

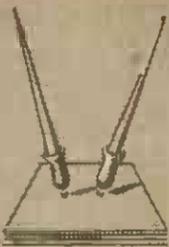


WHITE

COLLAR

("The Office Worker"—Official Publication

of the Office Employees International Union)



Canadian Constructors Sign

Borden Signs Up

The first agreement between the Borden Farm Products Company and Office Employees International Union, Local 153 was recently signed. This contract embraces seven branches of this company in the Greater New York area and covers in excess of one hundred office and clerical employees.

Outstanding among the gains achieved in the agreement was a \$7.50 weekly increase for all employees. In addition to this wage increase and many other important provisions, a three-week vacation after five years of service was obtained. Prior to this agreement, the company did not provide for vacations in excess of two weeks. The wage increase is retroactive to October 15, 1953.

The negotiating committee was comprised of Nat Drisen, Chairman, Harold Zimmerman, Marg. Kearns, George Stevens, Ralph Milelo, Jim Toomey and George Fischer, assisted by Ben Cohan and John Fleming, Business Representatives of the Local Union.

N. Y. Strike Ends

Don Blake, business representative of Local 153, announced the signing of an agreement with the Keiner-Williams Stamping Company in Queens, N. Y. This agreement was consummated after a strike of two weeks duration.

Negotiations broke down between the company and the International Association of Machinists and a strike was called by that organization. Members of our union refused to cross the picket lines until negotiations were successfully concluded by the Machinists. Subsequently, Blake negotiated a \$2.80 weekly increase retroactive to November, 1953, with the same increase added to the minima and maxima of established rate ranges.

An unusual feature of this agreement provides that members will receive a half-day off on the day prior to Christmas, and the day prior to New Year's.

Win \$3 Increase

The employes of Workmen's Benefit Fund, New York received a \$3 weekly increase retroactive to January 1, 1954, as a result of an agreement negotiated by representatives of Local 153. Business Representative Donald Blake and a committee headed by Herbert Rath negotiated this renewal agreement.

The maxima of established rate ranges were raised by an average of 10 per cent. Sick leave provisions are now placed on an accrual basis with no limit insofar as unused sick leave is concerned.

Organizer Named



Warren Woolley has been appointed by President Howard Coughlin as a conference organizer in the Southwest area. Organizer Woolley has previously been an International Representative of the Operating Engineers in the Southwest for over five years. Brother Frank Morton, under whom Organizer Woolley will work, strongly recommended this appointment. This appointment is in accordance with the policy agreed to at the Southwestern Organizational Conference meeting recently held in Dallas, Tex.

Great Lakes Paper Company Organized

Frank Revell, Secretary-Treasurer of OEIU Local 81, Fort William, Ontario, announced the unionization of the office and clerical employes of the Great Lakes Paper Company, Ltd.

The Ontario Labor Relations Board, as a result of a hearing before that body, certified Local 81 as the collective bargaining agent for the office employes of that company.

The contract has already been submitted to the management of the Company and negotiations will begin shortly. Alastair MacArthur, Canadian representative of the OEIU, represented Local 81 at the hearing before the Ontario Labor Relations Board.

Brother Revell and the other officers of Local 81 are to be congratulated on the progress made by the local. It is one of the fastest growing OEIU locals in Canada.

**SUPPORT YOUR
RED CROSS DRIVE**

OEIU N. J. Locals Announce Forum

President Howard Coughlin, Secretary-Treasurer J. Howard Hicks and Director of Organization H. B. Douglas are scheduled to address the Fourth Annual Conference of the New Jersey local unions of the Office Employees International Union, A. F. of L., at Rutgers University, New Brunswick, N. J., Saturday, March 27, 1954. The subject of the Conference will be "Organizing and Contract Negotiations—A Local Union's Responsibility." All area local unions are urged to send delegates to this Institute.

Everybody's Happy



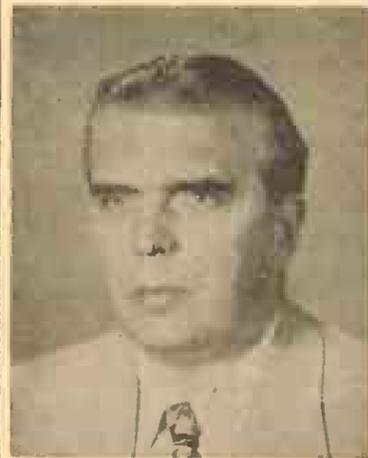
Pay increases ranging from \$45 to \$75 per month for employes in the Miami, Fla., branch of the Insurance Company of Texas resulted from the signing of an amendment to the OEIU contract based on a job study. Seated, left to right: OEIU Vice President J. O. Bloodworth and E. J. Latiolais, personnel director of the company. Standing, left to right: Charles Vinson of Local 128, job steward; Mrs. Katherine Radle, member of the home office bargaining committee; L. C. Army, resident manager of the company; Miss Violet Mathieu, president of Local 128, and Bud Adams, employe committeemen.

Reach Agreements at Kitimat and Kemano

Elect MacArthur President of Ontario Federation of Labor

Alastair MacArthur, Canadian Representative of the Office Employees International Union, was elected president by acclamation of the delegates to the convention of the Ontario Provincial Federation of Labor. MacArthur was reelected after having served six consecutive years as president.

The Ontario Provincial Federation of Labor is outstanding for its work on behalf of A. F. of L. un-



Alastair MacArthur

ions and Trades and Labor Congress unions within the Province of Ontario. It is the legislative voice of these unions and is chiefly responsible for the enactment of the Labor Relations Act, Workmen's Compensation, Hours of Labor Act, and others.

It is the watchdog of the labor movement in Ontario, not only for the purpose of maintaining labor legislation already enacted, but to constantly improve and expand existing legislation for the betterment of workers in Ontario.

The Federation is in the forefront of organizational programs within the Province of Ontario and does a great deal to bring about interest and desire for unionization among the unorganized workers not only in Ontario, but throughout Canada.

The Office Employees International Union is proud to have as its Canadian Representative a man who is considered to be an outstanding labor leader in Canada.

Archie McColl, president, and Johnny Gallant, organizer of OEIU Local 15 at Vancouver, British Columbia, announced the signing of agreements covering 200 members at Kitimat and Kemano projects. These agreements were reached with the Kitimat Constructors, Inc., and Morrison-Knudsen, both construction contractors at these two large aluminum plants in British Columbia. These agreements were consummated after a long drawn out dispute during which the case was before the Canadian Conciliation Service.

The Kitimat agreement called for a \$25 per person per month increase, retroactive to January 1, 1954. In view of the fact that employes working on these projects live in company towns and in company-owned buildings, rentals became an integral part of the collective bargaining sessions. A \$15 monthly rent reduction was achieved by the negotiating committee. A union shop and check-off of dues are also contained in a one-year agreement which will expire on February 26, 1955.

The agreement with Morrison-Knudsen calls for a 10 per cent increase across the board, with a classification review every six months. This contract is retroactive to May 8, 1953. The contract also provides for a union shop and check-off of dues. A prominent feature of this agreement is a provision that room and board will be provided free and clear for our members employed on this project.

Local 15 is to be congratulated for this hard-won victory on behalf of the employes of Kitimat and Kemano.

Gains Made By Budde Employes

OEIU members at Budde Publications, San Francisco, received wage increases ranging from \$10.84 to \$50.17 a month. Jim Sander, representing Office Employees International Union, Local 36, and a committee composed of Ruth Green and May O'Keefe, negotiated this agreement.

Back pay of \$11,070 was shared by our members covered under this new contract. The retroactive pay is being used for everything from buying a new high chair to a payment on the mortgage of a new home, or paying off overdue Christmas bills.



★ ★ ★ ★ ★ ★ ★ ★

A man was buying a doll for his little girl. "Here's a lovely one," cooed the salesgirl. "You lay her down and she closes her eyes just like a real baby." The man stood a moment looking skeptical and then blurted: "Well, then, I guess none of our kids were real babies!"—Capper's Weekly.

★
A businessman was in the habit of taking a cab from the station to his home each night. One evening he made the trip with a new driver who charged more than the usual rate. After considerable argument, the businessman exclaimed in anger, "Why I've lived in this same spot for a decade, and I haven't been making these trips for nothing." "I don't doubt it for a moment," replied the cabby, "and don't think you're going to start now."

★
A motorist was traveling through a mountain state and he was a bit doubtful about the state of the road ahead of him. He stopped at a garage in a small town and told the mechanic his problem. The mechanic replied that the only man who knew anything about this particular road was not around the place just at that moment.

"But you just wait around awhile," he continued. "He's out there stuck in the mud on that dangerous road and he won't be more than a couple of hours getting back in."

★
"Why did you get a divorce?"
"My wife called me an idiot."
"That's not sufficient cause for a divorce."
"Well you see, it was like this. I came home and found my wife in the arms of the chauffeur, and I said: 'What's the meaning of this?' and she said, 'Can't you see, you idiot?'"

★
Wife: "The maid quit. She said you spoke to her insultingly over the phone."
Hubby: "Ye gods! I thought I was talking to you."

★
His friends in the mountains said that Uncle Ben, a very cautious and frugal old man, put on his new suit of clothes one day and went down to have a look at Chattanooga.

As he was looking, a red-nosed stranger approached, asking "Will you give me a quarter for a sandwich?"
Uncle Ben gave him a good looking-over.

"Lemme see the sandwich, first," he said.

★
One Senator had been making the rounds of his home territory to remind the voters that he'd been doing a right fine job for them in Washington. Following a speech before a women's group he was introduced to a new resident.

"Madam," he smiled, "I certainly hope this constituency will return me."

She shook her head. "I wish you luck, but from the short time I've been in this community I can assure you that these people never return anything!"

★
Said one farmer to another: "I have a rooster that is so lazy that every morning, when the rooster on the next farm crows, my rooster just listens and nods his head in approval."

On the Picket Line in Pittsburgh



Members of OEIU Local 33 are shown walking the picket line in the fight against the union "busting" scheme of the major department stores of Pittsburgh, Pa. OEIU and some 14 other unions called the strike last November when the stores banded together in their attempt to put over a prohibition against seniority, the open shop, compulsory overtime, a straitjacket on wages for five years and a ban on seniority.

Labor Board Decisions Hamper Organizational Work of Unions

The National Labor Relations Board has established new rules in cases where a union withdraws a petition for a representation election after the Board has completed hearings on such petition.

The new rule is that the Board will not entertain a new petition from the withdrawing union for an election among the same employees during a period of six months, unless good cause for holding an election before expiration of the six-month period is shown.

Two Types of Cases

The Board announced that the same rule will apply in two other types of cases: (1) where a union disclaims any interest in representing the employees after a Board hearing has been held on an employer's petition for an election; and (2) where a union files such a disclaimer after a Board hearing on a petition by a group of employees for an election to decertify the union.

These rules were announced in a series of decisions disposing of petitions in three cases of these types.

At the same time, the Board announced further that instructions will be issued to NLRB regional directors to apply the same rule to a union which withdraws an election petition or which files a disclaimer of interest in representation rights after the union has executed a consent agreement or stipulation to hold an election.

Upsetting Precedents

These new rules can be used by employers to delay petition proceedings interminably. In many instances a union petitions the NLRB for a unit of employees which is believed to be an appropriate unit in accordance with past practice.

The newly constituted Labor Relations Board has been consistently upsetting past precedents on matters involving appropriate units.

In order for a union to have an appropriate unit determined it is necessary for it to complete an NLRB hearing. As a result of that hearing the Board could hold that a larger unit is more appropriate than the one sought by the petitioning union. Therefore, normally, the union would withdraw its petition and continue to organize the larger unit to a point where it could subse-

quently, a month or two later, petition the Board for the larger unit deemed appropriate by the Board.

Creates Roadblock

The Board is now ruling out this possibility and, by virtue of its new administrative procedure whereby it states that such a union cannot file for a period of six months, it is eliminating the possibility of a union organizing a unit of employees other than that sought by the petitioning union after the Board has ruled the original unit inappropriate.

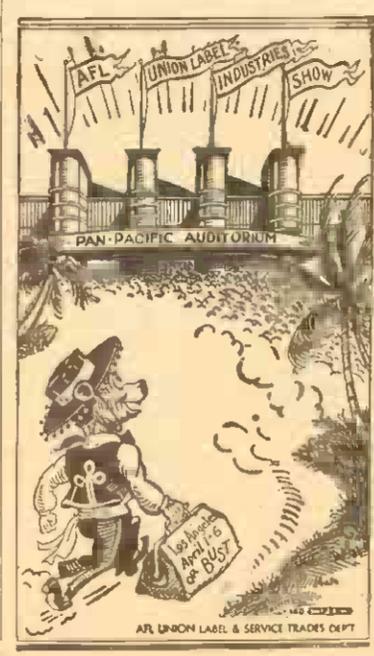
Famed Union Show Set for L.A.

The annual Union Label Industry Show, sponsored by the American Federation of Labor, will be held in Los Angeles April 1 through April 6. The American Federation of Labor has for many years been sponsoring this show for the purpose of displaying to the public the products and services produced through the cooperation of organized labor and fair management.

This now famed A. F. of L. show, which is held in a different city throughout the country each year, is visited by hundreds of thousands of men and women eagerly looking forward to the picturesque display set up by industry in conjunction with the American Federation of Labor.

Already the show is virtually a "sell-out" with only a handful of booths still available for local unions or business establishments. With 480 exhibit booths, the 1954 show promises to be the biggest and most colorful ever staged.

Almost every A. F. of L. craft and service organization will join industry in bringing to Los Angeles



Urges Support Of Cancer Drive

The following communication was sent by George Meany, President of the American Federation of Labor:

"One of the most critical public health problems menacing our nation today is cancer. This ruthless killer, according to the American Cancer Society, will take the lives of an estimated 230,000 Americans in 1954.

"The American Cancer Society was the pioneer in the nationwide fight against cancer. Its program over the past decade has been reflected in cancer cures that were impossible 10 years ago, together with a much more widespread public enlightenment about cancer. The American Federation of Labor urges all of its affiliated organizations and their members as civic minded citizens to support it with generous contributions and, if possible, as volunteers during the 1954 fund-raising crusade next April."

We heartily endorse the sentiments expressed in the above and urge the cooperation of our local unions in this worthwhile campaign.

Local 36 Wins Bay City Strike

H. L. Sander, Secretary-Treasurer of Local 36, reports the successful conclusion of a strike against Ray Oil Burner Company, San Francisco.

After trying to negotiate a contract with the Ray Oil Burner Company since September 1, 1953, the local met with no success. Through the assistance of the Federal Mediation and Conciliation Service, a proposal from the company was accepted by the union. The company then claimed it did not authorize the Conciliation Service to make such an offer, therefore at 7 a. m. February 16 the local union struck the company. Four and one-half hours later the company signed the contract.

The new contract includes 10 cents per hour increase, a job evaluation program within six months, a three-year agreement with an automatic wage increase September 1 of each year.

Local 36 wishes to thank I. A. M. Locals 1327 and 68, Teamsters Local 85 and Tool and Die Makers Local 1166, also the Steamfitters and Brick Masons for the wholehearted support given our union in this dispute.

the outstanding craftsmen in the nation and the finest display of consumer goods ever shown in this area. The entire area of Pan-Pacific will be devoted to colorful and educational "live" exhibits which will feature everything from tacks to trailers.

In addition to the numerous strolling bands which will perform daily, many stars of radio, movies and TV will make appearances during the gala event. Visitors to the show will have an opportunity of winning more than \$100,000 in free prizes to be given away by the exhibitors.

Free admission tickets will be distributed by all A. F. of L. unions and local business establishments. To date, shows have been held in Cincinnati, St. Louis, Milwaukee, Cleveland, Philadelphia, Chicago, Boston and Minneapolis.

Our Los Angeles Locals 30 and 174 are preparing the OEIU booth which will be on display at this show.

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*
625 Bond Building
Washington 5, D. C.

PUBLISHED MONTHLY

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



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Subscription Price \$1 a Year

Unemployment

ACCORDING to the latest government statistics, there are now more than 3,100,000 persons unemployed in this country. In one month—from December to January—the number of people employed had dropped 2,000,000. Manufacturing payrolls alone were three-quarters of a million less than a year ago. In Detroit and fifty-one other communities more than 6 per cent of the working people have lost their jobs.

President Eisenhower recently expressed himself on this subject and told a press conference on February 17 that if things didn't get better in March the government would have to do something.

We believe that something will have to be done before too much time elapses. It is imperative that action be taken before the number of unemployed reaches a figure which will adversely affect the economy of the country.

It is not the number of unemployed alone that concerns us, but the alarming rate at which this number has increased each month since June of 1953. Starting in June, the number increased each month thereafter to reach a November rate of 24 unemployed per 1,000 employees. It is to be noted that November layoffs nearly equaled the figure for new hires for that month. This contrasted sharply with 1952 when factories hired seven times as many workers in November as they laid off. Since 1930, there have only been two years—1930 and 1937—in which the November hiring rate was lower than that of 1953.

We believe that Congress will have to take action in this session to do away with the "hard money policy" and create a public works program badly needed in the United States.

The Non-Union Differential

WITHOUT meaning to do so the U. S. Department of Labor keeps reminding us how expensive it is for millions of white collar workers to exercise their free-born American right to be non-union—and underpaid.

Whenever the Department of Labor finishes an "Occupational Wage Survey" they send the OEIU Washington office a copy. The last one we received was for Philadelphia. This is one of the most highly unionized cities in the country—except for office employees.

What price non-unionism in Philadelphia? The government survey shows secretaries average \$65.50, stenographers, \$53.00, and bookkeeping machine operators \$62.00 a week.

But in the same survey maintenance carpenters get \$2.20, electricians \$2.16, and machinists \$2.21 per hour—between \$80 and \$90 per week. The nation-wide average for production workers in factories is \$71.78 per week. The rates for construction workers is much higher than that.

Pork chops sell for the same price no matter what your salary. Why should office workers of greater skill and responsibility get less pay? The answer is that without a union nobody gets the salary to which this ability entitles him.

Tax Bill Hurts Prosperity

THE idea of giving tax relief only to business and investors as a stabilizing force is simply the old "trickle down" theory of 'what's good for business is good for the country.' Such policies, followed in the twenties, ended up with the greatest depression this nation ever had. What is necessary is a 'trickle up' theory of 'what's good for the country is good for business.' If people have money to buy, business will have markets and persons will have jobs." (Senator Paul Douglas, Illinois, February 22, 1954.)

Senator Charges 'Strangle' of TVA

Sen. John Sparkman (D., Ala.) charged that the Eisenhower Administration and Republican Congressional leaders plan to "strangle" the Tennessee Valley Authority.

Sparkman declared that the President's budget recommendations for TVA repudiate Eisenhower's campaign promise to encourage maximum development of the area.

"Moreover," said the Senator, "the President is gambling not only with the welfare of the millions who live in the valley but also with the security of the nation."

"The Administration preaches economy."

"The proposed reduction in the amount of power TVA would supply for atomic energy development purposes would result in a greatly increased cost to the government and therefore to the taxpayers."

LLPE Calls Area Meetings

March Conferences to Map Election of Friends in 1954

Labor's League for Political Education will conduct four area conferences during March. LLPE Director James McDevitt stated that the purpose of these conferences will be to develop plans for the 1954 Congressional campaigns and to introduce the newly appointed LLPE area directors. All OEIU local unions are invited to send delegates to their respective conferences.

The Eastern Conference will be held March 4 in the Commodore Hotel, New York City. In this area are included all the Eastern states as far West as Ohio and as far South as Maryland and West Virginia.

The Southern Conference will be held March 6 in King Cotton

REMEMBER



GIVE A DOLLAR
Elect Labor's Friends

Join L.L.P.E.

Hotel, Memphis, Tenn. Representatives from all Southern states including Texas and Oklahoma are asked to attend.

The Midwestern Conference will be held March 9 in the Hotel Sherman, Chicago, Ill. States included extend from Indiana to Nebraska and as far South as Kentucky.

The Western Conference will be held March 13 in the Sir Francis Drake Hotel, San Francisco, Calif. All Western states including Montana, Wyoming, Colorado and New Mexico are invited.

All conferences will be for one day only and will commence at 9:30 a. m.

The newly appointed area directors are Charles Houk, Southern director; Hugh Mullin, Eastern director; Stanley Elliott, Midwestern director; C. Al Green, Western director.

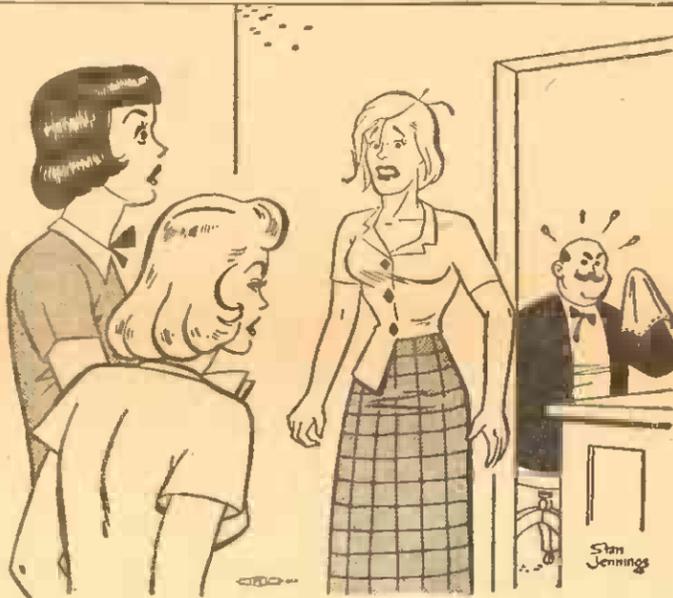
Nineteen hundred and fifty-four will be a key election year. It is up to organized labor to get out the vote for liberal minded Congressional candidates. The American Federation of Labor feels that a firm mandate from the voters is the only way to reverse the present policies which have cut back on business and created unemployment.

All OEIU members and officers who can attend these conferences are urged to do so.

Compliance Reminder

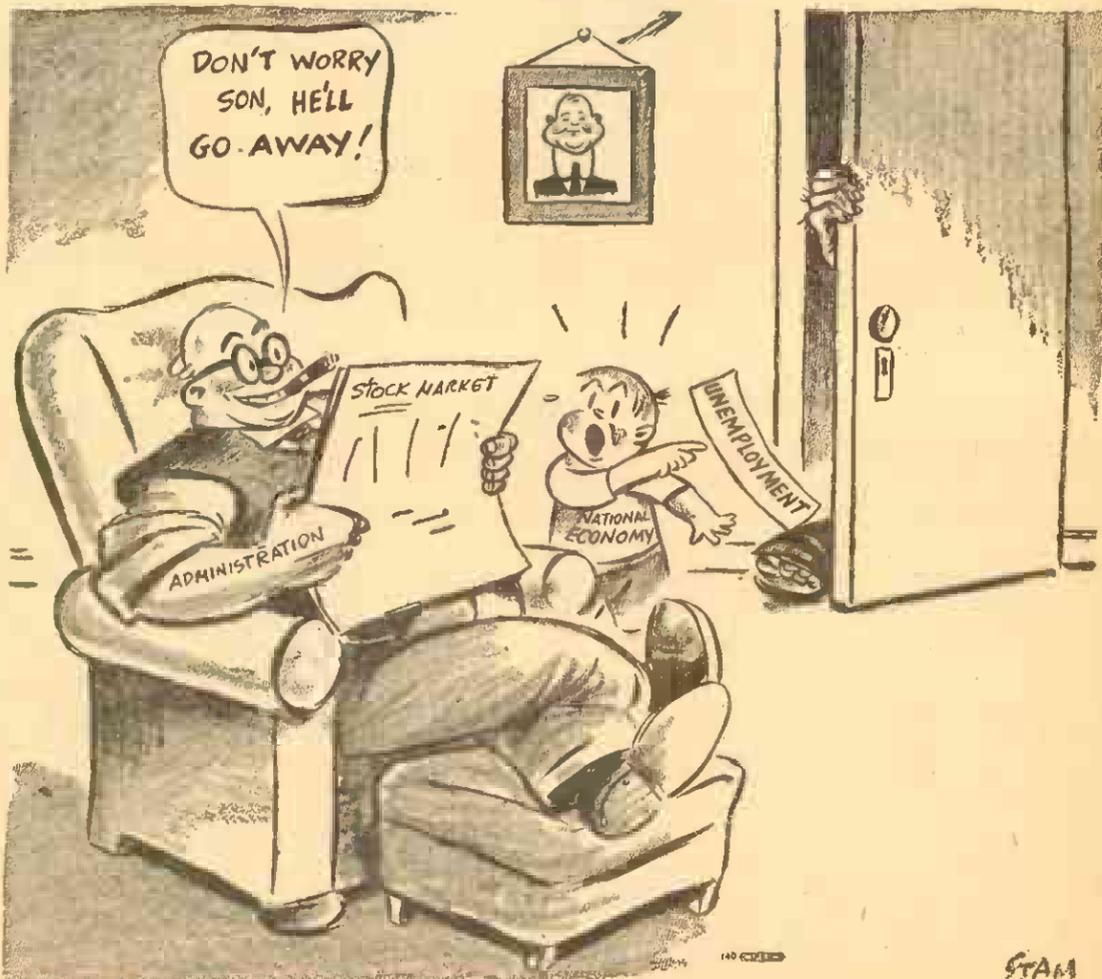
All local unions are requested to immediately comply with provisions of the Labor-Management Act of 1947 if they are not now in compliance. This notice is particularly directed to local unions who have recently had elections of officers. The National Labor Relations Board will deprive a local of its Board rights unless non-communist affidavits and financial responsibility forms are currently filed with it.

"UNION MAID"



"Believe me, girls, collective bargaining is the only way to deal with the boss!"

Life With Father

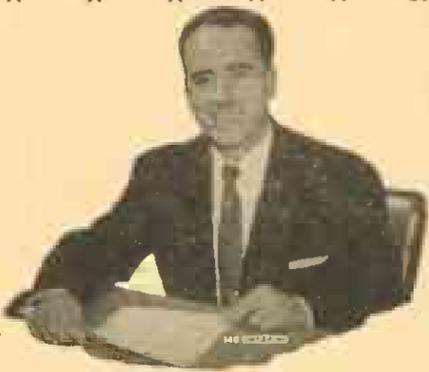


STAM

★ ★ ★ ★ ★ ★ ★ ★ ★ ★
 from the desk
 of the

PRESIDENT

★ ★ ★ ★ ★ ★ ★ ★ ★ ★
HOWARD COUGHLIN



Notes from AFL Executive Council

YOUR President and Secretary-Treasurer met with many officers and representatives of other International Unions of the American Federation of Labor during the recent Executive Council meeting at Miami, Fla. We were in attendance for three days during the session which lasted about two weeks.

We discussed our organizational plan and program with the heads of many other International Unions. We were both pleasantly surprised and impressed with the interest shown by these men of labor. Leaders of the stature of William McFetridge, George Harrison, Neil Haggerty, Joseph Keenan and Harry O'Reilly took time out to discuss with us at great length the possibilities of help for our International Union.

Many suggestions were made. Cooperation was the theme. I believe that we can look forward to some much needed help from representatives of other A. F. of L. unions.

I feel it is important to emphasize to our officers, organizers, and active members that we can be most successful in areas where the manual workers are already organized and where the clerical employes in such plants are aware of the gains made by the manual workers.

George Harrison's "Brotherhood of Railway Clerks" is a typical example of successful unionization of large numbers of clerical employes.

Ninety per cent of the office and clerical employes of the railroad industry are organized. In fact, the Brotherhood of Railway Clerks is a dominant organization in the railroad industry. These clerical employes were cognizant of the many wage gains and improved working conditions attained by the engineers, firemen, trainmen, yardmen, dining-car employes and porters. Railway clericals were just as aware of the need for unionization as other groups. As a result, today they have some of the highest white collar scales in the United States.

AFL Protests New Board Policy

The Executive Council is vigorously protesting the new administrative policies of the National Labor Relations Board which, in effect, are designed to obstruct new organization and weaken existing unions. The employer's right to address a "captive audience," ridiculous "appropriate" bargaining units and further infringements of the collective bargaining rights of unions are typical examples of these administrative practices.

The proposed appointment of Albert C. Beeson is designed to give the present Board members an opportunity to destroy precedents which the big business interests have decided to eliminate.

Mr. Beeson's appointment may not be blocked, but the country will be made aware of the fact that he is representative of business and cannot be impartial in the administration of an Act which is supposed to "encourage and foster collective bargaining."

Arbitration Board on Jurisdiction

The Executive Council, by unanimous action, voted to recommend to a special meeting of International Union heads that it adopt a resolution designed to eliminate jurisdictional disputes within the A. F. of L. It is proposed that this new Arbitration Board be established to hear these disputes and make decisions on jurisdiction in accordance with official jurisdictional grants made by the American Federation of Labor.

The vast majority of A. F. of L. leaders recognize that these jurisdictional disputes are becoming a very serious problem which threatens the very existence of the American Federation of Labor. This Board, when established—and we do not think it will fail of passage—will be a tremendous help to our International Union. There are many International Unions which today are infringing upon the jurisdiction granted to us by the American Federation of Labor. The establishment of this Board, in itself, will be a spur to unionization of clerical employes within the Office Employes International Union.

Anglo-Newfoundland Contract Signed

Canadian Representative Alastair MacArthur announced the signing of an agreement covering our members employed by the Anglo-Newfoundland Development Company at Grand Falls, Newfoundland.

A wage increase of 3 per cent with a \$9 per month minimum was made retroactive to June 1, 1953. An additional day's holiday was added, and the union security clause was strengthened.

The seniority provisions of the contract were changed to make length of service a more determining factor in the event of layoffs or promotions.

Individual increases, in addition to the general wage increase, of \$15 to \$25 per month were negotiated retroactive to January 1, 1953.

Management has expressed its intention in the agreement of having covered members progress from the minimum to the standard rate in a period of three years.

The membership of Local 255 employed at Anglo-Newfoundland unanimously ratified this renewal agreement.

Barbara Bell Pattern No. 8068



Here's a new idea—how to look charming at home, by pairing a neat, easy-to-sew frock with a tie-on apron in the same fabric. The dress takes a minimum of sewing, yoke and sleeves cut in one with the back, and buttons in front for quick changes. The apron is its only ornament, full and ruffled with handy pocket.

Pattern No. 8068 is designed in sizes 12, 14, 16, 18, 20; 40 and 42. Size 14 dress requires 3½ yards of 39-inch fabric; apron, 1 yard.

For this pattern, send 35 cents in coins, your name, address, pattern number and size wanted to Barbara Bell, Labor Press Associated, P. O. Box 99, Station G, New York 19, N. Y.

"Heard about Mrs. Green's bad luck?" said Mrs. Blobs over the fence. "Her husband's run away, and what's more, he's robbed her of every penny she had."

"Well, I never," gasped Mrs. Nobbs. "Poor dear! And she only married him because she was so scared of burglars!"



Synthetics Prices Break

The big news this month is the break in the price of the new synthetic fibres—Orlon, Dacron, some types of nylon, Acrilan and others. Many articles made of these fibres are already down in price or on the verge, even nylon carpeting, as this department a year ago predicted they would be—an easy prediction if you understand how business operates.

Some stores already offer Dacron shirts for as little as \$5 compared to the \$12 tag of last year when production was limited and manufacturers and retailers were exploiting the novelty of the new fabrics. Nylon dresses are being offered for as little as \$8.50; dresses of Orlon and-nylon blends for \$12.50. But unless the synthetics fit a particular need for you, as shown below, they still may not be as good value as cottons or rayons.

Other Items Reduced

Many other important items have been reduced in recent weeks, but not the basic living expenses of food and rent which are still edging upward. Leading mills have just slashed prices of sheets 15-20 per cent. Temporarily at least, sheets are now at the lowest price levels in years. Some auto equipment has come down, and even tags on some cars. Even the cost of building a moderate-priced house has dropped a little. Men's denim work clothes are lower priced now, including dungarees, overalls and matched sets. So are boys' denims.

This is a period when some prices are falling, some rising. You'll get most for your money by taking advantage of the opportunities, like the reduction on sheets, while remaining careful about investing in commodities still overpriced, and switching where possible to lower-cost equivalents, more especially in foods.

The big problem is still the high rents now being charged in many cities, and the higher cost of operating an owned home. The petroleum companies have reduced the price of gasoline but have raised fuel oil (twice this winter in some areas). Judging from past performances, we can expect that when warm weather arrives they will increase the price of gasoline and reduce fuel oil.

Here are specific buying opportunities and tips:

SYNTHETIC FIBRE ARTICLES: For certain uses, articles of the new synthetic fibres can help you, especially at the new lower prices. Orlon especially has come down in price, now that the du Pont company which owns Orlon, Dacron and nylon faces a little competition from increased production of Acrilan and Dynel, lower-priced fibres similar to Orlon for many purposes.

But don't buy synthetics simply because they have been so widely promoted. Their advantages are longer wear (Dacron is strongest of all), resistance to abrasion and easy launderability. They generally don't pick up dirt as readily as the older fibres (cotton, wool and rayon) and relinquish it easier when washed. However, these advantages still don't always justify their higher price for all purposes.

Nylon Wears Longer

For example, you can buy a

Buying Calendar

By Sidney Margolius

nylon dress for a little girl for \$4, or a cotton one for \$2. The nylon will be easier to iron and will probably wear longer. For school wear the nylon might have an advantage. But for occasional dress-up wear, the easier launderability would be less important, and the advantages of wear resistance even less so. The child would probably outgrow the nylon dress before she outwears it. However, the play dresses of Orlon and nylon some stores are selling for as little as \$2, are attractive at that price, since play dresses need frequent laundering.

Dacron shirts, at their new lower price, can be an asset to white-collar men although industrial workers who wear a dress shirt only occasionally will find a cotton shirt satisfactory. Of all the synthetic shirts (including Orlon and nylon), the Dacrons seem to require least or no ironing, and should wear longest.

Other tips on synthetics:

Orlon curtains so far have proven most satisfactory of the new synthetic curtains. Nylon curtains have proven to deteriorate in sunlight, with an average life of only a year and a half.

Socks made of synthetics have been found to be uncomfortable by

some men, because they don't absorb perspiration. However, a blend of a synthetic with a natural fibre helps wear resistance. Even five or ten per cent nylon blended into wool socks helps them to better resist abrasion.

CARS: The drop in used car prices (down 42 per cent in 1953) may be followed by price cuts on some models this summer. Last month Nash lowered several previously announced 1954 list prices—the first manufacturer to do so. Nash eliminated the heater and radio from its Rambler series, then shaved prices up to \$210, and also lowered the list on other models.

Prices of batteries have just been reduced due to lower costs of materials. If your battery is winter-wear and no longer holds a full charge, this is an opportunity to replace it at less cost.

HOUSES: Realtors predict a drop of 5 per cent in tags on used houses this year. The cost of building a new house also has declined. A house that cost \$10,000 to build in 1950, and went up to \$11,700 by last year, is now down to \$11,500, according to the Dow Service Real Estate Valuation Calculator.

FOOD: Beef remains the best buy in meat, especially chuck and round steaks. Lamb and veal prices are down seasonally, but pork is costly.