



Retail News Bulletin

October 1972

SDRA CURRENT EVENTS

SDRA Officers and Members, along with invited guests, held a 'bang up' meeting at Deadwood earlier this month. A copy of the news release and a copy of the minutes of the meeting are enclosed with this bulletin in order that those of you who missed the meeting will be brought up to date. If I were you, I would plan to attend the next scheduled meeting which will be in Huron next fall.

SDRA LEGISLATIVE PROGRAM

The SDRA State Affairs Committee will be presenting the 1973 Legislative Program to the legislature for possible action this legislative year. The program calls for a three-pronged attack upon the cost of doing business. The ultimate result will be an improved business climate in South Dakota with a strong possibility of lower prices to consumers.

1. Phase out the Consumer Goods Tax (include cattle).
2. Partial reimbursement for collecting the sales tax.
3. Equity in the field of credit charges.

At every opportunity this program should be discussed with prospective legislators. Committee members and myself will welcome an opportunity to discuss this most comprehensive and far-reaching program with any group meetings you may arrange. Give me a call. I'll be glad to arrange for representation at your meeting. SDRA State Affairs Committee members are: John Trumble-Allen, John Bonde-Flandreau, Bud Galloway-Madison, Ray Anderson-Winner, Jim Cameron-Gettysburg, Harry Jones-Brookings, Mike Murphy-Huron, Leon Scoblic-Yankton and Phil von Fischer-Sioux Falls.

BULLETIN INSERTS

Included in this bulletin are a number of important inserts which I am hopeful will be interesting and helpful to you. I would suggest you keep these inserts handy as I am sure they will be helpful as you take time to visit with legislative candidates.

1. Copy of news release regarding the Deadwood meeting.
2. Additional information regarding our legislative program.
3. The number of retail employees (consumers) in our state.

Our legislative program is saleable. It's up to us, as salespeople, to sell the product to the public and to the legislators.

VOTING PRIVILEGE

Be sure to vote on November 7. Before you vote take time to visit with the candidates. We're electing everyone from the President on down, so be sure to do your part as an informed voter. You have no one to blame but yourself if the winning legislator fails to vote for your programs. Take time to be an informed voter and inform the candidates. Personal recommendation - Vote No on all Constitutional Amendments except A.

Box 1026

Pierre, South Dakota 57501

Phone 605-224-5050

Member American Retail Federation

NEWS RELEASE

Representatives from the State Bar, Greater South Dakota Association, South Dakota Cooperatives, Stockgrowers, Farmers Union, Municipal League, Consumers League, Labor Federation and the Farm Bureau were guests of the more than 60 South Dakota Retailers Association members and their wives who attended the annual fall meeting of the organization at Deadwood recently.

John Trumble, Allen, SDRA Chairman, today announced the organization's 1973 legislative program. The three-pronged program, which provides for cutting down the cost of doing business, has the ultimate result of reducing prices to consumers.

The program calls for repeal of the tax on consumer goods (including cattle), partial reimbursement for collecting the sales tax and establishing credit regulations which will provide for equity in the field of credit charges.

Chairman Trumble called special attention to the figures recently published by the Business Research Bureau of USD which indicated that 42,862 South Dakotans are employed in the retail industry. Trumble pointed out that this sizeable work force, employed by retailers, is actually a large part of the South Dakota consuming public.

The SDRA Executive Committee and State Affairs Committee will hold their next meeting in Pierre in late November to finalize plans for implementation of the 1973 legislative program. Huron was chosen as the site for the 1973 Annual SDRA meeting which is to be held in early October.

Retailers throughout the state are constantly attempting to cut down on operating costs in order that they might reduce the price on items they have for sale and still maintain a reasonable rate of return upon their investment of energy, time and money.

The South Dakota Retailers Association, representing the retail industry in South Dakota, suggests three pieces of legislation which will cut operating costs and will therefore make it possible for retailers to offer consumer products at a lower price.

1. Consumer Goods Tax Repeal--

This tax is a deterrent to our state's economic growth.

This tax is most discriminatory and inequitable.

Business expansion will result if this tax is removed.

A replacement tax will not need to be enacted because:

There will be an increase in real property values.

There will be an increase in business transactions.

This is consumer legislation because, as the cost of doing business is reduced in the amount of the Consumer Goods Tax, consumers can expect to purchase items at a price in line with the amount of tax reduction.

2. Retailer's Administrative Allowance--

There is no sales tax collection system more effective than the one now being used in South Dakota.

Twenty-three states provide for an Administrative Allowance for collecting the sales tax.

Studies have shown that the cost of collecting and remitting the sales tax ranges from 5% to 9%.

Legislation setting the allowance rate at 3% of tax collected, with a limit of \$250 per quarter, would reduce the state's income by slightly more than \$1 million.

This is consumer legislation because, as the cost of doing business is reduced in the amount of the Administrative Allowance, consumers can expect to purchase items at a price in line with the amount of Administrative Allowance.

3. Retail Credit Sales Act--

Consumers (credit purchasers) must be assured that they will continue to receive retail credit.

Consumers (cash purchasers) must be assured that they will not be forced to subsidize retail credit purchases.

Serious problems will result if an unrealistic retail credit rate is imposed upon consumers:

Consumers will be denied retail credit entirely.

Consumers will be denied the amount of retail credit.

Retail expansion will be deterred.

Prices to cash customers will be increased.

This is consumer legislation because, as the cost of doing business is reduced as the result of a realistic retail credit rate, consumers can expect to purchase items at a price in line with the amount of cost reduction.

Number of Retail Employees Congressional Districts - Counties

Prepared for: Ken Balgeman
Prepared by: V. E. Montgomery
Business Research Bureau
U.S.D.



Retail Employees

1st District - 21 Counties	22,522
2nd District - 46 Counties	20,340
	<hr/>
	42,862

- Figures include Retail Employees in:
1. Food, Bakery and Dairy Stores
 2. General Merchandise
 3. Other Retail Trade

Weekly Washington Reporter

AMERICAN RETAIL FEDERATION
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Telephone: (202) 783-7971

LARRY L. MEYER
Director, Associations Division

POSTAL SERVICE SAYS NO RATE HIKE NEXT YEAR

Postmaster General E. T. Klassen announced last week that the quasi-governmental U. S. Postal Service will not ask for a \$450 million increase in postal rates early next year--an increase that had already been budgeted and would have meant raising first-class postage from 8 to 9 cents.

The Postal Service has been trying to avoid the increase since last March when Klassen and the other managers of the Service declared a new employee hiring freeze. The freeze, along with early retirement programs, has resulted in a lowering of the Service's labor costs making the postage increase avoidable.

Klassen made his most welcome announcement to more than 3,000 business executives who were in Washington attending the sixth annual "Postal Forum." The only cloud over Klassen's announcement is that his success in restraining the rate increase may be short-lived. Labor contracts for all the major postal unions expire next July and the new contracts could force the Postal Service to ask for higher rates to cover the added costs.

FEDERATION LAUNCHES THREE NEW PUBLICATIONS

Federation President Eugene A. Keeney announced last week that the Federation will be publishing three new specialized newsletters.

The first: The Laborgram will be written by Mr. Glenn Erickson, Director, Employee Relations. The Laborgram will cover all the labor developments on Capitol Hill as well as actions by the Labor Department, National Labor Relations Board and the Occupational Safety and Health Administration.

The second: Consumer Affairs Panorama will be written by Penelope Farthing, Consumer Affairs Counsel for the Federation. Panorama will deal with the many legislative and administrative developments which stem from the consumerism movement.

The third: Transport Topics, written by Mr. Charles A. Washer, the Federation's Transportation Counsel, will deal with the many transportation problems and developments which affect retail distribution throughout the country.

The newsletters will be published on a monthly basis and will cover, in depth, the Washington developments in these important retail subject areas.

BECOME ACQUAINTED WITH THE CANDIDATES

PLEASE!! Do yourself a favor. Get to know the political candidates, find out how he stands on the issues, and then get out and work for the candidate of your choice. The time and place to stall a lot of 'impossible' issues is at the polling booth.

AMERICAN RETAIL FEDERATION

1616 H Street, N.W., Washington, D. C. 20006

Adams
Addabbo
Anderson, Calif.
Anderson, Tex.
Androvs, N. Dak.
Aspin
Basilio
Baucus
Begli
Bennett
Bergland
Bocher
Buchanan
Butnik
Byrnes, Pa.
Carey, N.Y.
Carney
Celler
Chisholm
Clark
Collins, Ill.
Conrad
Corman
Cutter
Coughlin
Danielson
Delaney
Dellums
Denholm
Dent
Diggs

Downing
Duncan
Edwards, Ala.
Erlenborn
Ehlers
Findley
Fisher
Flowers
Flynt
Ford, Gerald R.
Fountain
Freitinguysen
Frenzel
Frey
Fugus
Gallagan
Gettys
Goldwater
Goodling
Griffin
Grover
Gubser
Haley
Hall
Hammer-
schmidt
Hanna
Harvey
Hastings
Hebert
Henderson
Hogan
Houder
Hull
Hutchinson
Jensen
Johnson, Pa.
Jones, N.C.
Jones, Tenn.
Kass
Keating
Keith
Kemp
King
Kuykendall
Kyl
Landgrebe
Landrum
Latta
Lennon
Lent
Lloyd
Long, La.
McClary
McCollister

McCulloch
McEwen
McKevitt
McMillan
Mahon
Mallory
Mann
Martin
Mathias, Calif.
Mathis, Ga.
Mayne
Michel
Miller, Ohio
Mills, Md.
Minesh
Missel
Montgomery
Mosher
Myers
Natcher
Nelson
Passman
Pelly
Pettis
Pickle
Pirnie
Poage
Powell
Prayer, N.C.
Price, Tex.
Pryor, Ark.
Gale
Quillen
Raisbeck
Rarick
Rhodes
Roberts
Robinson, Va.
Robison, N.Y.
Rogers
Rousselot
Ruth
Satterfield
Scherle
Schneebeil
Schwengel
Scott
Sebellus
Shoup
Shriver
Sikes
Skubisz
Smith, Calif.
Smith, N.Y.
Snyder
Spencer
Springer

Stanton, J. William
Steed
Steiger, Ariz.
Steiger, Wis.
Stephens
Stubblefield
Talcott
Taylor
Terry
Thomson, Wis.
Thone
Vander Jagt
Vogrey
Waggonner
Ware
Whalley
White
Whitehurst
Whitten
Widmali
Wiggins
Williams
Wilson, Bob
Winn
Wyllie
Wynan
Young, Fla.
Zion
Zwach

Price, Ill.
Pucinski
Randel
Rangel
Rea
Reid
Reuss
Riegle
Rodino
Roe
Romallo
Rooney, Pa.
Rosenthal
Rostenkowski
Rouah
Roy
Roybal
Ruppe
St. Germain
Santman
Sarbano
Schauer
Selberling
Shipley
Sick
Slick
Smith, Iowa
Stanton, James V.
Steele
Stokes
Stratton
Stuckey
Sullivan
Symington
Thompson, N.J.
Terman
Toll
Ullman
Van Deerlin
Vanik
Vigorito
Waldie
Whalen
Wilson, Charles H.

MINIMUM WAGE VOTE

A "NAY" vote was a vote for RETAILING

NAYS—106

ANSWERED "PRESENT"—2
Mailliard Wright
NOT VOTING—44

Abbot
Abernethy
Alexander
Anderson, Ill.
Andrews, Ala.
Archer
Arcuda
Ashbrook
Baker
Becher
Beets
Blackburn
Bow
Bray
Brinkley
Broomefield
Bruzman
Brown, Mich.
Brown, Ohio
Brodyhill, N.C.
Brodyhill, Va.
Buchanan
Dunne, Fla.
Burton, Tex.
Byrnes, Wis.
Osbell
Caffery
Camp
Carlson
Carter
Cass, Tex.
Cederberg
Chamberlain
Chappell
Clancy
Clausen, Don H.
Clawson, Del.
Cleveland
Collier
Collins, Tex.
Culmer
Conable
Conover
Crawe
Curlin
Daniel, Va.
Davis, Ga.
Davis, Wis.
de la Garza
DeLoach
Dennis
Derwinski
Devine
Dickinson
Dunn

Downing
Duncan
Edwards, Ala.
Erlenborn
Ehlers
Findley
Fisher
Flowers
Flynt
Ford, Gerald R.
Fountain
Freitinguysen
Frenzel
Frey
Fugus
Gallagan
Gettys
Goldwater
Goodling
Griffin
Grover
Gubser
Haley
Hall
Hammer-
schmidt
Hanna
Harvey
Hastings
Hebert
Henderson
Hogan
Houder
Hull
Hutchinson
Jensen
Johnson, Pa.
Jones, N.C.
Jones, Tenn.
Kass
Keating
Keith
Kemp
King
Kuykendall
Kyl
Landgrebe
Landrum
Latta
Lennon
Lent
Lloyd
Long, La.
McClary
McCollister

McCulloch
McEwen
McKevitt
McMillan
Mahon
Mallory
Mann
Martin
Mathias, Calif.
Mathis, Ga.
Mayne
Michel
Miller, Ohio
Mills, Md.
Minesh
Missel
Montgomery
Mosher
Myers
Natcher
Nelson
Passman
Pelly
Pettis
Pickle
Pirnie
Poage
Powell
Prayer, N.C.
Price, Tex.
Pryor, Ark.
Gale
Quillen
Raisbeck
Rarick
Rhodes
Roberts
Robinson, Va.
Robison, N.Y.
Rogers
Rousselot
Ruth
Satterfield
Scherle
Schneebeil
Schwengel
Scott
Sebellus
Shoup
Shriver
Sikes
Skubisz
Smith, Calif.
Smith, N.Y.
Snyder
Spencer
Springer

Stanton, J. William
Steed
Steiger, Ariz.
Steiger, Wis.
Stephens
Stubblefield
Talcott
Taylor
Terry
Thomson, Wis.
Thone
Vander Jagt
Vogrey
Waggonner
Ware
Whalley
White
Whitehurst
Whitten
Widmali
Wiggins
Williams
Wilson, Bob
Winn
Wyllie
Wynan
Young, Fla.
Zion
Zwach

Annunzio
Ashley
Aspinall
Baring
Bell
Bevill
Blaggi
Byron
Clay
Culver
Daniels, N.J.
Davis, S.C.
Dowdy
Dwyer
Edmondson
Eech
Evans, Colo.
Evins, Tenn.
Forsythe
Gallagher
Giulmo
Green, Oreg.

Gross
Hagan
Hillis
Lujan
McClure
McCormack
McDonald, Mich.
Mink
Mollohan
Nichols
O'Konaki
Purcell
Rostenkowski
Runnels
Saylor
Schmitz
Staggers
Teague, Calif.

Teague, Tex.
Thompson, Ga.
Wampler
Wyatt

CONGRESSIONAL RECORD
HOUSE
October 3, 1972

So the motion was rejected.
The Clerk announced the following pairs:

On this vote:
Mr. Annunzio for, with Mr. Nichols against.
Mr. Rooney of New York for, with Mr. Hagan against.
Mr. Wright for, with Mr. Purcell against.
Mr. Mailliard for, with Mr. Teague of California against.
Mr. Saylor for, with Mr. Baring against.
Mrs. Dwyer for, with Mr. Esch against.
Mr. Bell for, with Mr. Thompson of Georgia against.
Mr. Blaggi for, with Mr. Wampler against.
Mr. Staggers for, with Mr. Schmitz against.
Mr. Daniels of New Jersey for, with Mr. Dowdy against.
Mr. Giulmo for, with Mr. McClure against.
Mr. Ashley for, with Mr. Lujan against.
Mr. Culver for, with Mr. Wyatt against.
Mrs. Green of Oregon for, with Mr. Byron against.

Until further notice:
Mr. Clay with Mr. Gallagher.
Mr. Mollohan with Mr. Forsythe.
Mr. Davis of South Carolina with Mr. Gross.

Mr. Evans of Tennessee with Mr. McDonald of Michigan.
Mr. Teague of Texas with Mr. O'Konaki.
Mr. Evans of Colorado with Mr. McCormack.
Mr. Bevill with Mr. Aspinall.
Mr. Edmondson with Mr. Runnels.
Mrs. Mink with Mr. Hillis.

Messrs. LONG of Maryland and KEE changed their votes from "nay" to "yea."
Mr. MAILLIARD, Mr. Speaker, I have a live pair with the gentleman from California (Mr. TEAGUE). If he had been present he would have voted "nay." I voted "yea." I withdraw my vote and vote "present."
Mr. WRIGHT, Mr. Speaker, on the vote I have a live pair with the gentleman from Texas (Mr. PURCELL). If he had been present he would have voted "nay." I voted "yea." I withdraw my vote and vote "present."
The result of the vote was announced as above recorded.
A motion to reconsider was laid on the table.

South Dakota Retailers Association
P.O. Box 1026
Pierre, South Dakota 57501

Bulk Rate
U.S. Postage
PAID
Pierre, S.D.
Permit #185