

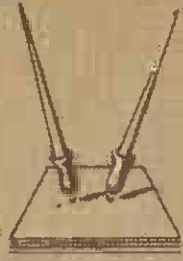


WHITE

COLLAR

("The Office Worker"—Official Publication

of the Office Employees International Union)



OEUU Executive Board Agrees to No-Raid Pact

Western Conference

The biannual meeting of the Western Organizational Conference was held at the Bellevue Hotel in San Francisco on June 5. The meeting was presided over by Conference President John Kinnick, assisted by Secretary-Treasurer Amado. All local unions reported on the various activities in their respective cities and communities and delegates were enthusiastic in their support of Conference activities. If anything, the delegates were impatient for expansion of the organizational conference activities to their respective cities as soon as circumstances will allow such expansion.

International Secretary-Treasurer Hicks and Vice President Springman were in attendance.

International President Howard Coughlin addressed the Conference and reported on the activities of other Conferences and the International Union in particular. He stressed his complete faith in the success of the Organizational Conference program. He emphasized again and again that it was the intention of the International to expand the organizational program within the Conferences as soon as finances permit such expansion.

He emphasized, too, that local unions were not to consider the Organizational Conference as the only source of activity insofar as the International Union is concerned within the Conference area. He expressly stated that local unions desiring to promote organizational activity of their own can request such help directly from the International Union and obtain it without this expense being charged to the Organizational Conference.

Representative Carl Shugaar, now working out of San Francisco, and Representative Charles Henderson, working in Los Angeles, were introduced to the Conference delegates.



Shown above are members of the Executive Board at the meeting in Los Angeles. Left to right, seated: Terry Parker, Nicholas Juliano, Emily Burns, Marie Mann, Ila E. Howard, President Howard Coughlin, Secretary-Treasurer J. Howard Hicks. Standing, left to right: Max J. Krug, George P. Firth, John T. Finnerty, J. O. Bloodworth, Bernard H. Cosgrove, John B. Kinnick, Edward P. Springman.

Kansas City Locals In Merger



Kansas City—A very important merger has been effected between Locals 4 and 40 at Kansas City. After some discussion, these two local unions agreed to an amalgamation. As a result, on June 15, President Coughlin installed the officers of the new combined Local

320. At this installation President Coughlin also presented the new charter. The officers of the new union are: Louise Headrick, president; Joseph Stufflebaum, vice president; Winifred Evans, financial secretary, and Lillian Hawkins, recording secretary.

Much credit is due to Vice President Emily Burns of former Local 40 and to Margaret Clifton of former Local 4, for their splendid cooperation in the discussions which led to the merger. Both are members of the Executive Board of the new local union.

Action At L. A. Session

The Executive Board of the Office Employees International Union met in Los Angeles at the Hollywood-Roosevelt Hotel on June 8 through 11.

Many matters of immediate importance were discussed by the Board. Most important of these concerned our ratification of the AFL-CIO no-raiding pact. It was felt by the Executive Board that AFL President George Meany's efforts on behalf of the elimination of raiding, both within and without the AFL, was something that was sorely needed by the American Federation of Labor and the American labor movement.

Details of this pact were discussed at great length by the Executive Board. After much discussion it was agreed that the International Executive Board unanimously authorize the President to sign this pact.

One of the greatest problems in the organization of unorganized clerical employees is the matter of raids in our jurisdiction both by CIO unions and AFL organizations. The Board felt that the AFL-CIO pact was the first step toward the eventual solution of raiding insofar as CIO and other AFL unions are concerned. The Board optimistically feels that the next convention of the AFL will adopt a pact which will ban raids within the AFL.

The International Executive Board took cognizance of the fact that our union is engaged in a fight to establish office and clerical units as recognized bargaining units by the National Labor Relations Board. In view of the possibility that a local union may, on its own, take a position before the National Labor Relations Board which might be contradictory to national OEUU policy, it is recommended that all such formal hearing issues be channeled through the International office. The Board was unanimous in its approval of the merging of Locals 4 and 40 at Kansas City; 94, 43 and 29 in California, and 70 and 32 in New Jersey.

Many matters of jurisdiction concerning our own local unions were discussed and decisions rendered. Our organizational conferences and present make-up and plans for the future were discussed at great length. The Board is wholeheartedly and unambiguously in support of the organizational program of our International Union.



Delegates of local unions affiliated with Western Organizational Conference as shown at biannual meeting of the Conference in San Francisco.

Conference and Local Union Activities

Erie Conference

Joseph Polo, representing the Erie Organizational Conference, announced the organization, recognition and collective bargaining agreement for the employes of the Cleveland Linen Supply Company. Polo is now engaged in organizational campaigns in the Cleveland Group Health Company and in the trucking industry.

International Vice President John Finnerty has taken a leave of absence from his regular employment to lead a large organizational committee of Cleveland Local 17 in the many campaigns inaugurated by that local union in conjunction with Conference Organizer Joseph Polo.

Local 33 of Pittsburgh announced the successful unionization of the International Harvester Company. A. F. of L. Organizer Sam Nealer led this campaign on behalf of our local union and International Union.

★ ★

Eastern Conference

William Mosca, Conference Organizer, is following up his recent victory at the Baltimore Transit Company with an active organiza-

tional campaign at Blue Cross and Bendix Aviation.

Joseph Carrella, who was appointed Eastern Conference Organizer, is leading a number of campaigns in the City of Philadelphia, including the hotel industry, Federal Container Corporation, RCA Victor, Philadelphia Blue Cross, Bethlehem Steel and the Pennsylvania Sugar Company.

★ ★

North Central Conference

Arthur Lewandowski, Conference Organizer, is actively working on a campaign at the Edwards Paper Company in Wisconsin Rapids, Wis., which will shortly culminate in an NLRB election. He is also working on other organizational ventures, which include the Service Transfer Company and the Koehring Corporation.

★ ★

Midwestern Conference

Conference Organizer Eugene Dwyer is engaged in numerous campaigns in Chicago, which include the Sullivan Reporting Company, Hines Lumber Company, Plumbing Supply House, Gary Hotel, and others.

Canadian Conference

Alastair MacArthur, Conference Organizer, has applied for certification before the Ontario Labor Relations Board for the employes of the St. Lawrence Company, Ltd. He has also applied for the Scalpers and Cullers of the Abitibi Power & Paper Company at Port Arthur, Ontario. He also reports that a Board of Conciliation has been set up for the Port Arthur Medical Clinic and the case is now being prepared for the Department of Labor at Queen's Park, Ontario.

Port Arthur Local 236 officials are to be commended for the tremendous job they are doing in organizing the unorganized office and clerical employes in that area.

Vice President Cosgrove, along with the officers of Gatineau Local 110, have applied for certification for the employes of the Commercial Alcohol Company. This petition for certification is before the Quebec Department of Labor. Cosgrove further reports progress in our campaign to organize 120 employes of the British-American Bank Note Company at Westboro, Ontario.

Pacific Northwestern Conference

Gene Corum has petitioned the National Labor Relations Board for an election involving the Schwabacher Hardware Company. We are expecting an election in that company shortly. Gene has other campaigns going on in the same field involving the employes of the Seattle Hardware Company. He is also conducting campaigns among the office and clerical employes of the Alaska Air Lines, the State Insurance Examiners, and the Day's Manufacturing Company at Tacoma.

★ ★

Western Conference

Charles Henderson has recently been assigned as Western Organizational Conference Organizer in the City of Los Angeles. Henderson immediately proceeded to involve our International Union in a number of organizational campaigns, including the Granning Enameling plant and the department stores in the Los Angeles area.

Carl Shugaar, International Representative assigned to San Francisco, is actively engaged in work-

ing out the details of a merger between Locals 3 and 36 in that city. Shugaar is also working on behalf of our Vallejo local union, which has been raided recently by other American Federation of Labor affiliates.

Locals 94 at San Jose and 43 at Sacramento have just acted to merge with Local 29 at Oakland. Our Executive Board approved this action.

★ ★

Southwestern Conference

Conference Organizer Warren Woolley recently tendered his resignation to the International Union. During the interim, prior to the appointment of a successor to Brother Woolley, International Representative Frank Morton has had to double his usual excessive load. Frank is engaged in servicing most of the local unions in the Southwestern area and at the same time always finds some moments for organizational activity. He is presently engaged in a campaign at the Hughes Tool Company and assisted Business Representative Sutherland of our Dallas local in a campaign involving the Continental Supply Company.

Our local union at Galveston is fighting to head off a raid by the CIO Brewery Workers in the OEIU brewery plant in that city.

Our International Union expects to announce the appointment of an organizer for the Southwestern Organizational Conference in the near future.

★ ★

Northwestern Conference

Our International Union has just announced that James Ruehl has been engaged to work as a Conference Organizer in the Northern New York-New England area.

Tom Flynn of Boston Local 6 was assigned temporarily to handle a short strike at the Yale & Towne Company at Stamford, Conn. Tom did a good job in conjunction with local union officers in protecting the interests of our members in Local 90.

International Representative Leo Wallace of New England has been moving along at a fast organizational gait. Leo is engaged in performing services for our existing locals in the New England area, and at the same time has announced the completion of several organizational projects. As a result of his activities we chartered a local at Portsmouth, N. H., for the office and clerical employes of the Portsmouth Shipyard. He is conducting a campaign at the M. H. Rhodes Company and in the department store industry in the City of Boston.

★ ★

Local Unions

Richmond, Calif.—A general wage increase of \$50 a month was obtained in the renewal of an agreement between Local 243 and Wiseman's Appliances of Berkeley.

★ ★

Minneapolis, Minn.—An agreement negotiated by Local 12 with H. D. Lee Co. provides wage increases ranging from \$12.50 to \$17.50 a month.

Local 12 also obtained increases ranging from 5 to 8 cents an hour in a pact with HATR Motor Express Co., and increases of \$1 to \$3 per week in its agreement with Minneapolis Star-Tribune Co.

Improved vacation benefits were secured by Local 12 in the agreement with Blue and White Liberty Cab Co.

Donald R. Hilliker, assistant business representative and organizer of Local 12, recently succeeded in having the local certified as the collective bargaining agent of General Trading Company. This group of

(Continued on page 4)

At Meeting of Eastern Conference



Above are the delegates who attended the Eastern Organizational Conference meeting recently held at Bellevue Stratford Hotel in Philadelphia, Pa. The meeting was addressed by OEIU President Howard Coughlin, Secretary-Treasurer Howard Hicks, and Organization Director H. B. Douglas.

Organizational Conference Meets In Seattle



Delegates from OEIU local unions in Oregon, Washington and British Columbia lined up for the photographer following the meeting of the Pacific Northwestern Organization Conference in Seattle.

The second meeting of the Pacific Northwestern Organizational Conference was held at the Benjamin Franklin Hotel in Seattle on Sunday, June 13. Delegates from local unions located in British Columbia, Canada, and the states of Oregon and Washington were in attendance.

Conference President Al O'Brien presided. Secretary-Treasurer Terry Parker presented financial reports.

Everett King and a delegation representing the British Columbia Electric Office Employees Association, affiliated with the Trades and Labor Congress of Canada, were presented to the delegates and sat as observers throughout the meeting. During the course of the meet-

ing Everett King and his associates reported on activities on behalf of the office employes in the British Columbia area.

All delegates to the Conference reported on activities within their respective areas.

The work of Organizer Gene Corum was praised by various delegates, including Cal Winslow of Tacoma and Conference President Al O'Brien. The International Union was congratulated on the selection of such a competent representative. Gene Corum, while appointed only two months ago, has engaged in numerous organizational ventures with several cases now pending before the National Labor Relations

Board. Corum particularly stressed his activities at the Washington Insurance Examining Bureau, Schwabacher's Hardware and other hardware companies. It is anticipated that the NLRB will conduct an election at Schwabacher's within the next few weeks.

President Coughlin outlined the activities of the International Union and other Organizational Conferences. He stressed the methods undertaken by the International to bring about the Organizational Conferences and the necessary financing of these Conferences. He reported on the grant of \$9,000 for the year 1954 by the AFL. In addition, he reported on the various Interna-

tional Union changes in system which will make available additional monies for our organizational program.

He stated that the International would be willing to work out an organizational program with any local union affiliated with the Conference and help to defray the cost of such activity, separate and apart from the Organizational Conference. He emphasized to the delegates present that the program will take time, and success will not be achieved immediately. The International Union through the organizational program has already trebled the number of International Representatives in the U. S. and Canada.

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*
 707 Continental Building
 1012 14th St., N. W.
 Washington 5, D. C.

PUBLISHED MONTHLY
 Entered in the Post Office at Washington, D. C., as second-class mail matter.



Reproduction by the Labor Press of any or all material herein contained is not only permitted, but wholly desirable in the interest of workers' education.

Subscription Price \$1 a Year

Jurisdictional Machinery

WHICH worker should belong to which union has been a question plaguing the union movement since the AFL was born in 1881. "One craft, one union"—"One industry, one union"—"Everybody in one big union" all are slogans voiced in the past as answers.

Actually there is no simple answer. Industries change, techniques change, markets change, jobs change. So it is impossible to expect that unions can remain unchanged and still meet the needs of their members.

However, jurisdictional raids between unions receive a great deal of unfavorable publicity, and dissipate union energies with little benefit for the members.

The unions which suffer the most in inter-union fights are those younger unions such as the OEIU, which are struggling to organize a relatively new field.

Our task is hard enough without older and more powerful unions picking up office workers and lumping them in with production employe units.

Our Executive Board at its recent meeting in Los Angeles authorized President Howard Coughlin to sign this no-raiding pact on behalf of the OEIU. Ninety-four AFL and CIO unions representing 10 million workers joined in this agreement. Unfortunately, some of the biggest unions in both Federations refused to go along.

Even more important to the OEIU was the May 14 conference at which more than one hundred AFL International Union officers unanimously recommended a plan of peaceful arbitration of jurisdictional rows within the AFL. The plan will be whipped into final shape at the AFL executive council meeting in August for presentation to the AFL annual convention in September.

The OEIU pledges its full cooperation. However, only time will tell how effective and just either of these plans will be.

4 Million Unemployed

FROM a low of 1,200,000 unemployed in October of last year the number of unemployed snowballed to a high of 3,725,000 in March of this year. Then, as the President said, unemployment appeared to be "stabilized." There was even a moderate decline for several weeks. But, after the week ending June 12 the Department of Labor officially announced that initial claims for unemployment insurance were on the increase again. New unemployment was widespread with 34 states showing an increase in unemployment caused chiefly by layoffs in automotive, appliance, leather, apparel and munitions.

Now, we are told by officials in government to be prepared to see unemployment figures shoot up to more than 4,000,000 as students swell the summer labor market.

The question is—do we want permanent "stabilized" unemployment at 3, 4, or 5 million? Or do we want effective government measures to encourage full employment? Never in history has our economy stood still. We have either been in the economic dumps or pushing ahead with business expansion and jobs for everyone. The "peddlers of doom" are not the AFL leaders who demand action to end unemployment, but those who say that a little unemployment is a good thing and necessary for a sound economy.

The Ten Ton Touch

It seems that it takes a 14-ounce pressure to budge the average typewriter key. A typed line averages six inches, or 60 impressions for a line, totaling 840 oz.

A 15-line average letter translates into 12,600 ounces. Make it 30 letters as the typist's daily output and you have 378,000 ounces, or 23,625 pounds, or 10½ tons.

So, the little lady with the delicate touch and splayed fingertips does more work than a 10-ton truck!

Further Gains Made at Gas Company



Shown at the signing of a new agreement are: Left to right, seated, President John Cahill of OEIU Local 2, Everett J. Boothby, president Washington Gas Light Company, Charles D. Magruder, company personnel director. Standing, Herman L. Hazel, Hugh Martin, George Heath, William Allison, William Tolford and Charles Miller, employe negotiating committee.

Local 2 has succeeded in improving its contract with the Washington Gas Light Company of this city as a result of negotiations which were completed recently. Among the improvements negotiated are the following:

1. A general wage increase of 3 per cent with a minimum of \$9 per month for all union employes.
2. The restoration to their former salary grade of all jobs which were downgraded as a result of the job evaluation study which was agreed to by the company and the union last October.

3. An increase in mileage allowance for employes who are required to use their own automobiles in the conduct of the company's business.

4. A reduction from 10 days to 5 days for qualification for temporary transfer pay.

5. Improvement in job posting provisions respecting senior departmental employes who apply for a posting and are not selected.

6. Consolidation of seniority of the Telephone Service Bureau with the Commercial Office, and consolidation of all branches of the Sales Department for seniority purposes.

This is an added protection for senior employes in these departments in the event of a reduction in force or layoff.

7. Improvement in the company's sick leave program.

These negotiations were conducted by the local's president and business agent, John P. Cahill, assisted by an employe committee consisting of Herman L. Hazel, a union vice president; Charles Miller and William Tolford, chief stewards; William Allison, George Heath and Hugh Martin. This contract covers 540 office workers.

Locals 174 and 30 Entertain Executive Board

Local 174 furnished automobiles chauffeured by members of that local to take the Executive Board members on a sightseeing tour to the various points of interest in Los Angeles. This trip included a visit to the Universal-International motion picture studios, the Farmer's Market and many other points of interest. The Executive Board was also the guest of Local 174 for dinner at the Moulin Rouge.

Local 174 earned the gratitude of all the Board members by their display of hospitality during the

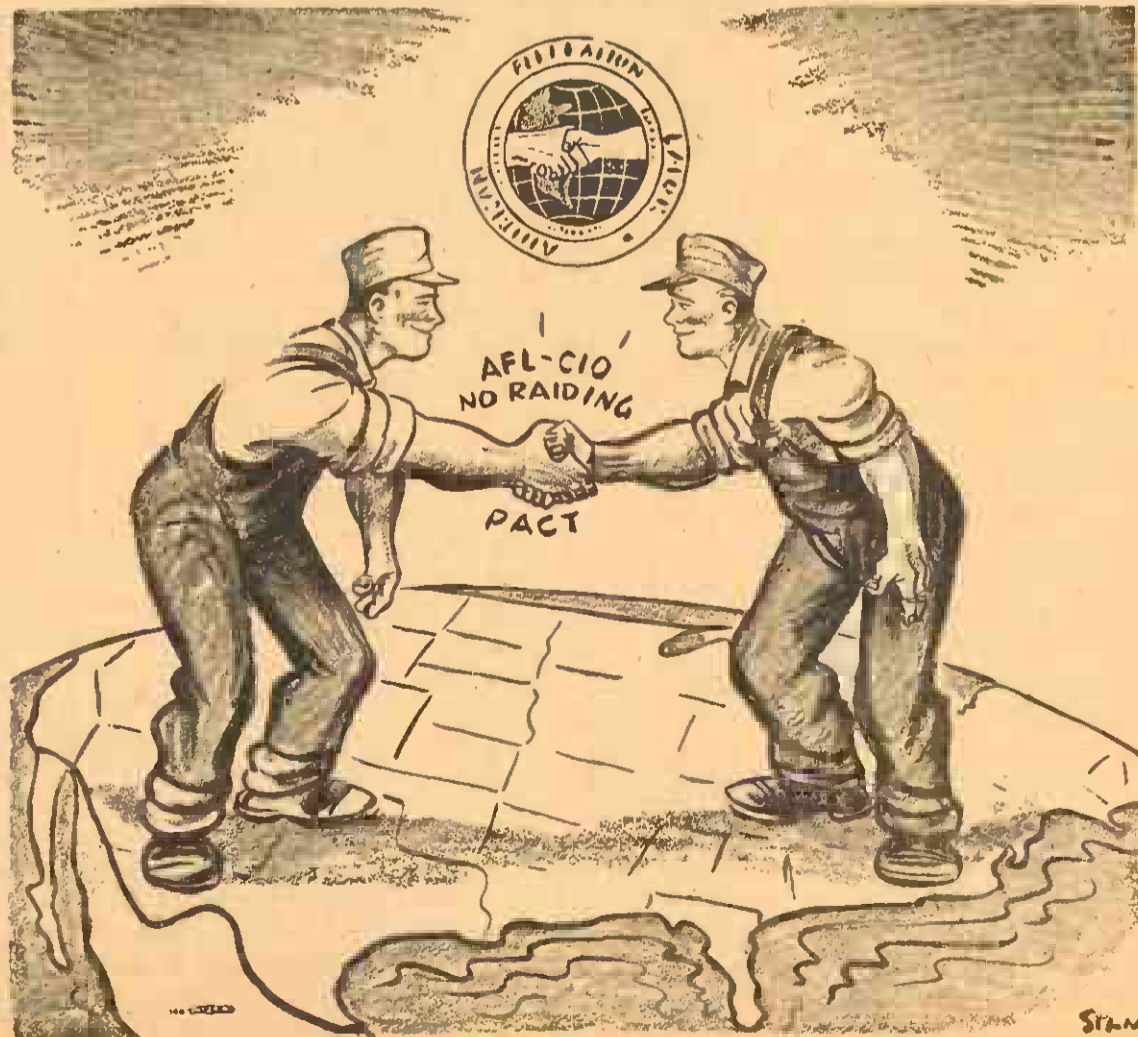
Board's stay in Hollywood.

Local 30 entertained the International Officers and Executive Board members at a dinner at Larry Potter's Supper Club.

Other guests of the evening were Thomas Ranford, president of the Los Angeles Central Labor Council; Paul Pelfrey, international vice president of the United Brick and Clay Workers; Donald McCaughan, secretary-treasurer of Printing Specialties Local 388; Claude Mathews, Mrs. Leonard Mandelbaum, Mrs. Philip Singer, John Bauermeister,

Mrs. J. O. Bloodworth, Mrs. J. T. Finnerty, Mrs. George Firth, Mrs. Nicholas Juliano, Mrs. John Kinnick, Mrs. E. P. Springman and Mrs. Charles Henderson.

Members of Local 30 present were Cynthia McCaughan, Lacy Pelfrey, Lorraine Gasper, Jane Darlington, Leonard Mandelbaum, Fortuna Mitrani, Geraldine Morici, Edith Sherick, Philip Singer, Ethel Adams, Marjorie Mathews, Rose Kellogg, Sara Parker, Stanley Elsis, Anne Sweet, Loreen Flowers, John Doolittle and Winnifred Ranford.



from the desk
of the

PRESIDENT

HOWARD COUGHLIN



NLRB Does A Flip-Flop

SEVERAL editions back I wrote a lengthy article describing our reactions to the American Potash and Chemical Corporation decision and viewed with optimism our future in view of that decision. I pointed out to our membership that for the first time in 18 years the National Labor Relations Board had recognized the right of office employees as a class of workers to sever themselves from an overall group of employees which included various types of manual workers.

The American Potash decision and a subsequent meeting of our officers and counsel with Guy Farmer, chairman of the National Labor Relations Board, brought about this very strong feeling on our part that we would, for the first time, be able to achieve concrete results insofar as white collar units are concerned. For the first time, we felt the Board would recognize a unit of clerical employees as a legal collective bargaining unit separate and apart from any other type of worker.

I am sorry to report that my optimism was, to say the least, premature. At the time of our meeting with Guy Farmer, chairman of the National Labor Relations Board, our Local Union 153 in New York City was in the process of organizing 250 clerical employees of a publishing firm. In this firm a company-type union existed which included all workers such as printers, bindery employees, typesetters and various manual and office clerical employees. Based on prior decisions of the Board, it appeared certain that we would have to organize all of the manuals and the clericals together in order to successfully bargain for the clerical employees. After the American Potash and Chemical Corporation decision and our discussions with Guy Farmer, we were confident that we could successfully petition for the clerical employees in this overall unit.

We did so petition. Lo and behold, much to our amazement and dismay, the Board handed down a decision ordering an election including all manual, mechanical and office and clerical employees. The decision was a complete reversal of the American Potash doctrine and a complete contradiction of Guy Farmer's interpretation of the expressed policy of the Board. On examining the decision, we find that the Board was unanimous in its opinion which further confused us in view of our discussions with Guy Farmer.

On advice of Woll, Glenn & Thatcher, our International Union counsel, we moved for reconsideration of the Board's decision. In our motion for reconsideration, we pointed out that the Board had not only contradicted the American Potash & Chemical Corporation decision, but had included cafeteria employees in the bargaining unit who were not even employed by the employer in question. The cafeteria referred to is operated by another employer. However, the Board evidently, for reasons of its own, threw these employees into the bargaining unit too. The National Labor Relations Board thereupon denied our motion for reconsideration without any reference to the point we made with respect to the cafeteria employees.

It became apparent to us, as it must be to anyone else concerned with the welfare of white collar workers as a class of employees and to anyone interested in fair play, that the Board evidently did not read the record or the motion for reconsideration, or paid no attention to it whatsoever.

As a result, we are in the unique position of being forced to go through an election involving workers for which we are not chartered and have never had any experience in representing. Further, we must have employees involved in the balloting who are not employees of the employer for whom we petitioned. I dare say that this decision is unique in the annals of the National Labor Relations Board.

White Collars Still Forgotten

It appears from this decision and from many previous decisions examined by your International officers and counsel for the International Union, that the Board seems to feel that it can change from day to day when handing down decisions on white collar cases without worrying about the effect such decisions will have on the public at large. We have heard public figures, including radio commentators, for purposes of politics

OEIU Wins Again

In a recent NLRB election held at the atomic energy project in Oak Ridge, Tenn., the employees of Management Services, Inc., voted better than two to one in favor of representation by Local 144 of the OEIU. This company provides the municipal services for the town of Oak Ridge, Tenn., which is the site of the atomic project.

The 200 office and clerical employees covered by this certification are now in negotiations with the company in an effort to obtain a contract covering wages, hours and

working conditions. Vice President Bloodworth reports that the committee of Marvin Wallace, Jack Campbell, Douglas Wilson, James Fitzpatrick and Joe Hillman are to be congratulated on the splendid assistance that they gave to AFL Representatives Guy Phelps and Max Hunzeker, as well as to Vice President Bloodworth.

Local 144 is now in the process of expanding the organization to include all of the other office employees in the Oak Ridge atomic city.

ACTIVITIES

(Continued from page 2)

approximately 50 office employees is composed of a small unit Local 12 represented in Minneapolis and an unorganized group from St. Paul. Negotiations are presently in progress.

★ ★

New York—Local 153 Representative Ettlinger reports the conclusion of negotiations on a new contract with the Administrative Board of the Dress Industry which calls for \$3 per week general increase in the 153 Welfare Plan from 3 to 4½ per cent, and an increase in the minimum rates providing for \$45 per week for clerical workers and \$65 per week for investigators.

Anheuser-Busch salesmen in the New York area have been organized by Local 153 and a petition for an election has been filed with the National Labor Relations Board.

An agreement negotiated by Local 153 with E. J. Trum Paper Box Company provides a wage increase of \$4 a week across the board and other improvements.

Clerical employees in the drafting department of Mergenthaler Linotype Corp. voted to affiliate with Local 153 after dissolving their independent association.

★ ★

Chattanooga, Tenn.—Local 179 was chosen as their collective bargaining representative by the plant clerical workers of the Koehring Southern Company in an NLRB election.

★ ★

Buffalo, N. Y.—Each pay grade was increased 2.5 cents an hour in a renewal of the agreement between Local 212 and Hospital Service Corporation of Western New York and Western New York Medical Plan, Inc., Business Agent Emil Steck reports.

or publicity, publicly grieve about the plight of the white collar workers.

We as white collar workers know that there is only one answer to the poor financial state in which the white collar worker finds himself. That answer is unionization. Politicians and demagogues will not accomplish the desired result unless they, too, stress unionization as the necessary solution. White collar workers again, through lack of unionization, find themselves on the short end when it comes to decisions handed down by the National Labor Relations Board. In other words, not only are they receiving the lesser wages in our American society, but politicians who listen only to our organized groups are making sure through the passage of legislation or administrative decisions, that organizational progress is not made by white collar workers.

It would be to the advantage of all of our local unions in the United States to direct letters to their Senators and Congressmen and to the National Labor Relations Board, calling their attention to the necessity of recognition of white collar workers as a working class of our society.

I am convinced that it will be necessary for our International Union to publicly fight for this recognition.

Local 36 Wins Strike

Members of OEIU Local 36, the display advertising force, won a victory in their recent 13 day strike against Budde Publications of San Francisco. Gained were a union shop, which was one of the issues of dispute, and recognition of experience on newspapers of more than 25,000 circulation.

Seniority provisions were set up as a result of settlement. This had been a primary issue, for the employer had wanted the right to lay off any salesperson for "economy" reductions in force. The agreement puts a limit of 30 days on the employment of special edition salesman.

A new wage scale has been set in the agreement—a minimum of \$5 to \$123 a week, according to the number of years of experience.

Twelve salespeople were on strike supported by 15 office employees, members of Local 36. In addition to the office workers, there were also some 70 people in the printing trades. It is a foregone conclusion that the strike could not have been a success without these key crafts.

President Jack Goldberger and Assistant Secretary Gus Katsarsky comprised a special subcommittee of the S. F. Labor Council in charge of negotiations. Members of the strike committee were Alan Burdick, chairman, Helen Kerr, and Scott Whitener. Representing Local 36 Executive Board were Ruth Greenberg and Beatrice Levene.

Pearl River, N. Y.—Secretary-Treasurer James Brower of Local 159 reports a general wage increase of three per cent secured in the renewal of an agreement with Dexter Folder Company.

★ ★

Chicago—Organizer Gene Dwyer reports that Local 28 is in negotiations with the Patrick J. Sullivan Reporting Co. for an agreement covering court reporters.

HOW TO BUY

By SIDNEY MARGOLIUS

Your cost-of-living prospects for the second half of 1954 are for continued high expenses at about the same level or a little higher than now. Your dollars will be able to buy the best values in three years in house furnishings and clothing, but these savings will be cancelled out by continuing high rents, increasing costs of medical care and slightly higher prices for some foods.

You can beat at least some of these high costs in several ways. Take advantage of the annual July sales of shoes, clothing, house-furnishings and carpeting to anticipate your needs of staple items. July is one of the best months to find cut-price reductions on clothing and household goods. In food, avoid pork products, veal and lamb during the summer when they are seasonally scarcer and costlier. Pork will be cheaper in the fall. Rely more on beef (still comparatively reasonable), cheese (now at new low prices) and eggs (still comparatively reasonable in early summer, but costlier later).

Mid-summer is also a good time to shop for a car; prices traditionally break after July 4.

The annual mid-summer home-furnishings sales this year will offer the lowest prices on household goods in almost four years. Price-cutting on rugs is especially keen among retailers this summer because of poor business. We advise shopping both the specialty rug stores and rug warehouses (found

in larger cities) and the department store sales. Get prices on both the cost per yard, and the entire price of the rug or wall-to-wall installation. The carpet specialty stores sometimes undersell the department stores, but the department stores may estimate the yardage required more closely on wall-to-wall carpeting, so the final price may be close.

Buying a carpet is a real problem for a moderate-income family. Many women want a carpet more than anything else. Sometimes, as letters from readers tell us, they will spend \$700 or \$800 for a luxurious-looking wall-to-wall installation. But frequently they are disillusioned as they find their expensive carpeting turns shabby surprisingly soon. For one reason, they choose fashionable pastel colors that show soil readily. For another, they sometimes buy novelty texture, two-tone effect or a high pile which seems to shade down and look doggy after a while, especially in the heavy-traffic part of a room.

A suggested way to keep down the cost of carpeting is not to go to a cheaper type, but to buy a good-quality room-size rug rather than mediocre wall-to-wall carpeting. It will be a great help later to be able to turn a rug when a particular area shows wear.