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GARFIELD 4667

INTERNATIONAL  
Ladies' Garment Workers' Union

MEYER PERLSTEIN  
REGIONAL MANAGER

AMERICAN FEDERATION OF LABOR SOUTHWESTERN REGIONAL OFFICE  
624 NORTH NINTH STREET ST. LOUIS. MISSOURI

June 30, 1937

Plaintiffs Ex "B"  
O.H.S.

Mr. F. Smith  
C. J. Gayfer and Go.  
Mobile, Alabama

Dear Mr. Smith:-

We wish to express our sincere appreciation for the kind interview you gave our representatives when they called on you last week. We feel that a direct intelligent letter to the Donnelly Garment Company from you should do much to convince them that cooperation between their company and our union must be established, but until you bring direct pressure by refusing to carry their dresses, little can be accomplished. The Donnelly Garment Company remains today one of the few dress manufacturers who refuse to grant to their employees the privileges and rights that exist in the garment

industry throughout the country. In order to attain a large output at low cost they employ a terrific speed up system. Their workers do 30% more work and receive 30% less wage than the workers in other shops working on similar dresses, In certain shops in Missouri where the Nelly Don dress is made less than a subsistence wage is paid to the workers. As a result of this low wage scale and speed up system of production the Donnelly Garment Company is able to produce its dresses at a low cost thus reaping an enormous profit. Under circumstances such as these other dress manufacturers who pay their employees a decent wage cannot possibly compete with them.

It has long been the aim of the International Ladies' Garment Workers' Union to deal amicably with dress manufacturers. We have worked for over thirty years to build up a respected and reliable organizaion on which both the worker and the employer can depend. We have been earnest and painstaking in our efforts to raise the level of the factory worker to a decent standard, and we are proud to say that our efforts have been rewarded. The Donnelly Garment Company remains one of the few dress manufacturers in the country who persist in old time, highhanded methods of exploiting their workers.

The Donnelly Garment Company stands apart in autocratic manner refusing to acknowledge that the effort of the workers must be recognized - that it is the effort of the worker and that alone which makes a big factory possible. They refuse to allow their workers to organize and through unionization and concentration achieve the strength to accomplish what they could not accomplish individually. Members of our union are discharged immediately, in spite of the illegality of such and act, and a notorious spy system is employed to prevent the workers from organizing. Instead they have formed a company union whose policies are dictated by the manufacturers themselves.

We have no desire to be unreasonable with this company, but the time has come when a firm step must be taken, and firm measures used to force them to respect their workers and give them their due. To this end it is absolutely necessary that you cooperate with us. Be continuing to handle the Nelly Don dress you support the Donnelly Garment Company and its unfair practices. You, as an intelligent retailer, will realize that manufacturers must operate on a fair competitive basis, and that one manufacturer must not underpay and overwork its employees while others are paying a standard and livable wage.

We will prepare for you, if you like, a simple and direct letter that you can send to your customers explaining to them why you are no longer carrying the Nelly Don dress, and we assure you that we will use our influence and immediately take action against any firm that would try to come in and carry the Nelly Don dress after you had discontinued it. However, so much unfavorable publicity has been given the Nelly Don dress that you can feel safe in assuming that no other store would try to take this line after you had given it up. Public opinion is too strong and powerful a factor for retailers to disregard. We again express our appreciation for your kindness but urge that you take immediate action by discontinuing the Nelly Don dress. We will be glad to hear an expression from you in regard to your progress, or any reaction you may have gotten from the Donnelly Garment Company.

Sincerely yours

Kansas City Joint Board International Ladies' Garment Workers' Union

*Wave Tobin*

By: Wave Tobin, Manager