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MR. GRAY: Ladies and gentlemen, I am Bob Gray,
Chairman of the American Meat Institute and Chairman of the
Hormel Company, back from out in Minnesota.

The task of the Chairman of the American Meat Institute is a delightful one today for I have the pleasant assignment of introducing to you a very special guest. Our speaker today has served with distinction as Senator from my state of Minnesota and today holds the second highest office of the government of the United States. We in Minnesota, who have known him as Mayor of Minneapolis, as Senator and now as Vice President continue to become prouder and prouder of him. I might add that my own personal affections have grown over the years tremendously.

Our speaker typifies the best in dedicated public service. His record as an administrator, a legislator and a leader in the Democratic Party is outstanding. And I might say that many many people are predicting with confidence that Minnesota's Number One Citizen will soon serve as President of our Nation.

He is no stranger to this group, He talked to this
Board in Washington here in 1964 when he was majority whip of
the United States Senate. We are indeed proud to have him
back with us today to make his first appearance with us as Vice
President of the United States.

Ladies and gentlemen, it is a yery great honor to

present to you our First Citizen of Minnesota, the Honorable Hubert H. Humphrey, Vice President of the United States.

(Standing applause.)

VICE PRESIDENT HUMPHREY: The very first thing I want to do is to thank my constituent or at least my former constituent, Bob Gray, for his gracious and generous introduction. It is always very gratifying, you know, for anyone to be spoken well of by a former constituent, and it is even better to be spoken well of by the head man of the American Meat Institute, and so I want to thank you, Bob, very much for your kind remarks.

I have been trying to get to the American Meat

Institute board meetings for several years. I have always

tried to get here on time to get a free meal, but I think I

only made it once. But I have from time to time gone out to

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dinner with Allan Davies, and he is a good host I want you to

know. And besides that he is a darnogood friend and a good

Welshman too.

ALED Allan, I want to salute you.

I remember pretty well our first meeting at your convention in Chicago, Bob and Harold and Allan and Oscar a few years ago, about eleven years. I think I was at your convention then. And I had been warned about it. Some of my friends took me aside and said well, they said, "Don't go, Hubert. You're pretty liberal for that crowd and they are pretty conservative,

and they like raw meat." (Laughter)

Well, I guess I just as is my custom on occasion did not listen to good advice. But I went anyway. And while I think it is fair to say that it wasn't exactly love at first sight, we did start to get to know each other, and we got along rather well, and I have been getting to know some of the members of this Board and the members of the meat packing industry every year of my public life here in Washington, D. C.

We have gotten to know each other well enough so that we can talk to each other, communicate and occasionally be helpful.

I want to just say to your officers here that every one of us are the victim of some prejudice, and I have had people come to me and say "You know, Mr. Humphrey, I think you have changed" and I said, "I hope and pray that is the case. I hope so and I hope I have changed for the better." I know I have gotten a little older and I would like to think that during those years of public service here that I have learned a little something, that I have become more tolerant, more understanding, more willing to listen to the other fellow's point of view, and if you do not mind my saying so, I think you have changed too, and we get along a whole lot better. And that is exactly the way I like it.

This is the way we pass good legislation. This is

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the way that we get things done in this country.

I have learned a great deal about the meat industry and the importance of animal agriculture. I have learned this as a boy born on the plains, as the son of a druggist, as the manager and the owner of an independent business, and as a Mayor of a great city and sixteen years a United States Senator and almost four years as Vice President. cannot learn something during those years of experience, then you are a hopeless case. But I think there has been a chance to learn and to grow and to know. And I have learned a great deal about this industry, from Harold de Graff, and I want to say that no man has been more willing to share of his thoughts and give me the benefit of his mature wisdom and advice than Harold de Graff, and I want to thank you, Harold. You have been a real friend and I hope that some day I can be worthy of the trust and the faith that you have placed in me. And this goes for your fine agent here that is respected in Washington and liked very much by us.

It is no secret that Alian is my friend. He has a few political limitations, I know that. (Laughter) But I want to tell you he has got a lovely wife and I do spend a little time talking to her and to their son. I just said to Mrs. Davies coming in that I had received a beautiful letter from her twenty-six year old or twenty-seven year old young man who is an honor student and a graduate and a graduate teacher,

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and I hope he is going to be working with me this summer. I am looking forward to that privilege.

My message to you is rather simple and yet I think rather meaningful. Something has happened in our country that is good. You wouldn't know it sometimes when you hear people talk, and see some of the things that we do see. What has happened is that government and business have begun to look at each other, not as antagonists but as neighbors, and indeed even in the spirit of partnership. We are beginning to find out that whatever needs to be done we have to do somehow in a spirit of mutual respect and understanding and confidence. That is constant distrust, the old-fashioned application of denouncing the businessman denouncing the government wasn't good for anything except a headline. did not help the economy. It did not help the Nation. did not help the producer. It did not help the consumer. most or only one it would help would maybe someone in the public relations business, but it did not help the people.

I don't say that we have come to a point where we have no differences between public policy on the one hand by government and private policy on the other hand by private industry. I simply say that we have set in motion a process in this country which, if we develop it, I believe can lead to a very significant improvement in the relationships between the different segments of our economy, and I am very proud to have

served with President Johnson during the time that we have tried to do this.

There have been more meetings here in this capital city, between representatives of the Federal Government and the business community and the labor community and other parts of the community than any time before.

I spoke in this same hotel yesterday to a labor organization, Public Building Service employees, people that run your elevators, work in your hotels, and I mentioned to them that some years ago they used to, well, it was almost a point of ridicule when Franklin Roosevelt once said "Check it with Sidney." That was Sidney Hillman of the Amalgamated Clothing Workers, and it became a great critical football and it was kicked around for about ten years.

But I do not think a sensible man in government today would want to do anything about the meat industry that he did not check with Harold de Graff or with Bob Gray or somebody up here. If he did not he sure is missing the ball and missing the boat. Indeed we want to check with each other.

For example, our country today faces serious problems in terms of our international monetary situation, the balance of payments, trade. How foolish it would be for any President or any man that seeks to be President to think that he knows enough all by himself to just by edict or by word or by command tell people what to do. So what do we do? We spend ourselves,

sometimes hundreds of hours, talking with financiers, bankers, investment bankers, economist, industrialists, people engaged in the export business, to find if we cannot find some way of working together without firm governme nt controls, but through voluntary activity to accomplish our objective of bringing into a better balance our so-called trade picture, and we have made some progress. Sometimes it slips, but in this last quarter it has gotten a little better.

How important it is in the field of legislation.

Sure, if you have got an overwhelming majority up there in

Congress, you can ram through almost anything they say. But

not for long.

I whave been around this city twenty years now, and if you really want to get something done up in Congress, if you are president or secretary of the department, the relationships let us speak of for a moment between the President and the Congress, if you want to get something done you had better check it out with a lot of people before you advance it, And that is what we have been doing.

Take, for example, the problems of our cities today.

Who are we checking with? Well, we are checking with the

life insurance companies. I sat in the Cabinet Room here

not long ago, with the top life insurance executives of the

world, and we talked to them about how we can develop the

private investment, the private investor, in rebuilding our

cities, long before any message was ever sent down to

Congress. Here is the problem of jobs for the hardcore

unemployed and I am involved in this right up to my neck.

I am Chairman of the President's Youth Opportunity Council.

I am trying to find work for young people that are standing

there on the street corners idle, young people that are living

in slums, young people that are school dropouts, young people

that are coming out of school this summer, millions of them.

We do not have any great youth program by the government where we just order youth to get in line. We have to get voluntary cooperation.

We have a modest amount of money that we can use for the Neighborhood Youth Corps or that we can use for Project Upward Bound to help some deserving young student get a little better education. But what we really depend on is the private sector.

Last year we found over one million new jobs for young Americans that never had a job in their lives, young Americans that were traditionally unemployed young Americans, and we found those jobs in private industry through the cooperation of American business, American labor, American voluntary groups.

This year we want to add another 200,000 on to that, of the real hardcore unemployed. And who did we go to? We did not go on up here and get a civil servant, even though they

are good people and they do their job. I picked up the telephone one day and called a friend of miney by the name of Henry Ford, II. I had been working with him on some problems out in Minnesota that related to our iron mines and our steel industry. I said "Mr. Ford, Henry, I need your help. I want you to help me find a quarter of a million jobs for young Americans this summer," and he said, "I'll do it." And the President said "Let's not stop at that." He said, "We have got some unemployed, hardcore unemployed adults. Let us see if Mr. Ford won't take on both assignments." And Paul Austin of the Coco Cola Company and Henry Ford, two of the great businessmen of America, and hundreds more like them, and right out of this very organization have taken on what we call the National Alliance of Businessmen for Jobs.

Now, how did that happen? Because somebody called them in and said do it, or because we passed a law in Congress?

Not on your life. It happened because we talked to each other. And I happen to believe that people in private life are every bit as concerned about things that are happening in our country as people in public life, and we have learned to communicate. There is a new word for it. They call it dialogue.

We used to talk at each other. Now we are talking to each other. There is a great deal of difference. We used to think, some of us, that if a job had to be done, the government would most likely have to do it, and then the other side said

"The government doesn't do anything, we'll do it." Well

I am here to give you a message. There isn't a single job

in this country that is a big job that any of us can do alone.

We need each other, and this is your government.

I do not want the government of the United States running everything. I want to see the government of the United States as a working partner in a great new concept of federalism.

There is public government and there is private government in a very real sense. There is the public sector, that is the way they talk about it, and there is the private sector. Now they can march down separate roads, and both of them will end in the ditch. Or they can get on the same road and get sort of in the center of the road, and work together without the other one dominating the other and finding some common ground and common purpose and get the job done.

Now that is what urban collision is all about for our cities. That urban collision meet here in Washington, and here was David Rockefeller, Henry Ford, here was Whitney

Young of the Urban League, Roy Wilkins of the National

Association for the Advancement of Colored People. Here was

Cardinal O'Boyle. Here was the head of the Lutheran Church and of the other Protestant churches, and they are all sitting here working together, and there wasn't a government man there.

Walter Reuther, George Meany, and it is called the Urban collision

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What is it all about? It is the private group
mobilizing its resources, and then it comes to the government
group, and I represented that government group as your
Vice President. Our President obviously is the main
representative. Our Secretary of Health, Education and
Welfare, our Secretary of Housing and Urban Development, and
we meet with them, and all over American there are urban
collisions. All over America there is the National Alliance
of Businessmen. I have been to 15 cities talking with audiences
much larger than this one today of the top businessmen in
America. I went to Pittsburgh and everybody there that
amounted to anything in Pittsburgh in the business world was at
that meeting to talk to about what? How private enterprise
opens the door of opportunity to those that have been denied
opportunity. And the government has its role to play in every
office, in every regional office, in every city office. There
is a businessman that is supplied by business for adult
employment, a businessman supplied by business for youth
employment. There is a representative of the Department of
Labor for the Government of the United States, and the three of
them together work out the program for that city, in the fifty
largest cities of this land and in the fifteen regions of this
land. That is what we mean by learning. That is what we mean
by dialogue. That is what we mean by a partnership.

Well, I got wound up in this a little bit more than

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maybe I should. But this is the new democracy. This is what we have learned. You cannot solve the problems of transportation by the police department. You are going to have to have business and government and community work together. You cannot solve the problems of smog over a great industrial city by just passing a law. You are going to have to get business and government working together. You cannot solve the problem of the balance of payments that this country faces which erodes its economy, which threatens the value of our dollar, by the government alone. You have got to have the cooperation of the business economy. And I just put it this way. That the great secret weapon in America in the War on Poverty, the great secret weapon in America for everything we want to do is the free enterprise, private enterprise system of this country, that has today taken the lead. It is a leader, no longer just a follower, a leader, in getting the job done that needs to be done in America.

I attended the Chamber of Commerce meeting here
not long ago down at the Washington Hitlon Hotel, and I heard
the president of that Chamber of Commerce make a speech that
if I made that speech fifteen years ago before the Chamber of
Commerce, they would have said "That's a dangerous radical man."
Let me tell you something. He preached some social doctrine
down there that had my hair, it is a little long, I am another
candidate that needs a haircut here, I am going to get one

(Laughter). He preached the doctrine there that was simply well, you just couldn't believe it, and when I was introduced they said "He has changed" and I said "You know when I listened to what you had to say, boy, how you changed," and all I hope for the good." He talked about what was necessary in America, the response to social need. He talked about how we had to reason out these problems together and work together. That is what I think we have to do.

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Well, Harold, that is all your fault. That is why I got started here. I said you have been teaching me. You have been a good professor too, only I have written too long a term paper here, I am afraid.

And the entire nation has gained a good deal of information too from another member here. I think we have gained from Roscoe Haney's contributions to the National Food and Fiber Commission a great deal, and I had a little something to do about seeing that Roscoe served on there. I might add he didn't get rich, but we sure did take a lot of his time. But we needed somebody from this industry.

I sponsored the Food and Fiber resolution. Your President promised that he would put together a National Food and Fiber Commission to take an objective look at American food and fiber policy. And during the 16 years that I served in the Senate, I came to the conclusion that what we really needed was a national food and fiber policy. So on November 4, 1965, President Johnson established that Commission, and this Commission took a deep, in-depth x-ray, study, of all the farm programs and all the agricultural policies that would relate to our economy.

The work of that Commission was nothing short of monumental. It is the most significant work that has been produced on American agricultural policy and prospects in this century. It is an excellent report. I think it is the closest

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thing, I think it represents the closest thing that we have today to a national policy guideline, to national policy guidelines for the future in the field of agriculture, production, distribution and processing. That policy Commission wasn't just producers.

It wasn't just processors. It was an amalgam.

We did not get a group over here and say, "You are the producers, you fight your battle", and another group over here and say, "You are the distributors, you fight yours, "another one over here, here are the processors. Business is a fact in American here today. I say this for the Farm Bureau, the NFO and the Farmers Union, and I say it to you.

There is one thing you can well be assured of, that you can't make a different speech on basic, fundamental policies any different place in the United States and not be caught up. You have to talk the same philosophy, because that camera and these microphones and these reporters will make very sure that the American people know what you are talking about. Sometimes they even make you know what we didn't talk about. Maybe it is just because we confuse the metaphor and mix up the language.

(Laughter.)

Well, I am very pleased that your Institute gave us such good representation. Roscoe, if I don't do anything else, the publicly commend Roscoe Haney for this work.

We all knew a great deal more about the importance and potential and the problems of your great industry after

reading the Commission's report. And I am not going to dwell any longer on it. But there is one thing certain. The role of government in national food and fiber policy is an important one, and it is here to stay. You can't wish it out or wish it away. But the government, as one of the partners in developing and helping agriculture, in all of its phases, production, distribution, processing, in all of its phases to meet the challenge of the 1970's, that government must beware, I repeat, it must beware of over-paternalism, of over-anxiety, of over-control, of over-reaction, of over-interference. It needs to say stop, look and listen. It needs to control. And there isn't a thing that we have to do today that we can't spend another hour or two on and think it through.

I left a meeting just a while ago with a group of people that are working with me on some matters of some importance to me, and I said, "Now, just a minute. Let's not have any hurried decisions here."

One sure way of losing what you want to gain is to make a mistake when you did not need to make it. Let's just take a look. There was a dear Senator here some years ago, and he is still very much alive, Ed Johnston out in Colorado, one of our fine Senators. Old Ed Johnston was known for one thing above all. The present President of the United States, President Lyndon Johnson, thought the world of him, and I asked President Johnson once, "What is Senator Edward Johnston's best quality?"

He said, "Not only is he a fine man and a good Senator and all that we understand a good Senator to be, but the one thing that he would always say is 'just a minute, let's take another look; just a minute, let's take another look.'"

That is what you mean by maturity, that is what you mean by experience, that is what you mean by wisdom, that is what you mean by prudent judgment, not to delay unnecessarily, not to drag your feet, not to try to pretend the problems don't exist, but to look in depth.

That is what we need to do today, because every decision of this government, whatever it is, affects the lives of millions of people. If the President says the wrong word, it affects the stock market. If the Vice President says something that is a little bit out of kilter, it may even affect the stock market. I know it affects international policy. And how easy it is now for some people to go around just making any statement they want to about our international policy, our national security policy.

Well, the President and the Vice President and the Vice President and the Secretary of State and the Secretary of Defense don't have that liberty. All we have got to do is to make one statement. All I have to do is to make one statement contrary to what is the national policy of this country and enunciated by your President, who is your Commander-in-Chief, and right away there is confusion all over in the diplomatic

channels. They say, "Well, what is going on here? Is the Vice President speaking a new line? Is this what the government is going to do? Is he in conflict with the President?"

It takes a lot of putting it back together. It is like somebody running through your house and knocking over all the china and all the furniture. So as Vice President of the United States, I have tried to be a responsible public official.

I have had people say to me, "Well, you just seem to be overly loyal to the President."

Let me tell you, dear friends, there isn't such a thing as being overly loyal. When you are on a team, you are on the team. If you don't want to be on the team, you can always get off. And when you are a member of an organization, if you are the president of a corporation and your vice president is cutting you up, there is only one thing to do. It is either get a new president or a new vice president, or fire the vice president.

I have tried to be what I consider to be a responsible Vice President, and I have tried to be a conduit, a conduit, a contact between the White House and the Cabinet and you and others, Mayors, Governors, labor, business, church groups.

I am not the Chief Executive. I am not the Commanderin-Chief. I am not the chief spokesman in foreign affairs. I
am not the head of my party. I am not the chief administrative
officer, all of which are duties of the President. I am the

Vice President, with what limitations that office has.

But I am at least a spokesman and I am also a listener, and there has never been a time that this door of the Vice

President has been closed to your organization nor to those who have been affiliated with you, and not only has the door not been closed; more importantly, the mind hasn't been closed.

I have seen a lot of open doors. But I have seen just about as many closed minds.

Well, that is about what I wanted to say to you. I was going to comment a little bit on some of the legislation. I know that you have gone through a very difficult and challenging battle to improve the inspection of your product, not only in the traditional interstate shipment but in all slaughter and processing, and I think that some of your people know that we tried to be a little helpful on that, and we are proud of the wholesome meat act of 1967, which was fashioned out of compromise.

Compromise is not a bad word. You wouldn't stay married very long if you did not have a little compromise once in a while. Of course, I must say that most of the compromise we fellows go through is kind of a surrender.

(Laughter.)

But in this instance it wasn't really the case. This wholesome meat act I think was sound and a forward-looking piece of legislation, and your representatives came and talked to us

about it, and after a good deal of pushing and shoving and arguing and debating, which is the democratic way of doing things, which is the way we do things in this country, we came about to a piece of legislation under the provisions of that Act that the Federal and State governments, in your great industry, will work together for the protection of the consumer and also for the long-range benefit of the producers, and those of you who process them. That is what we mean.

There has been less conflict, ladies and gentlemen, between government and this industry in the last there years than in any preceding time. And I know why: because we all made up our minds that there wasn't a single problem that we couldn't resolve if we wanted to resolve it.

It doesn't take any brains to pick a fight. You can get a fight any time you want one. But it does take a little sense of judgment and prudence and tolerance and understanding to arrive at a settlement, and to arrive at a meeting of the minds. And that is what we have been trying to do.

So I want to say to you thanks for walking that extra mile. Thanks for putting your country above your industry.

Thanks for being what you know to be right; that the business of America is America. That is what it is. And when you think of that, the business of America will be in pretty good shape, the business in America.

Thank you very much.

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(Standing applause.)

MR. GRAY: Thank you, Mr. Vice President, for your very interesting and instructive message that we can take home with us, and for taking your time from your busy day, which I know is just busier than busy, to be here with us. We appreciate it ever so much.

VICE PRESIDENT HUMPHREY: Thank you very much.

(Whereupon, at 2:05 o'clock p.m., the meeting was adjourned.)

AMERICAN MEAT INSTITUTE BOARD MEETING MAY 7, 1968

I appreciate those kind comments of Bob Gray's. It's always gratifying to be spoken well of by a former constituent.

I remember very well our first meeting at your convention in Chicago II years ago. I had been warned -- "Don't go, Hubert.

You're pretty liberal, and they're pretty conservative. And they like raw meat."

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While it wasn't exactly love at first sight, I think we got along rather well. We have gotten to know each other better since then.

I have learned a good deal about the meat industry and the importance of animal agriculture generally from Herrell DeGraff and Aled Davies.

The entire nation gained from Roscoe Haynie's contributions to the National Food and Fiber Commission:

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But something else has been happening, too -- to us and to our country.

We are now sure -- and a lot of people weren't back in 1957 -- that profits, public welfare and social progress are all part of the same package. (e.g. NAB, Youth Program.)

Now we look on it as a victory for everybody -- for the housewife and her family...for the responsible producer whose reputation is protected from shady competition...for an industry that can expect to sell more because its product bears a stamp of reliability.

I don't say that Bill was arrived at easily. But it was the product of a joint effort and the benefits will be shared all around.

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Today it is widely understood that the "public interest" is something that immediately affects the welfare of all of us, whether the issue is pollution, or poverty, or the balance of payments.

Not so long ago, the Wholesome Meat Act you, my good friend Senator Mondale and some others worked out last year would have been hearalded as a victory for downtrodden consumers against rapacious producers.

There is a lot of unfinished business ahead in nearly every part of American society. Your own field of food production is a good example -- where the complexities of providing a fair price to the producer, fair returns to the processor and reasonable prices for the consumers are still being ironed out.

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But I believe our new and immediate sense of "the public interest" offers unprecedented hope of fair and satisfactory progress in America.

I think it is the basis for a New Democracy of close consultation, shared responsibility and joint endeavor involving

government, business, labor, farm organizations and all the other institutions of our free society.

Feb 1

AMERICAN MEAT INSTITUTE Suite 1243 National Press Building Washington, D. C. 20004 (202) 628 3603

FOR IMMEDIATE RELEASE

Following is the complete text of an address by the Honorable Hubert H. Humphrey, Vice-President of the United States, delivered at a luncheon meeting of the Board of Directors of the American Meat Institute at the Shoreham Hotel, Washington, D. C., at noon, Tuesday, May 7, 1968:

(Vice-President Humphrey was introduced by Robert F. Gray, of Austin, Minn., Chairman of the AMI Board and also Chairman of Geo. A. Hormel & Co.)

MR. GRAY: Ladies and gentlemen, I am Bob Gray, Chairman of the American Meat Institute and Chairman of the Hormel Company, back from out in Minnesota.

The task of the Chairman of the American Meat Institute is a delightful one today for I have the pleasant assignment of introducing to you a very special guest. Our speaker today has served with distinction as Senator from my state of Minnesota and today holds the second highest office of the government of the United States. We in Minnesota, who have known him as Mayor of Minneapolis, as Senator and now as Vice-President continue to become prouder and prouder of him. I might add that my own personal affections have grown over the years tremendously.

Our speaker typifies the best in dedicated public service. His record as an administrator, a legislator and a leader in the Democratic Party is outstanding. And I might say that many, many people are predicting with confidence that Minnesota's Number One Citizen will soon serve as President of our Nation.

He is no stranger to this group. He talked to this Board in Washington here in 1964 when he was majority whip of the United States Senate. We are indeed proud to have him back with us today to make his first appearance with us as Vice President of the United States.

Ladies and gentlemen, it is a very great honor to present to you our First Citizen of Minnesota, the Honorable Hubert H. Humphrey, Vice-President of the United States.

(Standing applause)

VICE-PRESIDENT HUMPHREY: The very first thing I want to do is to thank my constituent or at least my former constituent, Bob Gray, for his gracious and generous introduction. It is always very gratifying, you know, for anyone to be spoken well of by a former constituent, and it is even better to be spoken well of by the head man of the American Meat Institute, and so I want to thank you, Bob, very much for your kind remarks.

I have been trying to get to the American Meat Institute board meetings for several years, but I think I only made it once. But I have from time to time gone out to dinner with Aled Davies, and he is a good host, I want you to know. And, besides that, he is a darn good friend -- and a good Welshman, too. Aled, I want to salute you!

I remember pretty well our first meeting at your convention in Chicago, about eleven years ago. I was a speaker at your convention then. And I had been warned about it. Some of my friends took me aside and said, "Don't go, Hubert. You're pretty liberal for that crowd, and they are pretty conservative, and they like raw meat." (Laughter)

Well, I guess, just as is my custom on occasion, I did not listen to good advice. I went anyway. And while I think it is fair to say that it wasn't exactly love at first sight, we did start to get to know each other, and we got along rather well. And I have been getting to know some of the members of this Board and the members of the meat packing industry even better every year of my public life here in Washington, D. C.

We have gotten to know each other well enough so that we can talk to each other, communicate -- and occasionally be helpful.

I want to just say to your officers here, that every one of us are the victim of some prejudices. I have had people come to me and say, "You know, Mr. Humphrey, I think you have changed," and I said, "I hope and pray that is the case. I hope so, and I hope I have changed for the better!" I know I have gotten a little older, and I would like to think that during those years of public service here that I have learned a little something: that I have become more tolerant, more understanding, more willing to listen to the other fellow's point of view. And, if you do not mind my saying so, I think you have changed, too, and we get along a whole lot better. That is exactly the way I like it.

This is the way we pass good legislation. This is the way that we get things done in this country.

I have learned a great deal about the meat industry, and the importance of animal agriculture. I have learned this as a boy born on the plains, as the son of a druggist, as the manager and the owner of an independent business, and as a Mayor of a great city and sixteen years a United States Senator and almost four years as Vice-President. If you cannot learn something during those years of experience, then you are a hopeless case. But I think there has been a chance to learn and to grow and to know. I have learned a great deal about this industry from Herrell De Graff. I want to say that no man has been more willing to share of his thoughts, and give me the benefit of his mature wisdom and advice, than Herrell De Graff, and I want to thank you, Herrell. You have been a real friend and I hope that some day I can be worthy of the trust and the faith that you have placed in me. And this goes, too, for your fine aide here, Aled Davies. He is respected in Washington, and liked very much by us.

It is no secret that Aled is my friend. He has a few political limitations, I know that. (Laughter) But I want to tell you he has a lovely wife and I do spend a little time talking to her and to their son. I just said to

Mrs Davies, coming in, that I had received a beautiful letter from her twenty-six year old or twenty-seven year old young man who is an honor student, graduate and teacher -- and I hope he is going to be working with me this summer. I am looking forward to that privilege.

My message to you is rather simple, and yet I think rather meaningful. Something has happened in our country that is good. You wouldn't know it sometimes, when you hear people talk, and see some of the things that we do see.

What has happened is that government and business have begun to look at each other, not as antagonists, but as neighbors; and indeed even in the spirit of partnership.

We are beginning to find out that whatever needs to be done, we have to do somehow in a spirit of mutual respect and understanding and confidence.

That old atmosphere of constant distrust, of the old-fashioned politician denouncing big business and the businessman denouncing the government, wasn't good for anything except a headline. It did not help the economy. It did not help the Nation. It did not help the producer. It did not help the consumer. The only one it might have helped occasionally was someone in the public relations business, but it did not help the people.

I don't say that we have come to a point where we have no differences between public policy, on the one hand, by government, and private policy, on the other hand, by private industry. I simply say that we have set in motion a process in this country which, if we develop it, I believe can lead to a very significant improvement in the relationships between the different segments of our economy, and I am very proud to have served with President Johnson during the time that we have tried to do this.

There have been more meetings here in this capital city, between representatives of the Federal Government and the business community and the labor community and other parts of the private community, than any time before.

I spoke in this same hotel yesterday to a labor organization, Public Building Service employees, people that run your elevators, work in your hotels. I mentioned to them that some years ago it was almost a point of ridicule when Franklin Roosevelt once said, "Check it with Sidney." That was Sidney Hillman, of the Amalgamated Clothing Workers, and that phrase became a great political football. It was kicked around for about ten years.

But I do not think a sensible man in government today would want to do anything about the meat industry that he did not check with Herrell De Graff, or with Bob Gray, or somebody up here. If he did not, he sure is missing the ball and missing the boat. Indeed, we want to check with each other.

For example, our country today faces serious problems in terms of our international monetary situation, the balance of payments, trade. How foolish it would be for any President, or any man that seeks to be President, to think that he knows enough all by himself to just by edict or by command tell people what to do. So what do we do? We spend hours, sometimes hundreds of hours, talking with financiers, bankers, investment bankers, economists, industrialists, people engaged in the export business, to see if we cannot find some way

of working together, without firm government controls, but through voluntary activity, to accomplish our objective of bringing into a better balance our so-called trade picture. We have made some progress. Sometimes it slips, but in this last quarter it has gotten a little better.

How important this consultation is in the field of legislation. Sure, if you have an overwhelming majority up there in Congress, you can ram through almost anything, they say. But not for long!

I have been around this city twenty years now, and if you really want to get something done up in Congress, if you are President or Secretary of a Department -- let us speak of for a moment of the relationships between the President and the Congress -- if you want to get something done, you had better check it out with a lot of people before you advance it. And that is what we have been doing.

Take, for example, the problems of our cities today. Who are we checking with? Well, we are checking with the life insurance companies. I sat in the Cabinet Room here not long ago, with the top life insurance executives of the world, and we talked to them about how we can develop the private investment, the private investor, in rebuilding our cities, long before any message was ever sent down to Congress.

There is the problem of jobs for the hardcore unemployed, and I am involved in this right up to my neck. I am Chairman of the President's Youth Opportunity Council. I am trying to find work for young people that are standing on the street corners idle, young people that are living in slums, young people that are school dropouts, young people that are coming out of school this summer, millions of them.

We do not have any great youth program by the government, where we just order youth to get in line. We have to get voluntary cooperation.

We have a modest amount of money that we can use for the Neighborhood Youth Corps, or that we can use for Project Upward Bound, to help some deserving young student get a little better education. But what we really depend on is the private sector.

Last year we found over one million new jobs for young Americans that never had a job in their lives, young Americans that were traditionally unemployed. And we found those jobs in private industry, through the cooperation of American business, American labor, American voluntary groups.

This year, we want to add another 200,000 on to that, of the real hardcore unemployed. And who did we go to? We did not just turn the task over to a civil servant, even though they are good people and they do their job. Instead, I picked up the telephone one day and called a friend of mine by the name of Henry Ford, II. I had been working with him on some problems out in Minnesota that related to our iron mines and our steel industry. I said, "Mr. Ford -- Henry -- I need your help. I want you to help me find a quarter of a million jobs for young Americans this summer." And he said, "I'll do it!" And the President said, "Let's not stop at that." He said, "We also have some hardcore unemployed aduts. Let us see if Mr. Ford won't take on both assignments." And Paul Austin of the Coca Cola Company and

Henry Ford, two of the great businessmen of America, and hundreds more like them, including some right out of this very organization, have taken on leadership of what we call the National Alliance of Businessmen for Jobs.

Now, how did that happen? Because somebody called them in and said do it, or because we passed a law in Congress? Not on your life. It happened because we talked to each other. I happen to believe that people in private life are every bit as concerned about things that are happening in our country as people in public life, and we have learned to communicate. There is a new word for it. They call it dialogue.

We used to talk at each other. Now we are talking to each other. There is a great deal of difference. We used to think, some of us, that if a job had to be done, the government would most likely have to do it. Then the other side said, "The government doesn't do anything right; we'll have to do it." Well, I am here to give you a message: There isn't a single job in this country, that is a big job, that any of us can do alone. We need each other, and this is your government.

I do not want the government of the United States running everything. I want to see the government of the United States as a working partner, in a great new concept of federalism.

There is public government and there is private government in a very real sense. There is the public sector, and there is the private sector. Now they can march down separate roads, and both of them will end in the ditch. Or they can get on the same road, and get sort of in the center of the road, and work together without either one dominating the other. By finding some common ground and common purpose, we can get the job done.

Now that is what the Urban Coalition is all about for our cities. That Urban Coalition met in Washington recently, and here together were David Rockefeller, Henry Ford, here were Whitney Young of the Urban League, Roy Wilkins of the National Association for the Advancement of Colored People. Here was Cardinal O'Boyle. Here was the head of the Lutheran Church and of the other Protestant churches. Here were Walter Reuther and George Meany. They were all sitting here working together -- and there wasn't a government man there! That's what is called the Urban Coalition.

What is it all about? It is the private group, mobilizing its resources, then coming to the government with its ideas and suggestions -- and its own plans to help. I represented our government group as your Vice-President. Our President, obviously, is the main representative. Our Secretary of Health, Education, and Welfare, our Secretary of Housing and Urban Development, and we meet with them and work with them.

All over America there are now Urban Coalitions. All over America there is the National Alliance of Businessmen. I have been to 50 cities, talking with audiences much larger than this one today, of the top businessmen in America. I went to Pittsburgh, and everybody that amounted to anything in Pittsburgh in the business world was at that meeting; to talk to about what? How private enterprise can open the door of opportunity to those that have been denied opportunity. Of course, the government has its role to play in every office, in every regional office, in every city office. There is a

businessman that is supplied by business, for adult employment; a businessman supplied by business, for youth employment. And there is a representative of the Department of Labor for the Government of the United States. The three of them, together, work out the program for that city, in the fifty largest cities of this land, and in the fifteen regions of this land.

That is what we mean by learning. That is what we mean by dialogue. That is what we mean by a partnership.

Perhaps I got wound up in this a little more than I should. But this is the new democracy. This is what we have learned. You cannot solve the problems of transportation by the police department. You are going to have to have business and government and community work together. You cannot solve the problems of smog over a great industrial city, by just passing a law. You are going to have to get business and government working together. You cannot solve the problem of the balance of payments that this country faces, which erodes its economy, which threatens the value of our dollar, by the government alone. You must have the cooperation of the business economy.

I just put it this way: the great secret weapon in America's War on Poverty, the great secret weapon in America for everything we want to do, is the free enterprise, private enterprise system of this country. It has today taken the lead. It is a leader, no longer just a follower; a leader in getting the job done, that needs to be done in America.

I attended the U. S. Chamber of Commerce meeting here not long ago, down at the Washington Hilton Hotel, and I heard the President of that Chamber of Commerce make a great speech. If I made that speech fifteen years ago before the Chamber of Commerce, they would have said, "That's a dangerously radical man." Let me tell you something. He preached some social doctrine down there that had even my hair curling! He preached a sound doctrine there of social responsibility.

When I was introduced they said, "He has changed." And I said, "You know, when I listened to what you had to say, boy, how you have changed! And all, I hope, for the good!"

He talked about what was necessary in America, the response to social need. He talked about how we had to reason out these problems together, and work together. That is what I think we have to do.

Well, Herrell, this is all your fault. That is why I got started here. I said you have been teaching me. You have been a good professor, too, only I have written too long a term paper here, I am afraid.

The entire nation has gained a good deal of information, too, from another of your members. I think we have gained a great deal from Roscoe Hanie's contributions to the National Food and Fiber Commission. I had a little something to do about seeing that Roscoe served there; I might add he didn't get rich, but we sure did take a lot of his time. We needed somebody from this industry.

I sponsored the Food and Fiber resolution. Our President agreed with me, and promised that he would put together a National Food and Fiber Commission

to take an objective look at American food and fiber policy. During the 16 years that I served in the Senate, I came to the conclusion that what we really needed was a national food and fiber policy. So on November 4, 1965, President Johnson established that Commission, and this Commission took a deep, in-depth x-ray, study of all the farm programs and all the agricultural policies that relate to our economy.

The work of that Commission was nothing short of monumental. It is the most significant work that has been produced on American agricultural policy and prospects in this century. It is an excellent report. I think it represents the closest thing that we have today to a national policy guideline, to national policy guidelines for the future in the field of agriculture, production, distribution and processing. That policy Commission wasn't just producers. It wasn't just processors. It was an amalgam.

We did not get a group over here and say, "You are the producers, you fight your battle," and another group over here and say, "You are the distributors, you fight yours;" another one over here, here are the processors. Agribusiness is a fact in America today, and all segments of it must be heard. I say this for the Farm Bureau, the NFO and the Farmers Union, and I say it to you.

There is one thing you can well be assured of, that you can't make a different speech on basic, fundamental policies any different place in the United States and not be caught up. You have to talk the same philosophy, because that camera and these microphones and these reporters will make very sure that the American people know what you are talking about. Sometimes, they even make you know what we didn't talk about. Maybe it is just because we confuse the metaphor and mix up the language. (Laughter)

Well, I am very pleased that your Institute gave us such good representation. If I don't do anything else, let me publicly commend Roscoe Hanie for this work.

We all knew a great deal more about the importance and potential and the problems of your great industry after reading the Commission's report. I am not going to dwell any longer on it. But there is one thing certain. The role of government in national food and fiber policy is an important one, and it is here to stay. You can't wish it out or wish it away.

But the government, as one of the partners in developing and helping agriculture, in all of its phases, production, distribution, processing -- in all of its phases to meet the challenge of the 1970's -- that government must beware, I repeat, it must beware of over-paternalism, of over-anxiety, of over-control, of over-reaction, of over-interference. It needs to say stop, look and listen. It needs to control itself. There isn't a thing that we have to do today that we can't spend another hour or two on -- and think it through.

I left a meeting just a while ago with a group of people that are working with me on some matters of some importance to me, and I said, "Now, just a minute. Let's not have any hurried decisions here."

One sure way of losing what you want to gain is to make a mistake, when you did not need to make it. Let's just take a second look. There was a dear

Senator here some years ago, and he is still very much alive, Ed Johnston out in Colorado, one of our fine Senators. Old Ed Johnston was known for one thing above all. The present President of the United States, President Lyndon Johnson, thought the world of him, and I asked President Johnson once, "What is Senator Edward Johnston's best quality?"

He said, "Not only is he a fine man and a good Senator and all that we understand a good Senator to be, but the one thing that he would always say is 'just a minute, let's take another look; just a minute, let's take another look."

That is what you mean by maturity, that is what you mean by experience, that is what you mean by wisdom, that is what you mean by prudent judgment; not to delay unnecessarily, not to drag your feet, not to try to pretend the problems don't exist, but to look at them carefully -- and in depth.

That is what we need to do today, because every decision of this government, whatever it is, affects the lives of millions of people. If the President says the wrong word, it affects the stock market. If the Vice-President says something that is a little bit out of kilter, it may even affect the stock market. I know it affects international policy. How easy it is now for some people to go around just making any statement they want to about our international policy, our national security policy.

Well, the President and the Vice-President and the Secretary of State and the Secretary of Defense don't have that liberty. All we have got to do is to make one statement. All I have to do is to make one statement contrary to what is the national policy of this country and enunciated by your President, who is your Commander-in-Chief, and right away there is confusion all over in the diplomatic channels. They say, "Well, what is going on here? Is the Vice-President speaking a new line? Is this what the government is going to do? Is he in conflict with the President?"

It takes a lot of putting it back together. It is like somebody running through your house and knocking over all the china and all the furniture. So as Vice-President of the United States, I have tried to be a responsible public official.

I have had people say to me, "Well, you just seem to be overly loyal to the President."

Let me tell you, dear friends, there isn't such a thing as being overly loyal. When you are on a team, you are on the team. If you don't want to be on the team, you can always get off. And when you are a member of an organization, if you are the president of a corporation and your vice president is cutting you up, there is only one thing to do. It is either get a new president or a new vice-president, or fire the vice-president.

I have tried to be what I consider to be a responsible Vice-President, and I have tried to be a conduit, a contact between the White House and the Cabinet and you and others, Mayors, Governors, labor, business, church groups.

I am not the Chief Executive. I am not the Commander-in-Chief. I am not the chief spokesman in foreign affairs. I am not the head of my party.

I am not the chief administrative officer, all of which are duties of the President. I am the Vice-President, with what limitations that office has.

But I am at least a spokesman, and I am also a listener -- and there has never been a time that the door of the Vice-President has been closed to your organization, nor to those who have been affiliated with you. Not only has the door not been closed; more importantly, the mind hasn't been closed. I have seen a lot of open doors. But I have seen just about as many closed minds.

Well, that is about what I wanted to say to you. I was going to comment on some of the legislation. I know that you have gone through a very difficult and challenging battle to improve the inspection of your product, not only in the traditional interstate shipment but in all slaughter and processing, and I think that some of your people know that we tried to be a little helpful. We are proud of the wholesome meat act of 1967, which was fashioned out of compromise.

Compromise is not a bad word. You wouldn't stay married very long if you did not have a little compromise once in a while. Of course, I must say that most of the compromise we fellows go through is kind of a surrender. (Laughter)

But in this instance it wasn't really the case. This wholesome meat act I think was sound and a forward-looking piece of legislation. Your representatives came and talked to us about it, and after a good deal of pushing and shoving and arguing and debating -- which is the democratic way of doing things, which is the way we do things in this country -- we came to agreement on a piece of legislation under the provisions of which the Federal and State governments, and your great industry, will work together for the protection of the consumer, and also for the long-range benefit of the producers, and those of you who process them. That is what we mean.

There has been less conflict, ladies and gentlemen, between government and this industry in the last three years than in any preceding time. And I know why: because we all made up our minds that there wasn't a single problem that we couldn't resolve if we wanted to resolve it.

It doesn't take any brains to pick a fight. You can get a fight any time you want one. But it does take a little sense of judgment and prudence and tolerance and understanding to arrive at a settlement, and to arrive at a meeting of the minds. That is what we have been trying to do.

So I want to say to you, thanks for walking that extra mile. Thanks for putting your country above your industry. Thanks for being what you know to be right; that the business of America is America. That is what it is. And when you think of that, the business of America will be in pretty good shape, as will the business in America. Thank you very much. (Standing applause)

MR. GRAY: Thank you, Mr. Vice-President, for your very interesting and instructive message that we can take home with us, and for taking your time from your busy day, which I know is just busier than busy, to be here with us. We appreciate it ever so much.

VICE-PRESIDENT HUMPHREY: Thank you very much.

Address of Vice President
Hubert H. Humphrey
American Meat Institute
Board Meeting
Shoreham Hotel
Washington, D. C.
May 7, 1968

It's a great pleasure to be re-introduced to this group by my old friend, Bob Gray -- a former constituent. The first time I had the privilege of speaking to you, and your membership, was at your annual meeting in Chicago in 1957.

Since then we have become well acquainted. We have exchanged and shared many views and ideas.

Your Herrell DeGraff and Aled Davies have helped broaden my understanding of ; the meat industry and the importance of animam agriculture generally.

And your Roscoe Haynie made an extremely useful contribution, at my urging, on the National Food and Fiber Commission.

Perhaps in turn I have helped you to understand that it takes social progress to make our free enterprise system work effectively.

We both share concern for the livestock producer, the consumer, and the meat-packing industry. And we both recognize that your efficiency serves the best interest of both producers and consumers.

I have a deep-rooted faith in America, and in our

American free enterprise system. I am convinced that it

can and must serve the best interests of all segments of

our society. But to do so we urgently need better communication

between various segments of that society.

We need, in America, the kind of dialogue we have established and maintained.

A willingness to listen to the other fellow.

A willingness to search out reasons behind occasional conflicting viewpoints.

And a willingness to seek out areas where we can work together toward common goals in the national interest.

It would be unfortunate for American economic and social life if any one of our views become so polarized that we can communicate only with those who think exactly as we do.

It is not enough that we communicate only with those who agree with us on all things. It wouldn't be good business for you.

You need to know and understand what livestock producers are thinking, and what the attitudes of consumers are.

And certainly it isn't good government for any public official to listen only to those who always already agree with him. He continually needs the cross-fertilization of ideas and viewpoints, and needs to know what the effects of his decisions will be on all segments of the economy — if he is going to make wise decisions.

I believe you in the meat industry have endeavored to carry out such a viewpoint in your relationships to agriculture as well as to all of us as consumers.

But much more needs to be done throughout our country to boraden understanding of the complete interdependence between the farm and the factory — the farmer, the worker, the processor, the distributor and the consumer. That is our common challenge.

Animal agriculture, of which you are such an essential part, is truly big business -- one of the biggest in the United States.

Cash receipts from the sale of livestock and products

during 1967 totaled 24 billion dollars, and made up 57 percent

of all farm cash receipts. You can't be concerned about the

healthy state of American agriculture, without being

concerned about animal agriculture.

During the past 20 years, remarkable strides have been made by animal agriculture.

Beef consumption has risen 51 percent. Poultry production, including chicken and turkey meat, has more than doubled.

And these figures are even more impressive when we consider that the farm population has declined 57 percent during the past twenty years.

But as big as animal agriculture is, and as important as it is, it is still in the process of great change.

We haven't yet solved all of the problems involved in the complex relationships of fair prices to the producer, fair returns to the processor, and reasonable prices for consumers.

As long as I can remember the question of how you solve the farm problem has been a matter of deep discussion and debate. Regrettably, over the years, that debate -- in which I often vigorously shared -- usually generated more heat than light.

During my 16 years in the Senate I came to the conclusion that what we really needed was a national food and fiber policy.

On November 4, 1965 President Johnson established a
National Advisory Commission on Food and Fiber. This
Commission took an in-depth look at our farm programs and
policies.

The work of that commission was monumental. The Commission's report, "Food and Fiber for the Future," is the closest thing we have today to national policy guidelines for the future in the field of agriculture.

I'm pleased that your Institute was so ably represented on the commission by a former chairman of your Board of Directors, Roscoe G. Haynie.

We all knew a great deal more about the importance and the potential and the problems of your great industry after reading the Commission's report.

I am not going to dwell too long today on some of the answers that have been suggested to some of our problems.

But one thing is certain: The role of government in a national food and fiber policy is an important one and is here to stay.

But government as one of the partners in developing and helping agriculture in all its phases to meet the challenge of the 1970's must beware of over-paternalism, over-anxiety, over-control and over-interference.

For many years the American Meat Institute has been building an enduring bridge of understanding between the meat industry and the government, and vide versa. This

is the only sound approach to developing a continuing dynamic and viable food and fiber policy.

The meat packing industry has gone through a very difficult but challenging battle to improve inspection of your product, not only in the traditional interstate shipment but in all slaughter and processing.

We are proud of the Wholesome Meat Act of 1967.

It is a sound, forward-looking piece of legislation.

Under the provisions of that Act, the federal and state governments and your great industry will work together for the protection of the consumer and also for the long-range benefit of the producers of meat animals and those of you who process them.

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