

Khrushchev Must Understand Desire of Americans for Visit To Pay

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Ike Submits Wheat Agreement

Washington (UPI)—President Eisenhower has submitted the 1959 International Wheat Agreement to the Senate for approval.

The agreement was signed by representatives of the United States and 34 other nations at the United Nations wheat conference at Geneva last March 10.

The agreement, involving most of the world's major producing and importing nations, sets up export and import quotas for both groups. Each nation guarantees to either ship or import a fixed quantity of wheat annually within a price range set out in the agreement.

The new three-year agreement becomes effective July 31 if ratified by all signatory nations.

The old concept of guaranteed quantities to be imported by each nation has been replaced by a plan whereby importing countries agree to take a certain percentage of their wheat consumption from the exporting nations.

In addition, the maximum price for which the wheat can be sold has been reduced from \$2.50 to \$1.90 a bushel. The minimum remains at \$1.50 a bushel.

Seminole County, Fla., produces one-fifth of all the celery grown in the United States.

Big Business Having Trouble Landing Top Executive Talent

By ELMER C. WALZER
UPI Financial Editor

New York (UPI)—Big business in these days of record high production operations is having executive trouble.

It isn't labor trouble. It's the trouble of getting more and more top executive talent in financial and sales fields.

Elmer Walzer isn't having as much trouble with lack of experts in production and research. In fact, its talent has been built high in those fields to the neglect of cost control, marketing, and advertising talent.

According to William A. Herten, president of Executive Manpower Corp., just about every top management recruiter has a steady call from industry for executives of this type, with salary offers ranging between \$35,000 and \$75,000 a year.

"The big call now," says Herten, is for experienced, headstrong men who can put pencil to paper and tell to the penny what it costs to produce, distribute, and market a number of production units.

Versatility Needed
"In counterbalance, there exists the need for the broad sales executive who not only knows the latest sales techniques, but who can assimilate and act on changing market-

ing patterns to fit the production turnout. This super-executive has to know his way around advertising and public relations."

Firms are finding it very difficult to raid other companies for their executives. The tax law has something to do with that. A \$40,000-a-year man, Herten notes, won't make a move for a \$10,000 raise, when he knows that he'll only get a portion of the increase in take-home pay. He points out other sweet-

eners used as lures—stock options, bonuses, company-owned car with chauffeur, paid membership in exclusive country clubs and dining clubs, paid membership in professional and trade associations, free legal advice and the like.

There are no simple methods of obtaining the right type of executives. A training program is one method, especially in big companies. Another is to employ a management recruiter who often can do the job much cheaper than the company.

High Recruitment Costs
Herten points out that company costs in recruiting a \$50,000 a year executive from outside the company may run as much as \$25,000. He says such a recruiting job as the company may take as long as 40 weeks while a management recruiter can cut this to about five full weeks of work.

In many instances corporations are calling in business consultants to tide over their executive problems and to provide the knowledge their present staffs may lack.

This facet of the corporation problem is brought out by Alexander Hamilton Institute in its current business conditions weekly.

Stamps Grow Large
The institute points out an interesting angle of this side of industrial planning—the ranks of the consultants has grown large since the war and they are no longer just "business doctors" but have taken on many new functions.

Consultants are being called in for such projects as appraisal of key personnel, including top management; studies in efficiency; studies on rate of employment turnover; sales plans; evaluation of foreign fields; and more extensive use of office machines.

DISOBEDIENT DEATH

New York (UPI)—A youth drowned Sunday shortly after his father forbade him to go skin-diving. Neighbors heard Murray Fligleman tell his son Jerry, 17, "I forbid you to go skin-diving." Later in the day Manhattan Beach swimmers heard the youth's cries for help but he drowned before they reached him.

Meeting Should Be Opportunity For President

(Continued from Page 1)

Unless Khrushchev understands the eternal desire of the American people to resist tyranny, his visit here would be futile. If Khrushchev continues to delude himself that the Kremlin can be either kept up the cold war or threatening us in Berlin, or anywhere else, get us to weaken, then his visit should be an opportunity for the President to set him straight, face to face.

I think this Washington meeting would help to put a little more spine into some of the politically ambitious and confused men among us and our allies who compound our difficulties. I am sure that our allies should have no valid ground for any misgivings that such a talk in Washington would lead to anything of any nature that was not in full conformity with our intention never again to separate from our allies. On that score of keeping at work with our allies of the free world in unity of purpose and in concert, we are a determined and a united people.

Disapproves of Deals

I strongly disapprove of any secret diplomacy or deals, but I think it is self-defeating to conduct important international negotiations in a town hall or fishbowl fashion. This is a way of providing obstructionists and propagandists with material to tear down any constructive program even before it has a chance to be put into completed form before the people for approval.

I, therefore, would prefer all preliminary discussions and negotiations to be conducted behind closed doors until important decisions and agreements have reached the point where they can be submitted to the world in a form to be fully assessed, debated, and then approved or rejected as the people desire to express their will.

Much is to be gained and nothing to be lost by closed-door sessions at Geneva where we should continue to stand firm for our rights in Berlin. Not Surprised

Most of us who understand the Russian technique were not surprised to see the 27th of May—the day originally set by Khrushchev as the date for our abandonment of Berlin—come and go without incident because we stood firm.

I hope that some progress and some worthwhile agreements come of the Foreign Ministers Conference at Geneva. This could be one of the useful and readily arrangeable ways of negotiating with the Russians on a number of problems. I have not advocated a possible personal meeting between Khrushchev and the President in Washington except for the purpose of disabusing Khrushchev of some of his misconception about us.

If out of the meetings at Geneva there should develop productive and useful results or even a more constructive approach to some of the problems and a meeting at the "summit" is warranted, I believe it should be held on the neutral grounds of the United Nations in New York far from the shadow cast by the massed armies of Soviet military might.

Proper Place

The United Nations is the proper place for major international discussions. I think we should use it more frequently for important negotiations behind closed doors.

We should not limit the use of the United Nations facilities primarily to stage public debates which lend themselves, unfortunately, more to propaganda than to the settlement of immediate issues confronting its members.

I, for one, would have wished that the Foreign Ministers Conference could have been held in the United Nations headquarters here rather than at Geneva.

One of the urgent reasons why I think it best that negotiations be more frequent at the United Nations headquarters is that important current information is available and more easily accessible than elsewhere. I am particularly concerned about the growing emphasis of Soviet expansionist policy in the economic field.

Weapon for Penetration
Russia has been hoarding gold and is making a strong bid to have the gold ruble as a weapon for economic penetration of nations with strained or underdeveloped economies.

The Kremlin has seen how our economic assistance program has saved the free world from Communist domination.

Tax Payers Basically Honest But Agents Locate Many Errors

By FRANK ELEAZER
UPI Correspondent

Washington (UPI)—Dana Latham, the Internal Revenue commissioner, says our federal income tax system is voluntary, and that we voluntarily are usually honest.

Well, Latham's \$1,000 assistants, employed to encourage us in our annual tax look at the 60 million individual returns we elected to file on or before April 15. I believe the way they prefer to put it is that this year we were as honest as usual.

It is amazing though how many errors we made. One woman claimed a cat as a dependent. Her return was bounced back, of course, for proper proof he was a blood relative.

Even Trading Stamps

Another homemaker, who felt moved to contribute \$20.64, sent it in the form of a \$20 bill and eight trading stamps. She has been allowed to trade the stamps for two quarters, a dime and four pennies.

Fortunately for everybody concerned, including the Federal Bureau of Prisons which already has an overpopulation problem, more and more tax volunteers now find it possible to use simplified forms allowing a standard 10 per cent deduction for such items as interest paid and contributions to churches.

However it looks like maybe 20 million of us again this year insisted on using the long form. Although aware we are honest, as the boss says, the tax men tend to look closest at this group of submissions.

And they say this year's offerings appear to have run true to form.

A druggist claimed a "loss" of \$1,500. An agent inquired, loss of what? Ice cream, the man said. His nickel scoop broke, and the soda jerk neglected to tell him. Just used the 10 cent scoop all year.

Followed Doc's Orders

Another sacrifice placed in the mail for the tax men listed unusually high medical costs. This volunteer explained, when asked, that his doctor said not to worry. So he didn't. He drank a fifth of whisky each 24 hours.

The tax men won't have a final verdict on our latest presentations for almost a year. Last year's count is just recently in though, and here's what it shows:

Of \$336,000 returns pulled out and subjected to audit, 1,442,000, or 62 per cent,

turned up with what the tax men like to call "deficiencies." This means they were short, and by an average of \$478.

These taxpayers now have been permitted to press additional sums on the tax collector, totaling \$688,500,000.

I see now what Latham meant when he asked Congress recently for additional help. Our volunteer tax system is the kind that works best when somebody looks over our shoulder.

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Number of School Children Increases

Washington (UPI)—The number of school age youngsters in the United States will climb to about 48,000,000 in 1960, the Census Bureau estimated Monday.

The number of children five through 17 years old is now about 43,000,000, a record high. It has grown steadily from a 1945 post-depression low of 28,500,000.

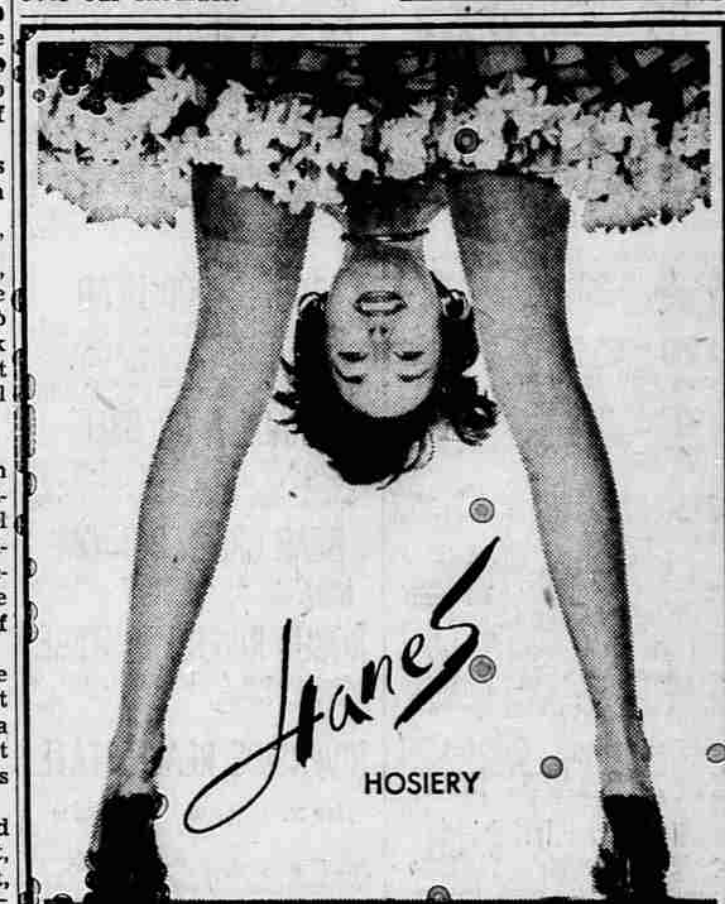
The bureau anticipated increases of about 1,500,000 a year until 1963, about equal to the gains since 1953.

Butaprene N, a synthetic rubber, is said to be superior to natural rubber, in some respects, especially in resistance to grease and petroleum oil.

So plentiful are the hardwoods in Nigeria that it is not uncommon to find solid mahogany planks used for boardwalks and to cover mud-holes.

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