



WHITE

COLLAR

("The Office Worker"—Official Publication

of the Office Employees International Union)



OEIU President Appointed To ILO Meeting in Geneva

Portsmouth Back Pay Now Exceeds \$200,000

Vice President Firth announced that three more contracts have been signed at the atomic energy project at Portsmouth, Ohio. The three latest agreements signed are with Grinnell Corporation, Reynolds-Newberry Joint Venture, and George Koch Sons, Inc. These contracts provide for back pay to September 13 and bring the total retroactive wage increases obtained for members of Local 308 far in excess of \$200,000.

Vice President Firth, in reporting on these newly signed agreements, advises that the conditions are the same as those obtained for the general contractor on the atomic project at Portsmouth.

Members of Local 308 have expressed their satisfaction with the competent leadership during negotiations with Vice President Firth and AFL Organizer Charlie Elder who assisted in these negotiations.

Receive Charter

Officers and members of Local 308, Portsmouth, Ohio, hailed the presentation of their local union charter by OEIU Secretary-Treasurer J. Howard Hicks as an appropriate climax to their determined and aggressive campaign to secure better salaries and improved working conditions under the OEIU banner.

The unionization of the 1,200 office and clerical employees at the Pike County Atomic Energy Project and the subsequent negotiation of collective bargaining agreements were under the capable leadership of OEIU Vice President George P. Firth, who has been ably assisted by AFL Organizer Charles M. Elder.

Cites Firth's Record

Hicks told the group of its good fortune in the assignment to their project of Firth who has a long record of similar achievements in behalf of OEIU members. In presenting the charter, Hicks told the membership of the local union that "the obtaining of recognition from your employers, the signing of excellent agreements and the presentation of your charter does not mean your job has been completed. You are now faced with the task of operating under these agreements and seeing that all members obtain the benefits to be derived from them. In addition, the responsibility of accepting a charter from the OEIU carries with it the obligation that your local union bring the benefits of collective bargaining to other office workers in the Portsmouth area."

Erie Conference To Meet

The officers of the Erie Organizational Conference have announced the second meeting to be held February 27 at 10 a. m. in the Aviation Room of the Carter Hotel, Cleveland, Ohio.

All local unions in the Erie Organizational Conference area are urged to send delegates to this meeting. It is anticipated that the meeting will be concluded the evening of the same day.

At the conclusion of the charter installation meeting, President Glenn Dearing of the local union resigned. The remaining officers are: Vice President Tony Middleton, Secretary-Treasurer Mary T. Teager and Recording Secretary Margaret Alice Kegley.



Signing of the contract between OEIU Local 308 and Peter Klewit Sons' Co. Seated, left to right: President Glenn Dearing, Secretary-Treasurer Mary Teager, and George P. Firth, OEIU vice president. Standing, left to right: Clyde S. Williams, Paul E. Waggoner and Albert V. Mitchell, members of the local committee, and AFL Organizer Charles M. Elder.



OEIU Secretary-Treasurer J. Howard Hicks presents charter to Local 308 at Portsmouth, Ohio. Left to right: Charles Elder, AFL organizer; Mary Teager, secretary-treasurer of the local; Glenn Dearing, president of the local; Margaret Alice Kegley, recording secretary of the local; Mr. Hicks, and George P. Firth, OEIU vice president.

Named by AFL to Advisory Group on Salaried Workers

George Meany, President of the American Federation of Labor, submitted the name of Howard Coughlin, president of the Office Employees International Union, to the U. S. Department of Labor as one of the U. S. labor representatives on the Advisory Committee on Salaried Employees and Professional Workers, which will meet in Geneva, Switzerland, May 10 to May 22, 1954.

Russell Stephens, president of the American Federation of Technical Engineers, was also designated as the other labor representative from the United States.

The U. S. committee will be a tripartite delegation composed of two representatives of labor, two of industry and two of government.

The delegations at the meeting will comprise representatives of the United States and other countries, designated by the governing body of the International Labor Office and of UNESCO.

This Advisory Committee was established for the purpose of giving advice to the International Labor Office on working and living conditions of salaried employes and professional workers. The United States is one of the countries designated by the governing body to send representatives.

In establishing this Committee some years ago, the ILO recognized the obvious need for improving the economic and social conditions for workers in salaried and professional groups.

The ILO was founded in 1919. It is the sole survivor of intergovernmental agencies set up after World War I. It has adopted more than 100 International Labor Conventions (treaties) since it was founded.

The tripartite structure of the ILO is its balance and strength which makes it different from other specialized agencies clustered around the United Nations. The interest of the trade unions and the employers' federations helped the ILO to survive the various waves of depression and war between 1919 and the present time.

Prior to the establishment of this Committee in 1947, most of the work of the ILO was devoted to industrial and agricultural workers, except for a few specific projects which were temporarily set up for salaried and professional groups.

In accepting this appointment, President Coughlin expressed his thanks to President Meany on behalf of the International Union. He stated that our International

Union was deeply appreciative of this recognition and honor.

CUPID WALKS PICKET LINE

Although Local 33 of Pittsburgh, Pa., is now in its 11th week of strike against the department stores in that city, not all of the reports of activities relate to the strike directly. While walking the picket line, Betty Jean Barr of 2608 Nobblestown Road, Pittsburgh, a member of OEIU Local 33, met William Bonneman, Jr., of 454 Michigan Street, Pittsburgh, a member of Teamsters Local 249. Although the details of the preliminaries are not available, it has been learned that these two have announced their intention to be wed in June.

The International Union takes this opportunity to wish both of these strikers and soon-to-be-newly-weds a very pleasant and successful future.

American Lithofold Election Ordered

The National Labor Relations Board has ordered an election to be held within 30 days from February 4, for the office and clerical employes of the American Lithofold Company at St. Louis, Mo. This NLRB order was issued after protracted hearings before the Board involving the inclusion of a number of employes within the appropriate bargaining unit.

Margaret Ritch, president of our Local 13, led the organizational campaign among the employes of this company. In petitioning the Board for an election, Sister Ritch encountered the usual obstructionist employer tactics at the Board since their new policies have been formulated.



A veteran cop riding in a police car with a rookie received a call to see about a fight in a grill. Said the veteran cop: "Drive slow and when we get there they'll be all tired out and we'll just drag them to the car."

For every woman who yearns for that schoolgirl complexion there's a man who longs for that schoolboy digestion.

They were sitting in the darkened parlor. The lights were low but he was timid. They sat in silence for a while and finally he murmured: "May I kiss you?" There was no answer. He waited for a long while, tensed himself and again quavered: "May I kiss you?" She never moved and waited in heavy silence for a full five minutes. Finally, she could stand it no longer, jumped up from the love seat and cried:

"Well, what do I have to do... promise not to bite ya!"

The railroad station agent had stood too close to the track as the crack limited roared through. The body was badly mangled—what could be found of it.

The villagers loafed around waiting the arrival of the county corner. One farmer rattled up in a light truck, stopped, and sized up the situation. "Well," he observed, "it looks like Ed has had a little bad luck."

Rooster: "What are you doing down in the cellar?"

Hen: "Just laying in a supply of coal, dear."

Doctor: "Your case is one which will enrich medical science."

Patient: "Oh, and I thought I wouldn't have to pay more than five or ten dollars."

Corporal: "A burglar got into my house at 3 a. m. when I was on my way from the Non-Com Club."

Private: "Did he get anything?"

Corporal: "He certainly did. My wife thought it was me."

"That liquor you gave me was just right."

"How do you mean, just right?"

"Well, if it was any better you wouldn't have given it to me, and if it was any worse, I couldn't have drunk it."

A small boy, visiting New York for the first time, went in an elevator to the top of a skyscraper. As he shot past the 62nd floor at breath-taking speed, he gulped, turned to his father and asked, "Daddy, does God know we're coming?"

"Heard from Bill on his vacation," remarked Jones to a friend. "You did?" said the other. "How is he enjoying himself?" "Well, I can't exactly tell. His postcard simply says: 'Having a wonderful time; wish I could afford it!'"

A mother, her arms filled with groceries, got on a bus with her five-year-old daughter. The child had the fare, dropped it in the box, then seemed to feel a word of explanation was in order.

"I'm paying the fare," she said in a loud and clear voice. "My mother is loaded."

Eighth Organizational Conference Established



Delegates and others are shown above at the meeting in Milwaukee, Wis., which established the North Central Organizational Conference. Seated, left to right: Harold Beck, president of the Conference. H. B. Douglas, OEIU director of organization; OEIU President Howard Coughlin, and George Haberman, president of the Wisconsin State Federation of Labor.



A. J. Fritz

Job Study Brings Further Gains

Kathryn Radle of the Dallas Local, who is permanent chairman of the Union Joint Job Study Committee in negotiations with the Insurance Company of Texas, and International Vice President Oscar Bloodworth recently completed a job study at the Miami Beach office of that company.

As a result, our members in the employ of the Miami Branch office received increases ranging from \$45 to \$75 per month, retroactive to August 16, 1953.

Substantial rate ranges were effectuated which eliminate existing differentials.

The eighth OEIU Organizational Conference was established in the city of Milwaukee at the Schroeder Hotel on January 16. Twenty-eight delegates from eight of the eleven local unions called to attend this conference unanimously elected Harold E. Beck of Milwaukee and A. J. Fritz of Minneapolis president and secretary-treasurer, respectively, of this conference. All delegates agreed to call this new and important conference the North Central Organizational Conference.

President George Haberman of the Wisconsin Federation of Labor welcomed the delegates in a conference opening speech. He outlined the organizational, educational and legislative program of the Wisconsin Federation of Labor. He then placed the office of the State Federation at the disposal of the OEIU and the North Central Organizational Conference with a pledge of full assistance.

President Coughlin then outlined the organizational program of the OEIU to the delegates assembled. He emphasized the need for initial concentration of our organizational efforts in the areas with the greatest potentials. He recommended that under a system of joint financing between the local unions involved in the conference and the International Union, an organizer be immediately established in the city of Milwaukee. He recommended that this organizer be appointed by the

International Union and guaranteed to the conference delegates that the work of such organizer would be confined to the conference area. He pointed out that in accordance with our organizational program, it was the intention of the International Union to treble the number of organizers heretofore employed by the International Union.

President Coughlin then introduced Director of Organization Douglas, who explained the specifics of the conference plan insofar as autonomy is concerned, method of contributions, International Union responsibilities and guarantees of support.

It was subsequently moved and unanimously carried that the conference be established and that all local unions in the Minnesota-Wisconsin area be urged to affiliate with the conference in accordance with the method of contributions recommended. It was further agreed unanimously that each local union have one vote in this conference and in all future meetings.

Delegates enthusiastically called for semiannual meetings, with the next meeting to be held in the city of Minneapolis during July, 1954.

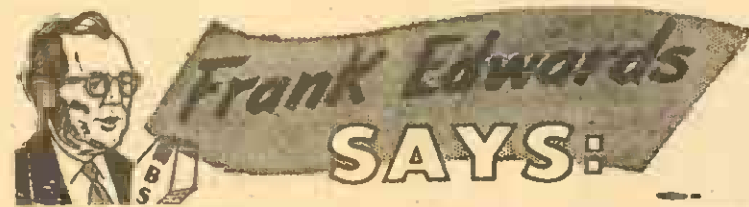
President Coughlin assured the delegates that an organizer would be appointed within a relatively short period of time. He emphasized the fact, however, that he must of necessity look for a person with a trade union background with



Harold Beck

organizing experience. He pointed out that the greatest need of our International Union was growth. On that basis he emphasized the fact that the greater amount of time of the organizer would be spent in new organizational work rather than in service. He further stated that the International Union would continue to carry out its present policy of service to all of our local unions.

Many of the delegates expressed their enthusiasm and stated generally that this program was badly needed and was a step in the right direction. It was pointed out by some of the speakers that this program on a cumulative basis could result in many additional organizers in these conference areas throughout this country and Canada.



Washington, D. C.

● Gypping the Sick:

Have you been swindled on your hospitalization and medical plan? If so, give a complete description of your case to the Federal Trade Commission, Washington 25, D. C., which has the authority to recommend remedial legislation.

● Helping the Needy:

Shall we give our surplus food to the hungry people of the world before it spoils? On January 13, Secretary of Agriculture Ezra T. Benson stated this would be a good idea—which it is. In fact, we should start by feeding some of the hungry millions right here in our own country with the food that is now stored in caves and warehouses throughout the nation. Reduce the storage costs. Feed the old folks, the handicapped, the jobless and the unfortunates who must live in institutions of various kinds.

Three U. S. Senators have added their voices in favor of making available to America's needy this stored surplus food. They are Sen. Wayne Morse, Independent of Oregon; Sen. Matthew Neely, Democrat of West Virginia, and Sen. Homer Ferguson, Republican of Michigan.

● Oil for the Lamps of Learning

The Hill Amendment, oil for the lamps of learning, was reintroduced in the Senate recently. America's schools may still get a share of oil from the public oil lands. Please notice this: Sen. Lister Hill's amendment was reintroduced with the backing of 34 Senators, both Republican and Democrat. The oil lobby is going to have a real fight on its hands to keep its clutches on the Great Oil Graf of '53.

Mrs. Grant Heads City Chest Drive

Mrs. Jack Grant, president of Office Employee International Union, Local 231, was elected president of the Longview-Kelso (Washington) Community Chest this week. She is the first woman to ever hold this position in the community and is the second labor representative to hold the position. Mrs. Grant was awarded a Citation for Community Service in 1953 in recognition of outstanding achievement in serving the human needs of our community.

Mrs. Grant is very well known by the labor movement locally as well as over the state. She was instrumental in forming a Washington State Council of Office Employee Unions and served as president of that organization for two terms. She also served as secretary of the Pacific Northwest Council of Office Employee Unions and was formerly vice president of the Miscellaneous Trades Section of the Washington State Federation of Labor. She is employed as office secretary and dispatcher for Construction and General Laborers' Local 791 and also serves as business agent for OEIU 231. She was formerly secretary of the Central Labor Council and is a trustee of that body at this time.



Mrs. Grant

Although Local 231 is a small local union, we feel that we are a power in the community and it is partly due to Mrs. Grant's dedication to the welfare of our local and her ability to impress upon management the dignity and integrity of labor that has aided us in our standard.

Local 231 is proud of Eva Grant and we feel that she can fulfill her responsibilities and duties with efficiency and diplomacy.

White Collar—THE OFFICE WORKER

Official Organ of
OFFICE EMPLOYEES INTERNATIONAL UNION
Affiliated with the American Federation of Labor



HOWARD COUGHLIN, *President*
J. HOWARD HICKS, *Secretary-Treasurer*
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Washington 5, D. C.

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Social Security About-Face

LAST year the President seemed to favor the Chamber of Commerce plan for wrecking social security and going back to old-fashioned charity for widows, orphans and old people. He put heavy pressure on Congress to stop the automatic one-half per cent increase in the social insurance premium which went into effect this January. Congress refused to do so on the sure knowledge that without the one-half per cent the present \$17 billion reserve would be drained completely by 1968.

All fall and winter the AFL and Labor's League for Political Education kept up a steady grass roots campaign to get the working people aroused. Few people realize the stake they have in social security. If a man averaging \$70 a week with a wife and two children should die, his wife and children would get \$168.90 per month from social security—as insurance not as charity through some county social agency.

Once again the White House demonstrated that if the people raise their voices, the politicians will listen. At any rate, when Eisenhower delivered his Social Security Message to Congress on January 14, he made a complete switch. He is now officially on record for more social security for more people.

However, the Chamber of Commerce has a strong ally in Dan Reed, Chairman of the House Ways and Means Committee which must first consider any revisions. He is a bitter critic of social security. Congressional battles ahead may result in a stalemate and postponement, but in an election year Congress may feel something must be done for the working people.

Packing the NLRB

OUR democracy is supposed to be a government of laws, not men. However, when a law is written in such a vague and confusing manner as Taft-Hartley, widely different interpretations of what the law means are inevitable.

Guy Farmer, the new NLRB chairman appointed by Eisenhower, claims the Truman-appointed Board interpreted the law to favor labor. Farmer has promised to change all that. To make sure that he would get the kind of interpretations he wants, he got President Eisenhower to recommend appointment of Albert Beeson.

Beeson comes from Food Machinery and Chemical Corporation in San Jose, Calif., where he was the corporation's director of industrial relations. Beeson admitted he did his "best" to keep the unions out of the plant. Doing his "best" as a union buster Beeson has to his credit four serious strikes in seven years.

Beeson's appointment was approved by seven Republicans on the Senate Labor Committee and opposed by six Democrats. The Democrats claimed that Beeson could not enforce the law fairly because of his prejudice and "conflict of interest." As this paper goes to press, a battle was brewing on the Senate floor to block Beeson's confirmation. There were unconfirmed reports that Beeson had a "deal" with the company to be hired back after a couple of years doing his "best" on the NLRB.

Actually, if "conflict of interest" disqualifies Beeson then the same rule applied retroactively should call for the removal of Guy Farmer. He was an anti-labor lawyer who represented Beeson's own firm in opposing labor in NLRB litigation for five years prior to his appointment as NLRB chairman last year.

If the politicians elected want to amend the law to hurt labor, at least it is open and democratically proper. But packing the enforcement agencies to get a warped interpretation of the law not only hurts labor but short circuits our whole democratic principles of government.

OEIU Supports LLPE Drive

March 1 is the starting date for the 1954 voluntary fund raising campaign for Labor's League for Political Education. Every OEIU member will be asked to give one dollar for a 1954 membership card in LLPE.

Every dollar thus given to the AFL's political arm is used exclusively to help elect friends of labor to Congress. Fifty cents of every dollar collected is sent back automatically to the respective State Leagues. The other half is kept in a national reserve fund to be used in those campaigns where the need is greatest and our chances of victory are best.

The one dollar voluntary contributions are not used to pay for the year-round educational work or the regular operating expenses of the League. These are part of the AFL budget. However, the Taft-Hartley forbids using any union funds to help a Congressional candidate get elected. That is why each member is asked to give a dollar. If we don't support our friends, then we will leave the field wide open to the special interest groups trying to elect anti-labor candidates.

REMEMBER

GIVE A DOLLAR
Elect Labor's Friends

Join L.L.P.E.

In the 1952 election approximately \$100 million was spent by all groups. But AFL members gave only one-fourth of 1 per cent of this amount. No wonder a backward Congress was elected. On the other hand, four of America's wealthy families gave more to elect their friends than all the 10 million members of the AFL gave to elect theirs. The Rockefellers, the Pews,

the Mellons, and the DuPonts all together gave political contributions in 1952 totaling \$259,275, according to official reports of the Clerk of the U. S. House of Representatives.

The National office of the OEIU is mailing a personal letter and a set of LLPE membership books to each local union after the 1st of March. It is recommended that this campaign be made a special order of business at the next membership meeting so that everyone will be completely informed of the need for funds. At union meetings and by personal contact of the shop stewards, every OEIU member should be given an opportunity to give his dollar in 1954.

We can not expect a fair labor law, fair taxes, or increased old-age and unemployment benefits, if we elect anti-labor Congressmen. There is a direct relationship between your bread and butter and the man you vote for on election day. So in 1954 we can all do our part by giving one dollar to LLPE, by registering to vote, and then voting for friends of labor on election day.

Tax Help Needed

PRESIDENT EISENHOWER'S tax message in January was mainly a spare-the-rich-and-soak-the-poor program, but the children of working widows and widowers were remembered as the last point in the message.

The President asked that some tax allowance be given for actual costs of providing care for small children of working widows or widowers.

Treasury and Congressional tax experts have agreed on a plan to permit deductions of up to \$300 a year of the actual expenses incurred for caring for children of seven or younger.

This does not take care of the child care expenses of the working mother whose husband's wages are too low to support his family. There is also some question why child care should be arbitrarily considered unnecessary or suddenly free of charge for children over seven. However, this recommendation is a long step in the right direction. It is unlikely that the White House would have included this request at all if it had not been for the effective legislative work of former OEIU President Paul Hutchings in years past.

It is a long way from a recommendation to a final tax measure. However, Congressmen are very sensitive to their mail in an election year. So keep the letters coming to your Congressman for "tax relief for working mothers."

Prudential Agents Negotiating Pact

Negotiations between the Prudential Insurance Company of America and the Insurance Agents International Union of the American Federation of Labor for a new contract covering the terms and conditions of employment for the agents of that company in the nation are now in progress.

The present contract, signed in February, 1952, was attained by the Insurance Agents International Union after an 81-day strike. This was one of the longest strikes in the history of white collar unionization.

We are hopeful that the Prudential Insurance Company will recognize its responsibilities in dealing with the union of its agents' choice.

George Rus, president, and Max Shine, secretary-treasurer, are conducting the negotiations on behalf of the Insurance Agents International Union.

Tax Relief





HOWARD COUGHLIN

from the desk
of the

PRESIDENT

First Task—Organization

IN THIS column it will be the intention of your International President to write of matters most important at the moment, which directly or indirectly affect the welfare of the membership of our International Union. Some of these articles may refer to our organizational problems, or they may refer to matters of legislation which will affect our membership in everyday life, or have a bearing on collective bargaining relationships.

In accordance with the above theme, I want to explain to you the present organizational plans of our International Union. Director of Organization Douglas, Secretary-Treasurer Hicks and I have made an intense study of the past organizational policy of our International Union. With the help of private and governmental sources we have accumulated important data on the potentials of future organization insofar as white collar workers are concerned.

We have interested ourselves particularly in those cities in the United States where large numbers of white collar workers are employed. The Executive Board of our International Union was consulted, both individually and collectively, with respect to this plan of organization which has been put into practice and is rapidly gaining momentum.

Organizational Conferences

This plan of organization calls for the establishment of organizational conferences throughout the United States and Canada. These conferences will be comprised of the local unions within a given geographical area. These local unions are being asked to make contributions toward the employment of additional organizers within the conference area. The International Union has pledged its entire treasury as its contribution in the employment of these organizers.

The conference organizers will devote the greater part of their time to new organization and their activities will be confined to the respective conference areas. The International Union, however, will continue to provide the services to local unions which have been given in the past.

Much emphasis will be given to the unionization of unorganized clerical employees. It is the intention of the International Union that the organizational conference plan will be a cumulative one; that is, as success is achieved contributions by the International Union will be increased so as to provide more organizers within the various conference areas.

Initially, it is anticipated that before the end of the first quarter of 1954, the International Union will treble the number of organizers on the staff as of the last convention date.

We have called upon the American Federation of Labor to make contributions toward our organizational program. The A. F. of L. has not agreed to the contribution requested, but is now making a contribution which it has guaranteed to increase as the program produces results. Several State Federations of Labor have already agreed to contribute to our program and it is anticipated that other labor organizations will be asked to make financial contributions.

Representatives Added

Eight organizational conferences have already been established. A number of organizers have been added to our staff. Additional organizers will be added in the coming weeks. We are calling upon all of our local unions to actively participate in our organizational campaign. We are compiling a list of full-time representatives of our local unions so that the International Union can make use of these experienced individuals in campaigns within a reasonable distance of their home locals.

Most of the organizational conferences have agreed to meet at least semiannually. It is the intention of the International Union to make use of the future organizational conference meetings for the purpose of discussion of organizational techniques, contract provisions, job classification and job evaluation programs.

We are confident that this plan, which calls for regular meetings of our local unions in the various geographical areas of the country, will bring about a closer cooperation and a more cohesive program than has existed heretofore.

It is imperative that all local unions located in the conference areas participate in this very important organizational program.

Involuntary Retirement Hit By Court Rule

A Federal district court held that the involuntary retirement of a worker under a unilateral pension plan may violate a contract which permits discharges only for just cause. A worker covered by such an agreement succeeded in collecting damages from a company which forced him to retire at the age of 65.

The Ford Motor Company, the company involved, claimed that this action was taken in accordance with the provisions of a group annuity plan. The court found, however, that neither the worker nor the union had consented to the plan.

Furthermore, the plan fixed 65 as the normal retirement age, but did not make retirement mandatory.

Therefore, the court stated that it wasn't the sort of uniform retirement plan that might have justified dismissal. The court held further that the retired worker was discharged without just cause, which was a breach of contract entitling him to damages.

AFL Wins Majority of Elections in 1953

Unions affiliated with the American Federation of Labor won bargaining rights in 2,773 out of 4,375 NLRB elections in which they took part. This means, in effect, that the A. F. of L. has won 63 per cent of the elections so conducted. In these elections A. F. of L. unions were certified to represent a total of 269,898 employees.



Barbara Bell Patterns No. 8062—No. 8934

This dress-up outfit of jacket and party frock make a versatile pair for the more mature figure. Two separate patterns.

Pattern No. 8062 is in sizes 32, 34, 36, 38, 40, 42, 44, 46. Size 34 requires 4¾ yards of 39-inch fabric; ⅝ yard of contrast for short sleeve.

Pattern No. 8934 is in sizes 32, 34, 36, 38, 40, 42, 44, 46. Size 34 requires 3⅞ yards of 39-inch fabric.

For these patterns send 35 cents, for each pattern ordered, in coins, your name, address, pattern number and size wanted to Barbara Bell, Labor Press Associated, Post Office Box 99, Station G, New York 19, N. Y.



Buying Calendar

LABOR PRESS ASSOCIATED

By Sidney Margolius

Appliance Prices Cut

The big news this month—and it's really big—is the sharp crack in the prices of household appliances and television sets. The price cutting at retail levels is now spreading to manufacturers as they seek to clear their warehouses of excess inventories. Some real buys are available at this time for families who avoided buying major appliances and TV sets during the Christmas season when prices are always highest. Prices of rugs, some furniture, plumbing and heating equipment also have been reduced.

Temporarily, at least, some major appliances are selling at the lowest prices in years. Here are tips on these and other buying opportunities:

MAJOR APPLIANCES: The manufacturer of Crosley and Bendix appliances has made a sharp price cut on washers, electric dryers, refrigerators and deep freezers in a temporary sale to clear warehouse inventories. The result is some unusually low prices for the next few weeks at least.

Prices have been cut on two Bendix automatic washers (also sold under the Crosley name as the same washers). One is the model with the flexible plastic liner which squeezes the wash damp-dry. The regular list was \$200; the new sale price is \$160. With the 20-25 per cent discount many dealers give, this washer can now be bought for as little as \$120-\$132. It is a compact, square-shaped washer that cleans clothes well, but does not damp-dry as well as most other automatics or as well as wringer machines. The other Bendix on sale is the fully automatic, Model LWF, reduced from \$300 to \$228. It should be available for \$180-\$185 at the retail discounts so widespread these days. This model washes by tumble action, which is easy on the articles washed, since they don't get as severe treatment as some washers give. But the tumble action is not as effective in getting heavily soiled articles thoroughly clean as is the agitator used by many other automatic washers. With this Bendix it is sometimes advisable to separate very-soiled articles and put them through twice.

The sale prices on the Bendix machines are rivalled only by the approximately \$200 tag on the Sears Kenmore automatic which has just been reduced \$10.

Also on sale is the well-made Bendix (Crosley) electric dryer, which formerly listed at \$240 and now has a sale price of \$170, less the potential retail discount,

which should bring it down to about \$135. That would make it even \$25 less than the next lowest-priced electric dryer, the Kenmore, which has been reduced to about the \$160 mark. However, if you have gas available, you should still consider that while a gas dryer will cost you more, it is noticeably less expensive to operate. In some areas the gas dryer will save a family of four about \$50 a year in operating costs. Get a comparison of costs in your locality from your utility company. Also, unless you already have 220-volt heavy-duty wiring as for an electric range, you will be put to an extra wiring cost for an electric dryer.

The Crosley (Bendix) refrigerators have also been sharply reduced and should spur more competition among other manufacturers and dealers. Only one of the much-desired automatic-defrost models has been reduced. This is a huge, 13.8-cubic-foot capacity which listed at \$520 and now lists at \$367. Also reduced are an 11-cubic-footer, from \$350 to \$220; a 9.5 box, from \$300 to \$207, and a 7.5, from \$250 to \$169. A Crosley electric cooking range with 24-inch oven has been reduced from \$240 to \$188. All these prices can be further reduced by any discount you can get.

Note the especially sharp reduction on refrigerators—almost one-

third off the regular list. This is off-season for refrigerators and a chance to pick up a buy before the spring season.



Go West—Actress Elaine Stewart shows what California has to offer at a time when shivering Easterners are encased in red flannels. (LPA)

Credit Bureau Strike Threatened

Toledo, Ohio—The virtual collapse of protracted negotiations between Local 19 and the Toledo Credit Bureau, Inc., may leave strike action the only avenue open. Affected members of the local union will meet this challenge head-on if this action proves necessary.

Management of the firm has offered wholly inadequate salary adjustments and has refused to reach an agreement on vital contract provisions of union security and arbitration of disputes. The salary increase offered by management has been unanimously rejected by its employees.