwanted one in the town or the county. We're talking about working together -- a great partnership in this country. And I think that there's a great deal happening in that partnership.

If there's any one thing I wish to commend my President for, and there are many! I could and you would, I am sure, expect me to, but let me say this with candor: I think this President has done more to heal the wounds of this country, to talk plain ordinary common sense, to do as his favorite prophet Isaiah said, "Come, let us reason together." He's done more to bring management and labor, done more to bring business and agriculture, he's done more to bring

North and South and East and West and farm and city together than any man in my memory. And I think it is a very refreshing experience.

By the way, I want you to know that, as you do know, that he returned from the hospital today and that he is at the White House and is feeling good and is well on the road to recovery. It takes more than gallstones to keep a tall man from Texas down, I will have you know.

Well, now if we succeed in what we're talking about here in opening up these gateways to opportunity we're all going to be a whole lot better. And the rewards will be great too.

For example, in rural America...let me just tell you a story about this rural America. Maybe not your part of rural America, but you are not isolated. As a matter of fact, my dear friends, what happens in the Middle East, over there where you've never maybe visited, in Africa and Asia, will do more to affect your lives and the lives of the young people on this platform than what happens in Northeast United States. We're really locked in now. Wendell Wilkie called it "one world" and a lot of people didn't believe him, but he was right. And it's getting smaller every day. In fact you can almost feel them breathing down your back, they're so close to you. The rural America is the center of a great deal of human need. In fact human need is almost twice as prevalent in rural America as in the so-called slums of our cities. Less than 30 percent of our families live in rural areas, but they include over half of those American families with incomes under \$3,000 a year. One out of ten boys now growing up on our farms can expect to earn an adequate living as a full-time farmer unless things improve in rural America. Is it any wonder many of them leave? Rural America has more than twice the proportion of substandard homes found in urban areas. You, good friends, like myself, come from

a part of rural America in which we can say there are many beautiful farms and fine homes, but I have traveled in every state in this Union. I can take you in areas in America -- your America -- that affect your life in which there is abject rural poverty.

A fourth of all the farm homes and a fifth of the rural non-farm homes are without running water. More than 14,000 rural communities, not just farmers but small towns, lack central water facilities in this rich, prosperous, modern America that's going to put an astronaut up there and he is going to run around up there with his pal and they're going to lock those two spacecrafts together. We can do anything up there in outerspace, but we can't dig a well in some of the towns in the United States of America. It doesn't make much sense.

Rural people regrettably lag almost two years in education behind urban residents in average education opportunity, and frequently they suffer from low quality education. And I want to say to the parents in this audience tonight that if your boy and girl doesn't get a first class education, you might just as well make him a cripple. Because he'll have more sympathy if he is a cripple and there'll be more done for him if he is a cripple, but if he is without an adequate education, that person has been denied a chance to make something out of his life that's irreparable.

We have indisputable facts today that no one can deny, that a college graduate earns twice as much as a high school graduate in a lifetime and a high school graduate earns three times as much as a boy or a girl that gets through the eighth grade. Oh, I know you can say well I know a lot of people who didn't have a high school education. Look what they have done, they didn't waste their time reading books. And I have met some people that have wasted their time reading books. But I am talking now about the average. I have to say this to

my boys, in fact I said it to one just the other night who called up and was broken-hearted over the poor grades he had received in an accounting course. I sent him a whole big placard of these badges that say, " We try harder," you know, that other car company that rents them. I said, "Just put that up in your room,Bob, and when you are a little down in the dumps, look at that and just try a little harder." You have to get it. That's why today we say that education is as much a part of an agricultural program as is a cooperative or any other thing you can brag about. It must be important!

Expenditures for elementary and secondary education in rural districts are regrettably, substantially below those in urban districts. Rural communities need health facilities. Rural children receive one-third less medical attention than urban children.

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Now we have brought to rural America some new legislation this year-- I think a relatively good farm bill. At least it provides for a four-year farm program that gives you a chance to do something with it. This business...you know we had farm legislation and it's just about as fickle as a woman's fancy are on hats. Every year we change it... guess what's coming up next year, you know.

You can't plan that way. Good or bad, it ought to at least give you a period to take a good look at it. This bill will eliminate much of the confusion which has resulted from these frequent changes in farm policy. It will also enable farmers to arrange less expensive long-term credit for the purchase of needed equipment.

We have enacted a broad housing bill that will provide through the Farmers Home Administration substantial sums of money for rural homes. We have provided \$800 million in loans to nearly 2 million rural people to re-develop their farms or refinance existing debts. And let me tell you something; the Farmers Home Administration is a credit agency and it hasn't lost a dollar. You know I've always been of the opinion that if we can loan money all over the world-and I am for that when they need it-I'd just as soon place a few loans right back home. I know the folks back here. I have said that a number of times. When we used to have the trouble up in St. Louis County, Minnesota, we had unemployment and our farm families were in trouble, I used to get up in Senate and pound the desk- and Jim McConnell has heard me do it- and say, " Look here, I

just voted for a bill the other day providing foreign aid and I want to make it clear that I do support it because I think it's necessary for our security, but I'll tell you this: that if I can vote for a bill to loan money to the people in Afghanistan, I can provide for a bill to loan money to the people in Northeastern Minnesota or any place else in the United States." It just seems to me that this makes good sense.

Well, I could go down through a number of programs where REA programs are making great progress. What a blessing! What a blessing! My goodness me! I can remember when they used to say, "Well you know farmers don't like electricity. They like kerosene lamps." You know who was saying that, don't you? It was the fellow who had an over-supply of kerosene lamps.

Recently we've distributed loans to 33 states to develop rural community water systems for 275,000 more people. Senator George Aiken of Vermont recently added an amendment to a bill to provide for much more of this, and why not? A good rural water system is part of modern living. Rural America will be better served by all of these measures.

I recently asked the Department of Agriculture to give me a report as to the additional amounts of food that would be consumed if the income of American low income families was brought up to the annual level of only \$3,000 a year. Now, my dear friends, \$3,000 a year is tips in New York City. It's pretty hard to live on \$3,000 a year, but let's assume that every family in America can have at least an income of \$3,000 a year.

How much more food would we consume? I can tell you right now that we would have a deficit of food. There wouldn't be any surpluses. They'd be gone.

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Per capita consumption of these families of all food would rise to 10 to 15 percent, at a basic minimum. Your leading schools of agriculture say that it would be even more than that. Meat consumption is related to income. Meat consumption would rise from 15 to 20 percent. Consumption of milk products would rise about 7 percent and we don't have any 7 percent surplus of milk. You would have to get some more cows or feed them that Agway feed so that they'd give more milk. I didn't have that in this script, but Fallon told me to say that when I got up here. Fresh fruits and vegetables consumption would increase from 15 to 20 percent. Poultry would increase as much as 20 percent.

Now, ladies and gentlemen, you produce dairy, poultry, fruits and vegetables, and meat products. This part of America would have agricultural prosperity such as it's never experienced. You wouldn't need any government help of any kind, if we could but get the average income of the low income families in this country up to \$3,000 a year. So when a member of Congress, or a businessman, or somebody else talks to you about doing something about raising the levels of incomes for all of our American families, not by dishing it out to him, but giving him training and making prudent loans and manpower training and education and all the things we try to do, just remember, that's a good farm program--that's maybe the best farm program. That's one that doesn't call for any kind of somebody going out and measuring up the land or seeing how many acres you planted and all that sort of thing. It's good common sense.

Now think of the dramatic improvements in diets and health of these low income families if we could bring their food consumption up to these levels.

By the way, I am for foreign trade, always have been. Your great organization is for foreign trade. Every one of the great farm organizations, the Farm Bureau, the Farmers Union, the Grange, all of them. They all support expanded foreign trade, but I'll let you in on a secret: the biggest-on-tap market in the world is right here in the United States of America. Right here. We all speak the same language. Of course, once in a while we get a nice pretty young girl from Florida who sounds a little better than if we get it from Minnesota; but, we all say about the same words. We don't have any tariff laws, we have the common currency; what we need to do is to help lift that income level in America and you'll have plenty of business. We'll still be able to produce for foreign export.

Not only would the level of our people's living rise, but the outlook of the people would be considerably improved. Agribusiness volume and profits would rise. So I submit to you that you have a stake, indeed, in efforts to extend opportunity to all of our citizens.

Now I want to conclude on a matter that is, I am sure, of great concern to all of you as citizens. Every religious organization in our country is concerned about what I am going to speak of now. Your government is concerned about it and you're concerned about it. We live in a peculiar world in which some of us have so much and so many have so little. We live in a world in which America for years has been paying people not to produce, while other people can't produce enough to live--and there has to be something done about it.

There are two-thirds of the world that is tonight illiterate, can neither read

nor write; sick, afflicted with disease; hungry, and poorly housed. Two-thirds at least, maybe more. That two-thirds of the world, my fellow Americans, is not going to die gently just because some people think they ought to kind of keep out of our way. One thing that modern history has taught us is that there's a restlessness in this world, there's disorder, there's chaos, and there's a revolutionary spirit. When the gap between the rich and the poor in the world widens, it's tailor-made for the communist, for the demigod, for the conspirator, for the revolutionist, for the radical. That's his hunting ground.

Now these nations that I speak of in this two-thirds area are known as the developing nations. But really what it means is backward, hungry, and ignorant. Now one of the ways of meeting these challenges, just one, is our Food for Peace Program. It's far more than just a farm program even though it is all charged up to the Department of Agriculture, and every time somebody reads about the expenses of the Department of Agriculture, they read into it without ever giving any credit at all the whole cost of the Food for Peace Program.

You might just as well charge up the ammunition for the Department of Defense because I'm here to tell you that the Food for Peace Program has done just about as much good in this world, maybe a little more in some places, than some of the guns. Only recently we saw the guns that we sent overseas being used on each other in India and Pakistan.

We're talking about a program that's right at the heart of our foreign policy and national security. It's a national program to support national foreign policy objectives. It reflects the fact that we have wed our world leadership responsibilities with our breakthrough in agricultural technology.

In the words of your President, "Today the Food for Peace Program is a shining example of human compassion. It's more than a monument to a high moral purpose. It's a living legacy of practical, economical wisdom. Besides meeting the most elementary human need, our food resources are being used around the world to build schools, to dig irrigation ditches, to pay United States' bills abroad, to create new markets for American agriculture."

Ladies and gentlemen, I gave a lot of time as a senator to the development of the Food for Peace Program. This is not a partisan measure. Republicans and Democrats alike can all claim credit for it. All I can say is that the Food for Peace Program is good morals, good politics, good economics, and good national security. You can be mighty happy that as a farm producer that you've help make it possible.

A great Roman general by the name of Seneca once observed that a hungry people listens not to reason nor cares for justice. The very free institutions that we salute here tonight and that we value, cannot flourish where men are prisoners of need and hunger and ignorance. I believe it was H. G. Wells who said that civilization is a race between catastrophe and education. Thomas Jefferson said, "You cannot be both free and ignorant." And the great Roman general said, "A hungry people listens not to reason nor cares for justice." So that we can tie together food and education.

The food that you've produced, the surplus milk that some of you may have produced that they call surplus, has been converted into textbooks. First of all, it has saved lives, and the currency that it has generated - more textbooks for children that have never had a textbook; it builds more schools, it puts up health centers, and trains doctors and teachers.

Back in the Middle Ages there used to be these old king and dukes that would get what they called their chemists and scientists of their day - I guess they called them alchemists - they'd lock them up in the tower and they would give them gross metal and say, "Now you better change that gross metal into gold or your heads come off." There were a lot of lost heads. No gold!

Ladies and gentlemen, we've been able to convert a bushel of wheat into gold. We've been able to convert a pound of milk into schools, we've been able to take a barrel of soybean oil and make it into a health center. We've been able to take poultry, beef, pork, lard and to make it into whole cities, irrigation projects, ports, and dams through Food for Peace. Food and fiber that you've produced from American farms have saved the lives of millions and millions of people all over this world, and are doing it tonight. There are millions of boys and girls who regularly receive school lunches all around the world because of Americans - American farmers, American government, and American taxpayers. That school lunch is the difference between going to school and not going to school and don't let anybody tell you that they don't appreciate it. I've traveled in these countries. Oh you can always find somebody that's going to grouse around and growl -- there's always one of them. And if you are looking for the meanest man in town you'll find him because like gets like. But if you're really looking for what is going on you'll find that too. For I've traveled around these countries and I've gone into classrooms in South America, I've gone into all of these countries and I've gone into these classrooms and the children will have a big sign across the blackboard up there in front. A painted one -- maybe painted by their own little hands and they say that this food is a

gift of the American people to the children of Greece, or to the children of Tunisia, or Morocco - you name the country. Or Brazil. I've been in these countries and I come away feeling a little cleaner and a little better. Sometimes we almost get a guilt complex having so much and knowing others have so little.

I'd like to translate my religion into practical words and deeds. And I was taught that we should help feed the hungry, that we should help lead the blind, and that we should help clothe the naked. And I say that you either ought to believe it or quit going around saying it. There's one passage in the scriptures that stands out above all others: "Woe unto ye hypocrites." This blessed America of ours is blessed...much has been given unto us and much is expected from us. And I can tell you that in helping others, we haven't hurt ourselves.

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I grew up in a small business. I want to tell you folks a little business secret. Every baby that was ever born in Beadle County, South Dakota, got a hot water bottle and a little box of Johnson's talc and Johnson's baby oil from Homphrey's Drug Store...every one of them, and it was a gift. We just gave it to them. But I'll tell you my dear friends that later on it came back a thousand fold. You would be surprised how soon those babies grew up. And it's true that in the giving you gain, and in the helping, you grow. So we're going to build new export markets for our farm products, and we need to. We're going to help build a better world. I'm not a pessimist at all. I know we have serious problems in Asia and Africa and we'll have them for years to come. I cannot guarantee as Vice President of the United States tonight to these your people that the tomorrows will be any easier. In fact, I most likely would have to tell them that they would maybe be a little more difficult because this is a changed world and it's a world where there are powerful evil forces at work. And these evil forces, my dear young friends, today have in their hands nuclear power. And they have demagoguery. They have simple formulas for complex problems. They don't work but when people have nothing, they'll listen to anything. And our task is to see that the people do not listen to these false promises.

Our task is to see that the world is not overrun by these aggressors. Our task is to see to it that this world has a chance to grow and to mature in freedom and peace. And the noblest work of mankind today is the pursuit of peace. And make no mistake about it, without peace all that we have



talked about is for naught. It means nothing. And be sure of this: that the same man that knows how to build a beautiful city has built the power to destroy it too. We have the power in our hands today to destroy all God's creation, and we have the power in our hands and the tools in our hands to make all of God's creation even more beautiful. It depends upon what we want to do.

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What is our will, what is our purpose? I think I know what your will and purpose is. You're not destroyers, you're builders; you're not takers, you're givers; you're not askers, you're helpers; and that's what we need today and it isn't just being soft. We have a right. In fact we have a moral obligation to have compassion and concern. Compassion is a sign of strength. Concern is a sign of conscience. Thank God this great Republic of ours has conscience and is concerned about the least fortunate. Thank God this great country of ours has compassion and that it does have a worry about what happens elsewhere. So I submit to you this evening that if we work together in cooperation at home and abroad, we can build a better world. We can save the peace and we can make this beautiful American of ours worthy of their heritage. Thank you very much.

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