

At Schenley, they hired 1,600 people in 1965 coming and going to do the work at the Schenley Ranch. In 1966, after the union contract came in, they only had to hire 400 people. See what a difference this makes?

Mr. THOMPSON. Nine hundred?

Mrs. HUERTA. Four hundred.

In 1965, they had 1,600 people working at that ranch and in 1966, after the union contract came in, they had a payroll of 400 people. But the reason for this is because there was less turnover; the workers were treated better.

Mr. THOMPSON. In other words, a difference of 1,200?

Mrs. HUERTA. Yes.

Mr. THOMPSON. With 1,200 fewer employees did Schenley produce the same amount?

Mrs. HUERTA. Yes, they did. The work force was more stable; it was there every day. They were not fired; people didn't quit. Usually people pull their own strikes; they just leave the job when they are dissatisfied. So, all the talk that the union is going to bring about more strikes is false. Actually the workers have been striking every single day. They don't tell the employer, "I am striking"; they just quit. This is why you have this tremendous migration; they are looking for a job that pays a nickel more. When they get paid better and there is some security and they know that that is a good employer, then they will stay there.

We have had very favorable comments, both in DiGiorgio and Schenley, on the labor force that we sent to them to work. Surprisingly enough, it has been just the local people. DiGiorgio in 1964 and 1965 went to Mexico and brought hundreds of people into his camps. This year they have not had to do this. We have been able to send all of the labor force from the local people that live in the area.

This is kind of an aftermath to what Mr. Serda was speaking about.

One thing that happens when the agriculture industry is not organized is that there are a lot of people that come in and take advantage of both the employer and the worker. We have seen this and we have eliminated this in one instance, the labor contractor. In another instance, he is known as the camp operator. What these people do is reap the profits off the room and board charges and charge the worker as he is brought in.

Mr. THOMPSON. In other words, if there is a labor need this middleman goes to the company and says, "I will get people to fill your need," and he is paid by the company for doing that?

Mrs. HUERTA. Yes.

Mr. THOMPSON. He goes and finds the workers and, of course, extracts a fee from them, does he not?

Mrs. HUERTA. That is right. That is right. But the company pays him. He gets money from the worker and he gets money from the company.

Mr. THOMPSON. Yes.

Mrs. HUERTA. The Schenley people were extremely surprised that it did not cost them as much money as they thought because they were giving so much money to the middleman.

Mr. THOMPSON. Do you have any of those economic statistics, the difference in cost to Schenley?