

Cold Storage Up; Shipments, Prices Down

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grapes in cold storage, and are still getting lower prices than last year.*

Itlong pointed to figures released by the U.S. Department of Agriculture comparing 1969 shipments to 1966 shipments as further indication of where the boycott is strong, and where it is not yet effective. "Of the 41 top grape consuming cities in the U.S. and Canada, 31 had lower grape sales in 1969 than in 1966," noted Itlong. "If we discount the unusually small harvest of 1967, and the slightly below average harvest of 1968, and look only at the pre-boycott harvest of 1966 and the harvest of 1969, harvests of equal production, we can see how much sales

geles, down from 2161 carlots of grapes in 1966 to 1807 in 1969, a drop of 384 carlots or 18%; New York, down from 2294 to 1525 carlots, a drop of 769 carlots or 34%; Chicago, down from 1084 carlots to 636, off 448 carlots or 41%; Toronto, down from 582 to 451, down 131 carlots or 23%; San Francisco, down from 871 to 706, a drop of 165 carlots or 19%; Philadelphia, down from 682 to 526, a drop of 156 carlots or 23%; Detroit, down from 627 carlots to 424, a drop of 203 carlots or 32%; Boston, down from 630 to 367, a drop of 263 carlots or 42%; Pittsburgh, down from 338 carlots to 234, a drop of 104 carlots or 31%; and Balti-

ago, are selling at \$2.50 a lug, a drop of 38¢ from the price at this time last year. Ribiers are selling at \$2.50 a lug, a drop of \$1.25. Calmerias are selling at \$2.38, a drop of \$1.50. All these prices have been declining. When they try to unload the 4,300,000 boxes of unsold Emperors, 700,000 boxes of unsold Ribiers, and 600,000 boxes of unsold Calmerias on the market, those prices will drop even further. They are in real trouble."

But those unsold grapes are the big reason why we have to keep pushing on the boycott, right through the whole year, Itlong stressed. "If we can block the sale of those grapes, and shut off more markets

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have declined. Overall carlot shipments were down 3,294 carlots from 1966, a decline of 22%, in sales in those 41 major cities. Those cities accounted for 75% of the total grape market in 1966.*

Of the top ten grape consuming cities, only Montreal consumed more grapes (up 2%) in 1969 than in 1966. Other cities which have increased sales included Miami, Houston, Ft. Worth, Dallas, Louisville, Denver, Winnipeg, Cincinnati, and Ottawa, all fairly low-ranked in grape consumption. Every other major U.S. and Canadian city had declining grape sales.

The boycott had its biggest punch in the following cities: Los An-

gles, down from 295 carlots to 139, a drop of 156 carlots or a fantastic 53%. Other cities with good boycotts included Portland (grape shipments down 22%); Vancouver (down 27%); Indianapolis (down 33%); and Providence (down 23%).

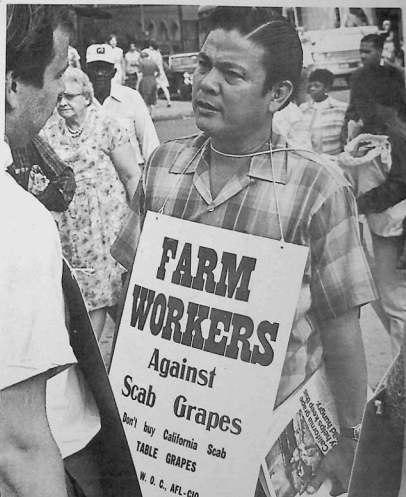
All figures are from the Department of Agriculture and are based on shipments from May through November of the year quoted. A carlot shipment is approximately 1250 boxes of grapes, at 22 lbs to a box.

Itlong noted that prices on grapes are almost as important as the quality shipped. "Emperors, the main variety of grapes left in cold stor-

age, are selling at \$2.50 a lug, a drop of 38¢ from the price at this time last year. Ribiers are selling at \$2.50 a lug, a drop of \$1.25. Calmerias are selling at \$2.38, a drop of \$1.50. All these prices have been declining. When they try to unload the 4,300,000 boxes of unsold Emperors, 700,000 boxes of unsold Ribiers, and 600,000 boxes of unsold Calmerias on the market, those prices will drop even further. They are in real trouble."

Mr. Grower, that phone number to call is 725-9703 in Delano. Ask for Mr. Chavez or Mr. Itlong. You will be amazed to find how many people want to buy grapes after you sign those contracts

The Delano Grape Strike and Boycott



In September, 1965, over 4,000 grape pickers in the vineyards around Delano, California went on strike, when their employers refused to pay a living wage, sign a written contract, or recognize the workers' union. Since then, over 18,000 workers have joined in that strike. For four long years, these farm workers, led by Cesar Chavez and the United Farm Workers Organizing Committee, have struggled nonviolently for social and economic justice. Here is our story: