

For example, in peaches exports account for 15 to 20 percent of the production, and this product is in competition with products from such countries as Australia and South Africa, where the production is highly subsidized, and whose exports are their main sales outlets.

Asparagus from Formosa is in competition with United States products in appearance and at a lower cost.

Owing to the elimination of the Bracero Program and with attendant increased labor costs, some major packing companies have been required to raise prices on cans of fruits and vegetables more than 20 percent, and the farmer is not getting a commensurate increase in the price paid to him.

While canners to some extent can designate a price for their product, the farmers and the handlers of fresh fruits and vegetables do not have that advantage, primarily because their production must be moved to market as it is harvested and packed, and in most instances a market glut exists at that time, so that the farmer must take what the market demand indicates.

#### CONSUMER PRICES UP

If a monopoly is given to unions over agricultural labor, there would tend to be a standardization of farm labor rates closely related to industrial rates.

This would fail to take into consideration the economic differences between industry and agriculture, and the wide variation in growing conditions in the different areas and at different seasons, which bears upon wage rates, hours of work and working conditions.

To raise wages and hours of work in line with the areas most capable of paying these added costs would undoubtedly destroy production of perishable commodities in numerous places throughout the United States, shorten the available supply, and thus increase consumer prices.

#### UNION WOULD DICTATE WAGES

It is the practice in agriculture to use piece rates in many of its operations, particularly in harvesting.

These are incentive rates and vary widely with the area and crops produced. These tend to relate wage rates to production and stabilize the permanent costs.

Any effort to put a minimum guarantee under piece rates tends to remove incentives and forces the employer to discharge those who are unable to meet the minimum.

This forces more and more people onto welfare and eliminates job opportunities for students, housewives, those entering the labor force for the first time, and particularly those who could not consistently earn the equivalent of the guarantee or the minimum wage.

The union would have such a monopoly over the labor and such power to destroy the farmer that from a practical standpoint the union would in effect be setting hourly wages for the whole of agriculture and eliminating incentive wages.

#### INTERFERENCE WITH RECRUITING

The union's insistence on elimination of the Bracero Program and the union's inability to perform on its representations that it could furnish adequate labor at harvest time indicates the inability of unions to supply the labor needed in agriculture.

Instead of the unions being able to find additional qualified workers, this Bill would in effect drive all present agricultural workers into unions.

The unions have not shown the ability to train or supply qualified workers.

The citizen worker already under union control has neither the desire nor the ability to perform agricultural work, and the higher the agricultural wage becomes the less able is the farmer to use the type of worker who likes agriculture but who cannot perform efficiently enough to keep the unit cost in line with competitive areas.

If the farmer were required to first make application to a union hiring hall before he could recruit elsewhere, he would find it practically impossible to obtain necessary labor when he needed it, particularly at harvest time.

The union would obviously have to depend upon the United States Employment Service to supply the seasonal labor. The experience of farmers in California has shown that this Service, however hard it tried to get qualified agricultural labor, could not do so, either in intrastate or interstate recruitment.