Oct. 2, 1971

To All Organizers and Sub Drive Directors

Dear Comrades,

Enclosed is the first <u>ISR</u> scoreboard which will be printed in the Oct. 15 issue of the <u>Young Socialist</u> Organizer.

As you can see, only 5 areas are on time on the scoreboard with the necessary 22.7% of their quotas filled. This compares unfavorably with The Militant scoreboard this week which lists 20 areas on time.

Nationally, the $\overline{\text{ISR}}$ has only one-half the subs it should have to be on time.

The projection for this fall's <u>ISR</u> sub drive was based on our experiences last spring and fall when branches and locals sold an <u>ISR</u> sub to approximately one out of every six of the people who bought <u>Militant</u> subs. In most cases, meeting the <u>ISR</u> quotas did not require special <u>ISR</u> sub mobilizations. It did require, however, making sure that every comrade was conscious of asking individuals to buy <u>ISR</u> subs while they sell Militant subs.

In order to get the $\underline{\rm ISR}$ drive on schedule, branches and locals should begin right away to place the necessary emphasis on the $\underline{\rm ISR}$ sub drive.

The next scoreboard will be made up in two weeks.

Comradely,
Flax Hermes
Business Office