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State of New Jersey  
Department of Labor and Industry  
DIVISION OF EMPLOYMENT SECURITY  
NEW JERSEY STATE EMPLOYMENT SERVICE  
*Affiliated with United States Employment Service*



# NEW JERSEY FARM LABOR REPORT 1967

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*Governor*

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*Commissioner*  
Department of Labor and Industry

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## FOREWORD

During the 1967 crop harvesting season a more-than-usual number of articles in both New Jersey and out-of-state newspapers focused public attention on the southern migrant worker and his employment conditions on farms in New Jersey.

Since the New Jersey State Employment Service is responsible, in part, for employment of all types of seasonal farm workers in the State, it seems appropriate to begin this Annual Report with some facts about southern migrants.

According to reporting criteria used by the NJSES, there are three classifications (contract Puerto Ricans, non-contract Puerto Ricans and southern migrants) of seasonal farm workers who reside on their employer's farm while working in New Jersey. Workers in all three classes live here only during their term of employment; their domicile is elsewhere. Both contract and non-contract Puerto Ricans are male and live in free barracks-type housing while in New Jersey. Contract Puerto Ricans come from Puerto Rico. Non-contract Puerto Ricans migrate from Puerto Rico and Florida.

Southern migrants are those men and women who migrate up and down the eastern seaboard in order to keep in step with and work at crop harvesting jobs. Pre-school age children accompany their parents during the entire year. Usually school age children and their mother travel only when school is not in session. Most southern migrants call Florida their home state because they have homes there and work there the longest. In early spring, when harvesting is finished in Florida, workers in crew leader's buses and family groups in automobiles begin heading north. The average crew or group works in three states before the cycle ends in Florida in late autumn. At all work locations, family-type housing units are provided free-of-charge by employers.

Because of his willingness to travel and the changing seasons as he moves northward, the migrant from the deep south can work at crop harvesting almost the entire year, if he so desires. For many, harvesting work is their chosen vocation. They prefer to be outdoors, in the fresh air and sunshine.

In order to schedule work in various states to assure southern migrants as full employment as possible during the year, the Federal Bureau of Employment Security and State Employment Security Agencies participate in the Annual Worker Plan. Under the Plan, our agency and those of other eastern seaboard states send representatives to Florida in early spring with orders for harvesting workers. Crew leaders are interviewed at several pre-arranged locations in Florida and acceptances are sought for job offers. This year the New Jersey representative went to Florida with orders for 87 crews and groups.

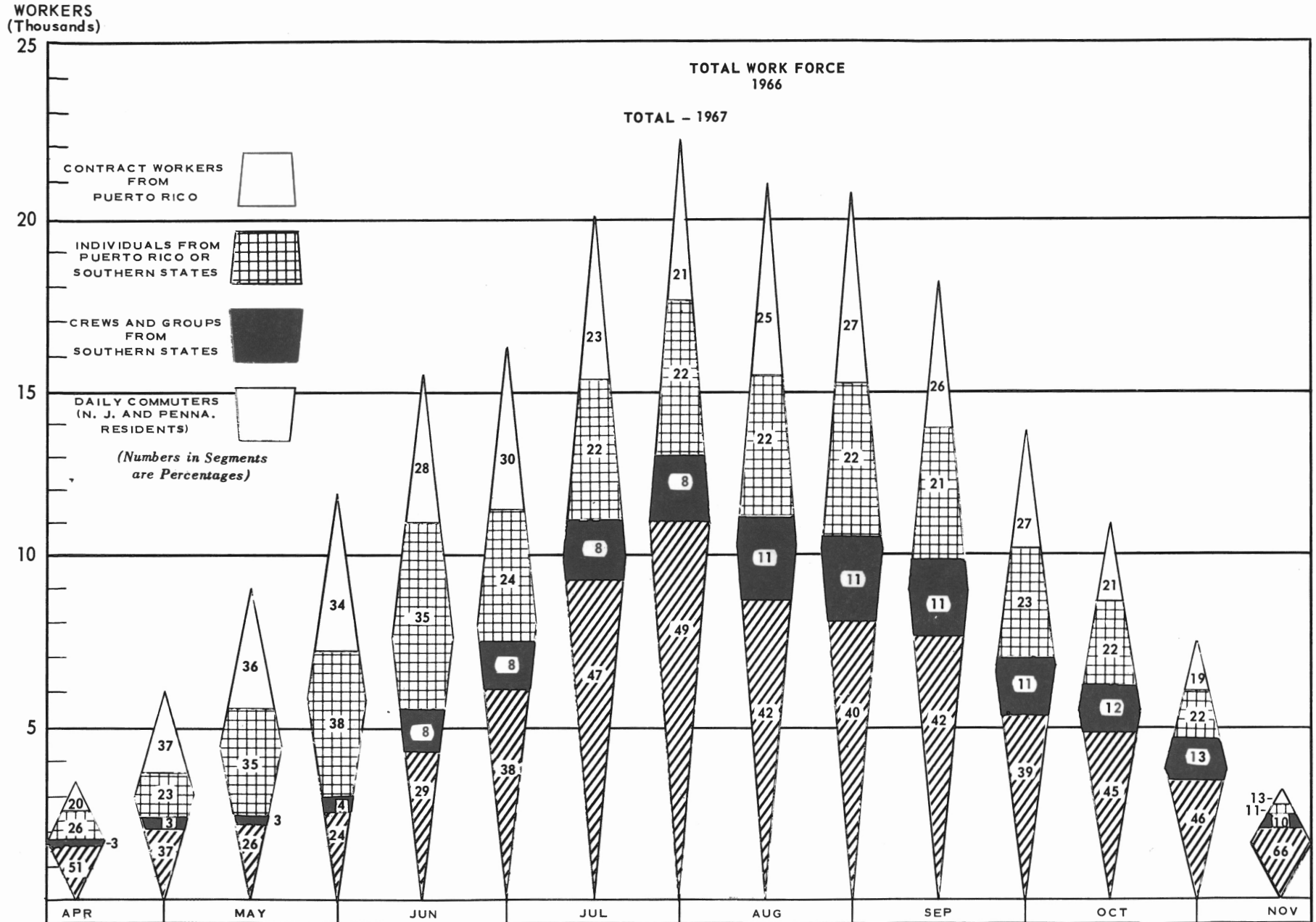
Itineraries of southern migrants are maintained throughout the year. When a crew arrives in a state and when it leaves, the state agency prepares an Agricultural Worker Schedule and forwards copies to the Federal Bureau and all other states along the crew's route.

Out-of-state crews plus a considerable number of family groups provided New Jersey farm employers with a peak number of 2,350 southern migrant workers in 1967. Mechanization, especially in the potato harvest, and declining crop acreage have significantly reduced the demand for southern migrants during the past decade; ten years ago 147 crews and 5,000 workers came to New Jersey.

Crop harvesting workers have been and continue to leave farm work for other fields of endeavor. If they settle in New Jersey, it is hoped that they will avail themselves of the many and varied job opportunities offered by the New Jersey State Employment Service.



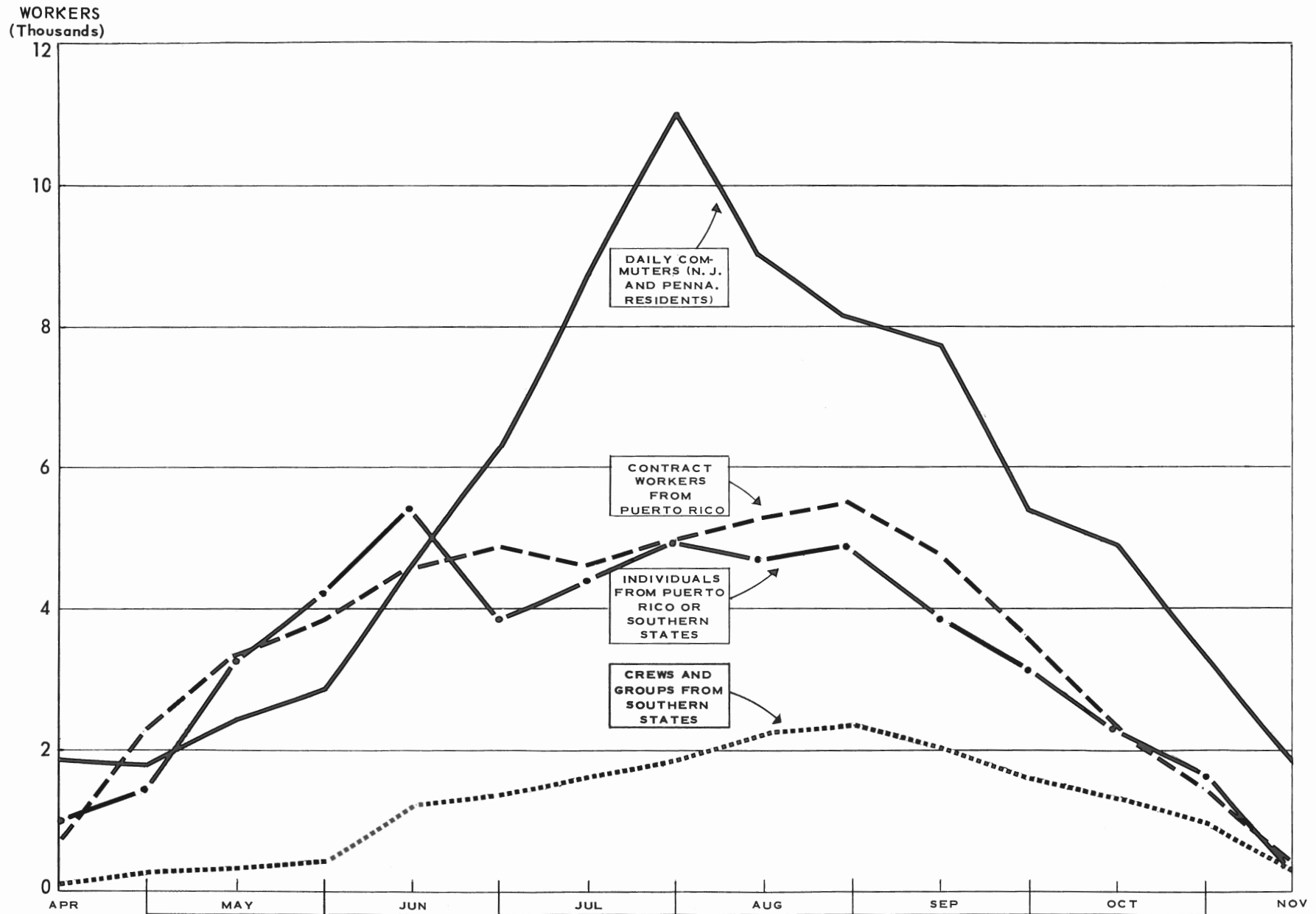
## PROPORTION OF WORKER GROUPS TO THE TOTAL SEASONAL FARM WORK FORCE - 1967



Source: In-Season Farm Labor Report



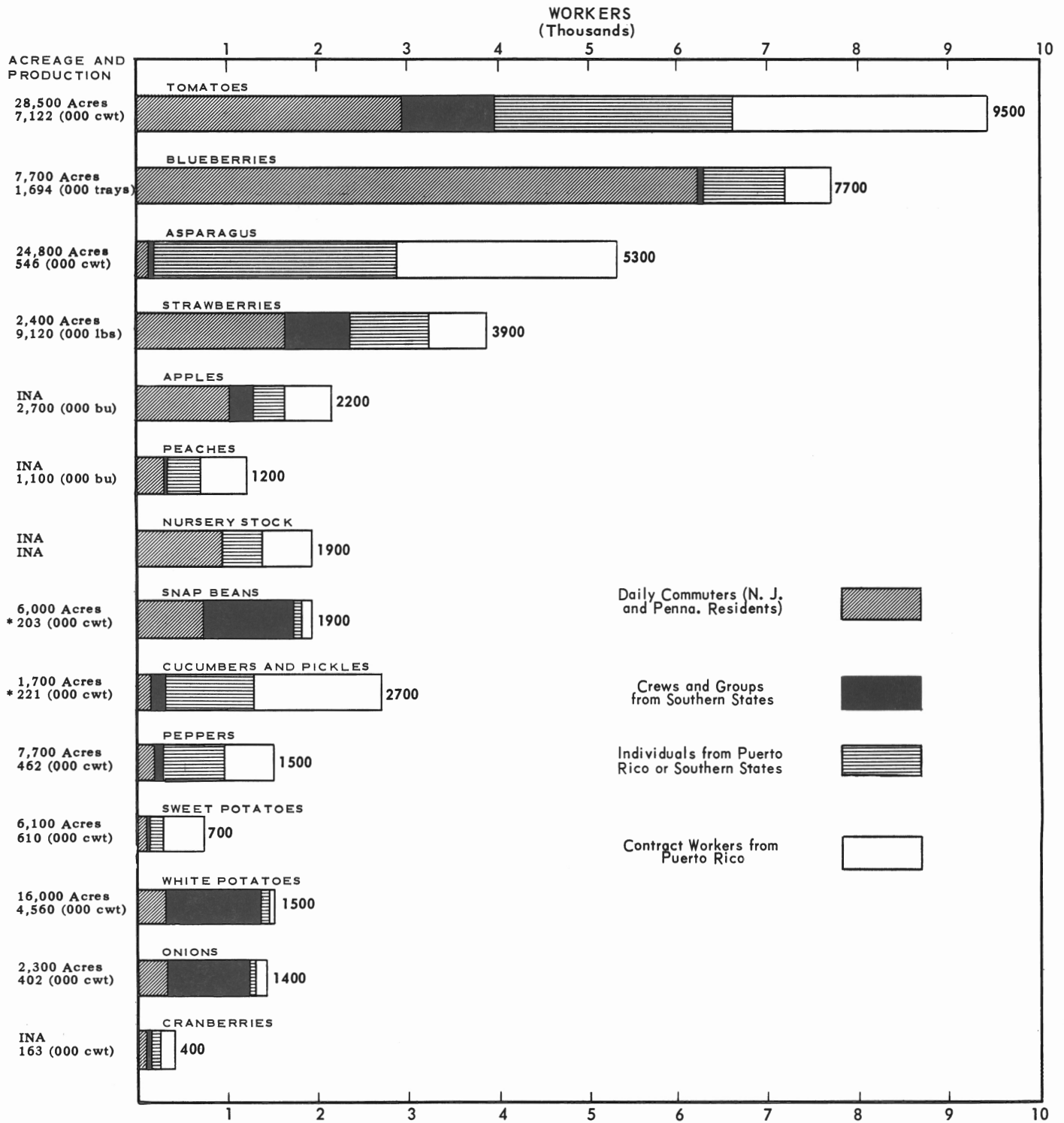
### EMPLOYMENT OF WORKER GROUPS - 1967



Source: In-Season Farm Labor Report



## COMPOSITION OF THE PEAK SEASONAL WORK FORCE - PRINCIPAL LABOR-USING CROPS 1967



\* Fresh market only. Work force data includes the entire crop.  
INA - Information not applicable/available.

Source: Farm Placement Representatives



NEW JERSEY STATE FARM LABOR ADVISORY COMMITTEE

1967

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Glassboro Service Association





HAMMONTON



PEMBERTON

**Farm Placement Offices**

The Hammonton, Pemberton and Rosenhayn offices are located in farming areas and are open during periods of significant labor need. The Robbinsville office is open year-round. Shown at right is one of the many Farm Labor Office highway directional signs.

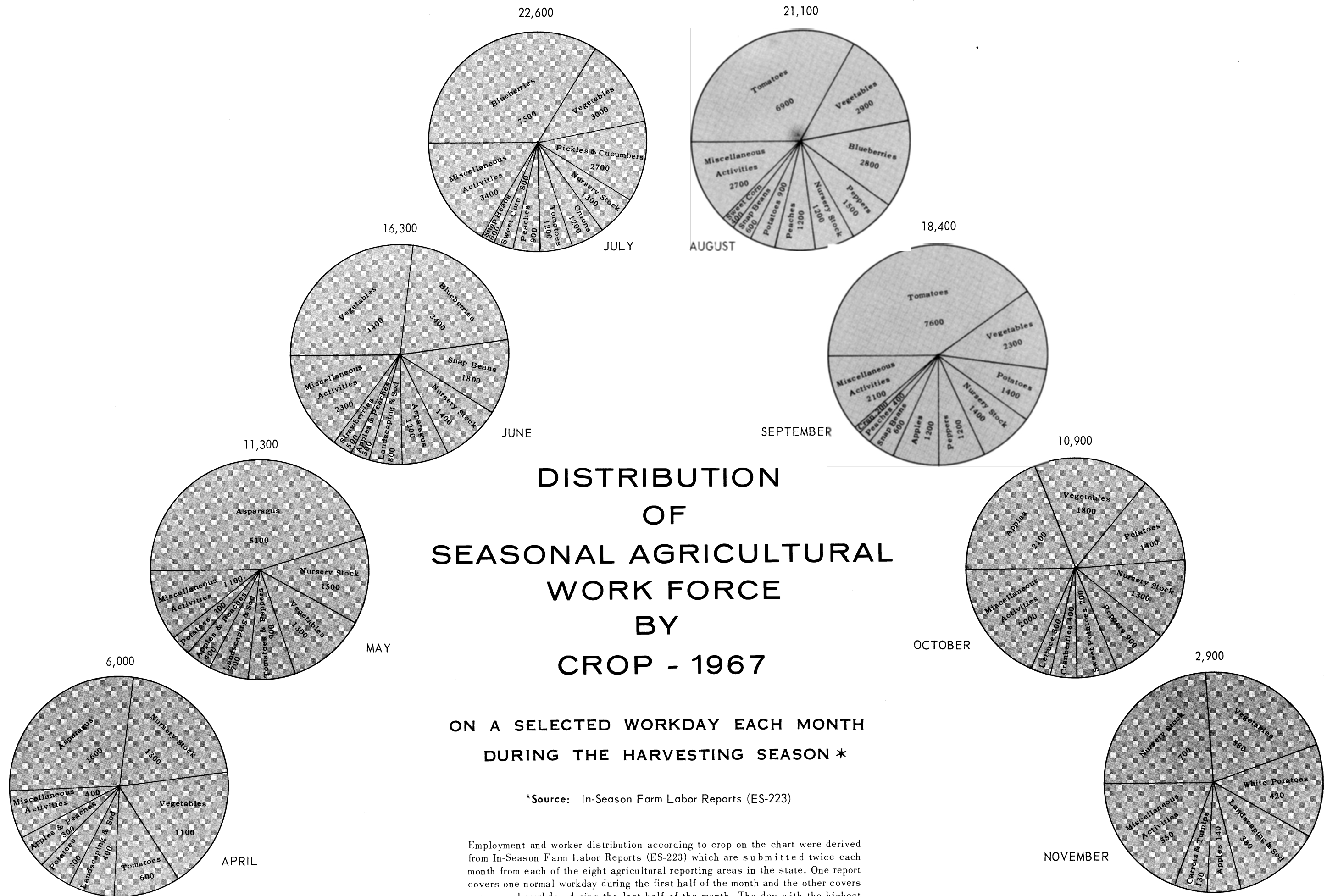


ROBBINSVILLE



ROSENHAYN





## ANNUAL FARM LABOR REPORT

## PART I - ANNUAL SUMMARY

PLANNING

The Bureau of Farm Placement of the New Jersey State Employment Service is responsible for planning, directing and giving functional supervision to the farm placement program.

Before each crop harvest season begins, the Bureau prepares a Plan of Action which outlines the basic objectives of the year's program. The Plan is prepared in the form of an administrative instruction to managers of New Jersey State Employment Service local offices because Farm Placement Representatives Grade II work in local offices and are under the direct supervision of their manager, not the Bureau of Farm Placement. In 1967, the Plan of Action covered such points as demand and supply of the seasonal farm work force, day-haul workers, the New Jersey State Wage and Hour Law and Alien Employment Certification Requests.

At meetings conducted by the Bureau of Farm Placement during the winter months, the previous season is reviewed and plans concerning all aspects of the labor picture for the season ahead are discussed. The basic emphasis continues to be the best utilization of all available agricultural workers in order to fill growers' crop harvesting and other labor needs.

In 1967, a committee of local office farm placement representatives and Bureau of Farm Placement personnel studied pre-season labor demand and supply estimating forms. The purpose of pre-season estimating is to document labor demand per crop and by area and then plan to match it with the most suitable worker group or groups. The committee proposed several changes and procedures are now being prepared to implement the committee's recommendations.

As far as long range planning is concerned, last year's Five Year Farm Labor Projection Report has been updated to cover the period 1969 to 1973. The entire report appears in the Outlook Section of this report.

Changes in Administrative Organization

There were no changes in the Farm Placement Bureau's organizational structure during 1967.

Bureau of Farm Placement personnel in the central office consists of the Bureau Chief, Assistant Chief, a Farm Placement Technician, two Labor Market Analysts, a Principal Clerk Stenographer and a Clerk Typist. Stationed in the field are a Farm Placement Technician, five Farm Placement Representatives Grade I and two Grade II Farm Placement Representatives who serve as administrative assistants to the Bureau Chief. All of the above personnel are part of the New Jersey State Employment Service.

Local office Farm Placement Representatives Grade II and Seasonal Farm Placement Representatives are part of the Field Operations Service.

Grade II Farm Placement Representatives are stationed in all local offices situated in areas of significant agricultural activity. In other local offices, the farm placement function is handled by Employment Security Interviewers.

#### Pre-Season and In-Season Meetings

The more important of the many meetings and conferences which were attended by Farm Placement staff members in 1967 are listed below:

National Farm Labor Conference, San Francisco, California

Joint Meeting, New Jersey Horticultural Society-Vegetable Growers Association, Pennsauken, New Jersey

New Jersey Food Processing Development Committee, Subcommittee on Labor, Vineland, New Jersey

Interstate Conference of Employment Security Agencies, New Orleans, Louisiana

New Jersey-Pennsylvania Crew Leader Meetings, Philadelphia, Pennsylvania

National Outlook Conference on Rural Youth, Washington, D. C.

Tenth Annual New Jersey Marketing Institute, Princeton, New Jersey

New Jersey Rural Areas Development State Technical Action Panel, Trenton, New Jersey

#### Special Arrangements for Recruitment

Green Thumb, a project of the Farmers Union, was in operation in New Jersey for the second consecutive year. This project provides older citizens from rural areas with the opportunity of supplementing their retirement income by working on various highway beautification projects. As in the past, Farm Placement Representatives aided Green Thumb by locating and referring retired growers and farm workers for employment in the project. Sixty-seven men were employed by Green Thumb in Hunterdon, Mercer, Burlington, Ocean and Gloucester Counties during the year.

In 1967, approximately 7,500 contract workers from the Commonwealth of Puerto Rico were brought into the State for independent and association growers through interstate clearance procedures.

New Jersey participated in the Annual Worker Plan by sending a representative to Florida in April to recruit southern migrant crews for employment on farms in New Jersey.

A mobile sound unit (automobile with loud speaker) was utilized extensively during the summer to recruit day-haul workers for New Jersey growers.

The sound system, operated by Bureau personnel, was used to announce the types of jobs available and to urge interested individuals to report to the nearest N. J. State Employment Service local office for further information.

The unit was placed in service on September 21 and 22 to help the Bridgeton local office staff recruit urgently needed truck drivers and laborers for a large food processing company. On the 21st, twenty workers reported to the local office; eight more reported the following day. Fifteen applicants were referred to the company and were hired (five as truck drivers and ten as laborers) and thirteen were referred to other area food processing concerns.

### ECONOMIC TRENDS

Other than moderate changes in labor demand per crop, mainly because of differences in producing acres, there were no significant changes in crops grown or production methods which had an impact on either the agricultural economy or the farm work force in 1967.

The strongest influence on agribusiness in New Jersey in 1967 was exerted by cold and wet weather which hurt fruit and vegetable production and upset the harvesting timetable. Asparagus yields were below normal because of cold weather during the harvest period. Most peach acreage was hit by a spring freeze and production was considerably less than usual. Excessive rainfall delayed and lengthened the harvests of tomatoes and white potatoes.

Total crop production was relatively good in 1967 but weather interfered with growers' production and marketing goals. Harvesting activity during intermittent periods of fair weather glutted the markets periodically. This resulted in low prices for many crops, whereas production costs continued to be high.

Producers of milk and eggs encountered economic pressure from high production costs and low prices for their products. Consequently, a further reduction in the number of these types of farm enterprises is anticipated.

Preliminary reports indicate that cash receipts from total farm marketing in 1967 will be about seven percent less than the 1966 figure of \$274.1 million. Final reports are expected to show that most of the decline occurred in egg marketing receipts.

Compared to 1966, a considerable decrease in net income per farm is anticipated. Preliminary data point to a realized net income per farm of about \$6,700 in 1967. This amount is 24 percent less than the comparable amount of \$8,800 in 1966.

The New Jersey State Minimum Wage and Hour Law which went into effect this year guarantees all farm workers a minimum wage of \$1.25 per hour in 1967. Agricultural wage rates had been excluded in all previous acts of the Legislature.

## EMPLOYMENT TRENDS

### Seasonal Hired Farm Workers

In 1967, the downward trend in seasonal hired farm employment continued. This year's worker peak and monthly employment, with one exception, were less than in 1966.

Weather, the leading ally and foe of the farming industry, played both roles masterfully in the Garden State this year. After five consecutive years, the drought ended. Spring was exceptionally cold and summer was unusually wet. Autumn was ideal.

Snow, on the 27th of April, was an indication of the mood of spring; temperatures in May were the lowest in 96 years. Spring weather did not arrive until June, and when it did, the asparagus crop had been hurt with yields below normal. Worker demand was less than expected and workdays were shorter. Planting of all crops began later. In June, drenching rains injured the strawberry crop and abruptly ended the harvest. Thundershowers and day-long rains in July soaked blueberry fields repeatedly. The harvest proceeded sporadically and was prolonged. And in August, tomatoes and snap beans took a beating from excessive rainfall; a portion of both crops rotted and mildewed. In the fall, things were different -- Indian summer lingered. Weather was ideal for all late crop harvests.

So far as employers having an adequate work force this year is concerned, conditions were similar to weather in the fall -- very good, all season long. There were no crop losses because of insufficient labor, but there were problems. Cold and rainy weather upset pre-season estimates of labor needs per crop. On most, fewer workers than predicted were needed to get the crop in. Harvest periods of some major labor-using crops were lengthened.

The season's work force peak occurred during the first week in August when employment reached 22,600 (7,000 were harvesting blueberries and 1,300 were picking tomatoes).

A significant number of good Puerto Rican contract workers, who have been absent from the Garden State in recent years, were reported to have returned this year. Although the total number was less than a year ago southern migrant crews arrived with more workers in 1967 and crews on potato farms stayed longer. The big Philadelphia day-haul operation and its smaller counterparts in Bridgeton, Camden and Trenton proved to be the most fluid worker source which meshed ideally with employers' changeable labor needs. The New Jersey State Minimum Wage and Hour Law helped attract better workers by guaranteeing earnings of at least \$1.25 per hour. In 1968, the minimum will be \$1.40 an hour.

The cooperation of farm employers improved the employment situation this year. Growers notified both labor service associations and N. J. State Employment Service local offices of their labor needs well in advance of the time of need.

According to reporting procedures used by the Bureau of Farm Placement, a seasonal worker employment is documented twice each month from April to November. Each report represents normal employment on one day within

a two week period. The table below compares days of highest employment each month during the harvest seasons of 1966 and 1967.

<u>Month</u>	<u>1967</u>	<u>1966</u>
April	6,000	7,100
May	11,300	13,000
June	16,300	17,500
July	22,600	24,000
August	21,100	22,700
September	18,400	18,200
October	10,900	11,700
November	2,900	3,000

The charts and graphs in the front section of this report present a quantitative display of the seasonal agricultural work force by crop and type of worker during the 1967 season.

#### Regular Hired Farm Workers

The largest number of regular hired farm workers are employed on dairy and poultry farms. Expansion of nursery and greenhouse establishments and sod farms continues to create more jobs each year.

Employment on dairy and poultry farms, however, is declining. Attractive offers for land plus rising feed costs have impelled many poultrymen to sell their farms, and changes in production methods and mechanization have lessened the need for dairy farm employees.

The Bureau of Farm Placement is responsible for processing alien admission requests when an alien desires to come to New Jersey to work in a year-round agricultural job. In 1967, 25 aliens were certified for agricultural employment in the State.

#### IMPACT OF MECHANIZATION AND OTHER CHANGES IN PRODUCTION PRACTICES

Indications are that more new harvesting machines were used for the first time on more crops in 1967 than in any single year since machines began replacing crop harvesting workers in New Jersey. The experience gained from initial field-condition-operation of several new harvesters overshadows any immediate influence upon crop harvesting labor demand. It was a "trial year" in which harvesting implements made an imprint but did not exert an impact on agricultural employment.

Asparagus, blueberries and fresh market snap beans were harvested mechanically for the first time and a new lima bean combine eliminated the need for mechanical viners.

Eight asparagus harvesters, all manufactured by the same concern, worked on several farms and results were similar with all users -- less than satisfactory. Payweight of machine-cut asparagus for processing was considerably less than hand-cut because of bruised spears and tip damage. And when one grower tried to machine-cut a portion of his crop for fresh market sale, the spears were unsaleable because of heavy tip damage and short spears. Changes on the harvester are obviously needed. Asparagus

labor needs were unaffected by this harvesting apparatus which is in its "experimental" stage of development as far as its value to asparagus growers in New Jersey is concerned. The introduction of an asparagus variety in which all spears grow at a uniform rate until marketable height is reached, appears to be the essential ingredient in the asparagus cut-by-machine problem. Such a variety would make it easier for a less sophisticated machine to do the job.

Blueberry growers experimented this year with three new types of mechanical pickers. Two harvesters, manufactured by two different concerns, are similar in principle (vibrating fingers through the bush), size (large over-the-row) and price (\$30,000 plus). The third is a smaller device which stops and encloses each bush until the berries are shaken loose then opens and moves to the next. Marketable berries were harvested by all of these machines this year but problems, especially with the over-the-row harvesters, idled many of the machines during most of the season. Broken branches, berries falling to the ground and inability to pick from low branches were the major problems. An insignificant number of hand picking man-hours were replaced by these harvesters. In October, after the blueberry harvest had ended, a newly designed harvester was demonstrated to blueberry growers in southern New Jersey. A description of this machine and an estimate of its impact on the blueberry industry appears in the OUTLOOK 1969-1973 section of this report.

Two mechanical pickers were used to harvest fresh market snap beans this year. (Previously, only snap beans for processing had been picked mechanically.) All of the machine-picked fresh market beans had to be sorted and graded. Therefore labor displacement is difficult to determine.

Mechanization made further inroads in lima bean harvesting. Twenty-two lima bean combines were used for the first time and growers who used them eliminated the process of transporting de-rooted vines to and running them through stationary, mechanical viners. The \$25,000 movable combines shell the pods in the field. It is estimated that each machine replaces three workers.

Tomato picking machines, which were used last year, did some harvesting again this season. Four harvesters were used: one grower used a machine on his entire crop; another was used for the third and fourth picking only; two operated experimentally. This season, more growers used pallet boxes instead of 5/8 bushel baskets to transport their tomatoes from farm to processing plant.

#### RECRUITMENT OF FARM WORKERS

Helping New Jersey growers secure a sufficient supply of farm workers so that agricultural work activity can be accomplished smoothly and efficiently throughout the year is the basic objective of the Bureau of Farm Placement.

Numerous recruiting techniques were used by Farm Placement personnel to accomplish this task. The day-haul operation in Philadelphia, Pa. continued to be the largest supplier of day-haul crews for growers in southern and central New Jersey. Total production of these workers during the crop harvesting season is extremely important to New Jersey

growers, and their earnings contribute substantially to the Philadelphia economy during the summer months.

To prepare for this year's harvesting season, a week long series of meetings with day-haul crew leaders from the Philadelphia area was held in that city in April. The purpose of the meetings was to acquaint crew leaders with current regulations governing their operations in New Jersey. Representatives of the U.S. Department of Labor, New Jersey and Pennsylvania State Employment Services and the New Jersey Bureau of Migrant Labor were in attendance to assist crew leaders with applications for State and Federal Farm Labor Contractor Registration. A representative of the New Jersey Division of Motor Vehicles was also available to explain recent amendments to the Road Tax Act. New Jersey Farm Placement Representatives were present at each session to inform crew leaders of job opportunities in their local office areas.

Similar services were provided to New Jersey-based crew leaders at meetings held in Hammonton and Windsor. Day-haul points in New Jersey continued to be the most effective means of providing employment for New Jersey workers. During the peak period of harvesting activity, approximately 900 workers per day secured employment through the day-haul points in Trenton, Camden, Bridgeton and Atlantic City.

An encouraging development of the meetings was the appearance of new crew leaders registering for the first time. With many of the veteran labor contractors joining the ranks of senior citizens, the emergence of these apprentice crew leaders is particularly noteworthy.

The Special Farm Labor Office which is open year-round and services the Trenton and New Brunswick local office areas moved to a new building on U.S. Highway 130 near Robbinsville. The day-haul pick-up point in Trenton was also relocated because its former site was occupied by a new industrial concern. Newspaper releases, radio announcements and a mobile sound unit were used to notify area residents of the change in location of the pick-up point.

New Jersey's participation in the Annual Worker Plan provided growers with 64 southern migrant crews in 1967. Under the Plan, a New Jersey Farm Placement Representative was sent to Florida to recruit migrant crews for New Jersey growers. Along with farm placement personnel from other labor demand states, the New Jersey representative met with crew leaders at a series of meetings throughout Florida. Work opportunities were offered to crew leaders in the form of written orders and acceptances were solicited.

In July, a Farm Placement Representative was sent to the eastern shore of Virginia to confirm commitments made in Florida in April. Virginia is the last work location for a number of southern crews before coming to New Jersey.

In 1967, approximately 7,500 contract workers from the Commonwealth of Puerto Rico were brought into New Jersey through interstate clearance procedures. Their employment period was from April to November and included work on all major labor-user crops. All contract Puerto Ricans were male and lived in housing provided by their employers. On August 31, contract Puerto Rican employment reached its peak, with approximately 5,600 workers employed by New Jersey growers.

Community Employment Service workers employed in special offices of the New Jersey State Employment Service (Human Resources Development Centers) in Paterson, Newark, Trenton and Camden, actively aided recruitment efforts in these cities by contacting individuals and groups in low income areas and appraising them of farm job opportunities. Community Employment Service Workers' thorough knowledge of and familiarity with the problems, attitudes and behavior patterns of residents within their respective areas made them a valuable addition to the Farm Placement staff.

A mobile sound unit, used for the first time in 1966 by the Bureau of Farm Placement, was again placed into service during the 1967 harvesting season. The unit, mounted on an automobile and operated by Bureau personnel, was used extensively in Trenton and Camden to notify idle workers of the type of farm jobs that were available, and to direct them to day-haul pick up points. As in the past, the sound system proved to be a very effective recruitment tool. A significant increase in the number of people reporting to the day-haul pick up locations was reported on the day following every tour in each city.

Through the efforts of Farm Placement personnel, fifty youngsters from the State Home for Boys in Jamesburg, New Jersey, obtained employment on area farms. The boys earned more than \$2,100 during the harvesting season.

#### RURAL INDUSTRY RECRUITMENT

Early in 1967, utilization of the services of a farm labor crew leader solved an acute manpower problem for a manufacturing concern that opened a new plant in a rural-suburban area.

The firm's manpower difficulties were due mainly to its remote location and the lack of public transportation facilities. All employees either had to have their own cars or join a car pool if they were fortunate enough to have a car-owning neighbor who worked at the plant.

Many new business concerns are being started on the outskirts of cities and others, long established in urban centers, are relocating in green areas for economic and other reasons. As a result, state employment offices are, in many instances, unable to fill job orders received from these employers for unskilled and semi-skilled personnel who do not own automobiles.

Lack of public transportation is, in fact, considered by some to be a main reason for the high unemployment rate among minority group members who live in cities.

The New Jersey firm, located some 20 miles from Trenton, had spent thousands of dollars for advertising. It had sought help from private employment agencies. But results were disappointing.

The concern manufactures insecticides and other chemicals, and the work is seasonal in nature, with peak production taking place in the late winter and early spring. The pay, however, is considered satisfactory, with regular workers paid \$2.10 an hour for a 40-hour, five-day week. Second shift workers receive \$2.17 an hour, and the third shift \$2.24 an hour.

The employer's manpower problem was solved when the farm placement representative at a N. J. State Employment Service local office reasoned that a good farm labor contractor with sound recruitment ability and a bus might be just what was needed.

New Jersey farm placement representatives have been working closely with farm labor contractors, or crew leaders, for many years. During the agricultural season thousands of farm workers commute each day in crew leaders' buses from Philadelphia and New Jersey urban centers.

It was mid-March when the employer, faced with an acute shortage of help at the peak of the season, called the local office for assistance. The farm placement representative, stationed in a nearby, year-round farm labor office, learned of the employer's plight. Since the work to be done was seasonal in nature, might it not be possible, he thought, to utilize the help of farm laborers who were currently idle? He discussed the proposal with a crew leader and a meeting with the plant manager was arranged for the next day.

Job requirements, pay scales and other details were discussed. As a result of the conference, the plant manager accepted the crew leader's offer to recruit workers in Trenton and transport them to and from their job each day.

The occupational title and code assigned to the job order was Material Handler, 929.887. All workers would have to be males, between the ages of 21 and 65, and would have to be examined and approved for hiring by the company doctor. The men were provided with a clean pair of coveralls each day and would be required, because of the nature of the work, to take a shower before leaving the plant.

A few days after the conference, the crew leader arrived at the plant with 26 workers. In short order, the employer's knotty labor problem began to untangle. A second shift was started at the plant a week later, and a third shift began in three more weeks.

The crew leader was hired to supervise the activities of his men and was paid a fee for transporting them to and from the plant each day. The workers were paid by the company.

During the 11½ weeks of the company's peak production period, 145 jobless city residents were given free rides to work at the plant. The bus passenger load averaged 52 workers per day. The employer received 19,648 man-hours of work from the group and their total earnings were approximately \$42,300.

Of the group that worked at the plant, 14 became permanent employees. Automobiles purchased from earnings and car pool arrangements licked their get-to-work problem. The plant manager, pleased with the new arrangement and the productivity of his seasonal workers, said: "We plan to keep in touch with the crew leader. In November, when his farm season ends, our busy season begins. We intend to utilize his recruitment and transportation services again at that time."

The company provided the Bureau of Farm Placement with information from payroll time cards and work applications of all workers who were recruited by the crew leader. The Bureau prepared a report covering the employment situation of the crew leader's workers. The report contained suggestions to the company.

In October, the farm labor contractor was again called on to provide workers for the company. A request for 25 material handlers was filled promptly by the crew leader and by the end of December, 80 workers per day were being transported from Trenton to the plant. One of the Bureau's suggestions concerning a bonus payment to the crew leader based on term of employment per worker was adopted by the company.

#### HOUSING

The Bureau of Migrant Labor of New Jersey's Department of Labor and Industry is responsible for the inspection and regulation of migrant worker housing.

Cooperative arrangements have been worked out between the Migrant Labor Bureau and the Bureau of Farm Placement to insure that both the Federal and State rules and regulations with regard to housing for seasonal workers are carried out. All orders sent to Florida under the Annual Worker Plan are referred to the Migrant Labor Bureau before being put into interstate clearance. During the 1967 season, the Migrant Labor Bureau completed approximately 7,800 inspections of housing which is occupied by seasonal farm workers.

Enforcement of the New Jersey Crew Leader Registration Act is also handled by the Bureau of Migrant Labor. In 1967, 221 farm labor contractors were registered.

#### WAGES

During the 1967 harvest season, the Bureau of Farm Placement prepared and submitted seven Domestic Agricultural In-Season Wage Reports. Wage information for all crop activities was secured by personal interview. The surveys included all types of labor. All Crop-Wage Areas were Agricultural Reporting Areas.

Survey results are listed below:

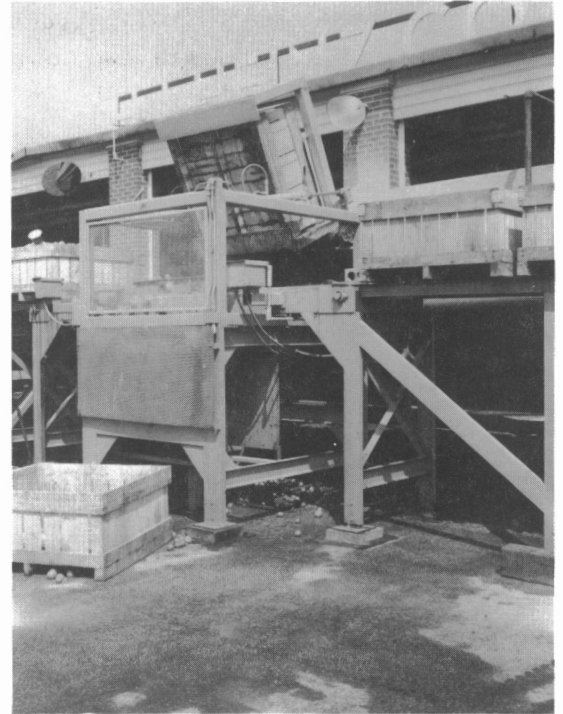
<u>Area</u>	<u>Crop</u>	<u>Findings</u>
Freehold	White Potatoes	\$1.25 per hour
Trenton	White Potatoes	1.25 " "
Trenton	White Potatoes	.10 " bag
Camden	Peaches	1.35 " hour
Upper Delaware	Vegetables	1.25 " "
Camden	Sweet Potatoes	1.35 " "
Bridgeton	Sweet Potatoes	1.35 " "

#### FOREIGN WORKERS

For the third consecutive year, no seasonal-hired foreign workers were employed on farms in New Jersey.



Each year, more tomatoes are moving from farm to processing plant in pallet boxes instead of traditional 5/8 bushel baskets. Shown here is a pallet box being lifted to the unloading point.



All photographs were taken at the H. J. Heinz plant in Salem. The unloading apparatus appears here.



New Jersey grown tomatoes - The Greatest on Earth - are being conveyed by water flume.



The Sorting Operation



### AREA REDEVELOPMENT AND OTHER COMMUNITY ACTIVITIES

For the second consecutive year, Farm Placement Representatives aided recruitment efforts for "Operation Green Thumb" by locating and referring retired growers and farm workers for employment.

The Bureau Chief continued his active participation as a member of the State Technical Action Panel of the United States Department of Agriculture Rural Areas Development Committee.

The New Jersey Department of Education, through use of Federal Title I Project Funds, established 13 schools for the children of seasonal agricultural workers. Bureau personnel contributed to the success of the program by notifying growers, crew leaders and family heads of the location of the schools and by providing school officials with information concerning the whereabouts of working parents.

### PUBLIC RELATIONS

Keeping the public informed of the Bureau of Farm Placement's activities is a year-round effort. To accomplish this task, Bureau representatives appeared as guests on radio and television programs, gave frequent talks before farm and other organizations and released newsworthy items to the press.

The Fruits of Our Labors, a film produced by the U.S. Department of Labor, proved to be a very effective public relations tool. The film, which traces the development of agriculture in America as an occupation and way of life, explains the services offered to the agricultural community by the Farm Labor Service. The film was shown on numerous occasions throughout the State.

Circulation of the Farm Labor Bulletin continued to grow. Nearly 1,100 growers, newspapers, radio and television stations, organizations and interested individuals received the Bulletin each week during the harvesting season. Thirty issues were published in 1967.

Exhibits at the Atlantic County Fair and the Farm and Garden Show at the Moorestown Shopping Mall afforded the Bureau an opportunity to further acquaint the public with its services.

### EVALUATION AND RECOMMENDATIONS

The 1967 farm labor picture was brighter than usual. Weather conditions evened labor demand and stretched the harvest period of several leading labor-using crops. There was no overlap of worker demand for the big labor-users, blueberries and tomatoes.

While there was a slight decline in the number of southern migrant crews in New Jersey this year, most crews arrived with a greater complement of workers. Generally, the quality of contract Puerto Rican workers was reported to be higher than in recent years. Local commuters from New Jersey and Pennsylvania met the labor needs of growers without housing accommodations throughout the year. And their numbers swelled during the statewide peak demand period and matched worker requirements of all types of farm employers.

Grower-owned labor service associations, farm employers, and all Division of Employment Security personnel concerned with farm labor joined together to produce a good employment situation in 1967. And the Philadelphia day-haul program operated efficiently because of excellent cooperation from the Pennsylvania Employment Service.

An examination of this year's activities of the Bureau of Farm Placement must emphasize the subject of dissemination of farm labor information and a step taken by the Bureau in this area in 1967.

During the 1966 harvest season, the Bureau of Farm Placement received numerous requests for information relative to the whereabouts and employment of seasonal farm workers. In 1966 and 1965, the Bureau had been preparing and sending a composite of In-Season Farm Labor Report (ES-223) data to interested persons and organizations.

Anticipating an increase in the number of requests for this type of data in 1967, and realizing that a more sophisticated presentation was needed, the Bureau developed a new publication entitled, "New Jersey Farm Labor Seasonal Employment."

The first edition of the new report was issued on May 15; and publication continued twice each month (15th and last day) until November 15. Its mail circulation grew from a few to over 100. Availability of the report for immediate reference for presentation to visitors and for mailing in answer to telephone requests proved its value. Quick preparation and printing of the Seasonal Employment publication were maintained and, as a result, most issues were mailed on the 17th and two days after the last day of each month. An edition of the report appears on the following page.

The new report complemented the Bureau's weekly Farm Labor Bulletin in informing the agricultural community in the Garden State about farm labor happenings.

# New Jersey SEASONAL



# Farm Labor EMPLOYMENT

Issued Semimonthly During the Harvesting Season

New Jersey State Employment Service

Division of Employment Security

Affiliated with United States Employment Service

## ESTIMATES OF THE SEASONAL HIRED FARM WORK FORCE ON THE LAST NORMAL WORKDAY DURING THE TWO WEEK PERIOD ENDING July 31, 1967

	DAILY COM- MUTERS (N. J. AND PENNA. RESIDENTS)	CREWS AND GROUPS FROM SOUTHERN STATES (C)	INDIVIDUALS FROM PUERTO RICO OR SOUTHERN STATES (C)	CONTRACT WORKERS FROM PUERTO RICO (C)	TOTAL
STATE TOTAL	11,000	1,800	4,920	4,880	22,600
<b>Agricultural Reporting Areas (a)</b>					
<b>SOUTH</b>					
Bridgeton	910	1,320	2,030	1,700	5,960
Camden	620	25	885	950	2,480
Atlantic City	3,510	70	1,100	940	5,620
<b>Total</b>	<u>5,040</u>	<u>1,415</u>	<u>4,015</u>	<u>3,590</u>	<u>14,060</u>
South Total 7-31-66	<u>5,650</u>	<u>5,100</u> (b)	<u>4,000</u>	<u>14,750</u>	
<b>CENTRAL</b>					
Burlington	4,110	30	225	315	4,680
Trenton	610	275	120	280	1,285
Freehold	800	80	200	420	1,500
<b>Total</b>	<u>5,520</u>	<u>385</u>	<u>545</u>	<u>1,015</u>	<u>7,465</u>
Central Total 7-31-66	<u>5,520</u>	<u>1,540</u> (b)	<u>990</u>	<u>8,050</u>	
<b>NORTH</b>					
North Jersey	165	0	60	50	275
Upper Delaware	275	0	300	225	800
<b>Total</b>	<u>440</u>	<u>0</u>	<u>360</u>	<u>275</u>	<u>1,075</u>
North Total 7-31-66	<u>500</u>	<u>300</u> (b)	<u>400</u>	<u>1,200</u>	
STATE TOTAL - 1966	11,670	6,940 (b)	5,390	24,000	
STATE TOTAL - 1967	11,000	6,720 (b)	4,880	22,600	
DIFFERENCE	-670	-220	-510	-1,400	
PERCENT CHANGE	-5.7	-3.2	-9.4	-5.8	

(a) See map on reverse side.

(b) This figure represents the total number of individuals reported in "Crews and Groups from Southern States," and "Individuals from Puerto Rico or Southern States."

(c) These workers live on the farm of their employer while working in New Jersey. Their domicile is outside of New Jersey.

### SEASONAL WORKERS BY CROP

STATEWIDE: Blueberries (harvest) 7,480; Pickles & Cucumbers (harvest) 2,650  
Vegetables (harvest) 2,430; Nursery & Landscaping, 1,680; Onions (harvest) 1,230  
Fresh Market Tomatoes (harvest) 950; Sweet Corn (harvest) 840; Peaches (harvest) 740;  
Snap Beans (harvest) 640; Vegetables (weed & hoe) 520; Apples (harvest) 390;  
Potatoes (harvest & cultivate) 350; Peppers (harvest) 350; Hay & Grain (harvest) 300;  
Tree Fruit (production work) 230; Processing Tomatoes (harvest) 200; Miscellaneous  
Activities, 1,620.

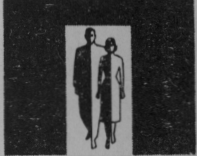
STATE OF NEW JERSEY  
DEPARTMENT OF LABOR AND INDUSTRY  
DIVISION OF EMPLOYMENT SECURITY  
NEW JERSEY STATE EMPLOYMENT SERVICE  
*Affiliated with United States Employment Service*

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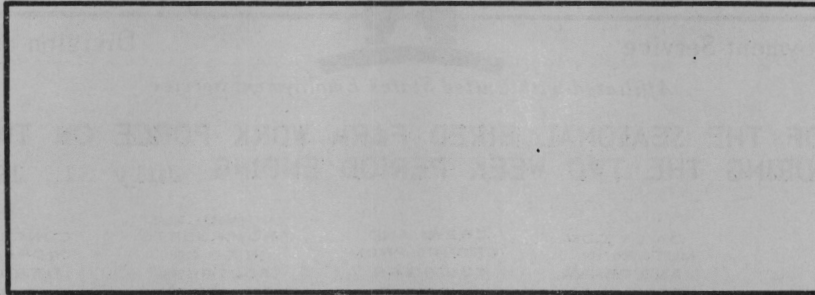
FIRST CLASS

OFFICIAL BUSINESS

PUBLIC EMPLOYMENT SERVICE



SERVICE FOR EVERYONE  
LOCAL • STATE • NATIONAL



**UPPER DELAWARE AREA**  
*Sussex, Warren, Morris and Hunterdon Counties.*  
Somerset County  
Except Warren, Green Brook and Franklin Townships.

**NORTH JERSEY AREA**  
*Bergen and Passaic Counties*

**TRENTON AREA**  
*Mercer and Middlesex Co.*  
Except Madison and Woodbridge Townships and the northern 1/2 of Piscataway and Edison Townships.  
Bordentown Township in Burlington County  
Millstone and Upper Freehold Townships in Monmouth County  
Franklin Township in Somerset County

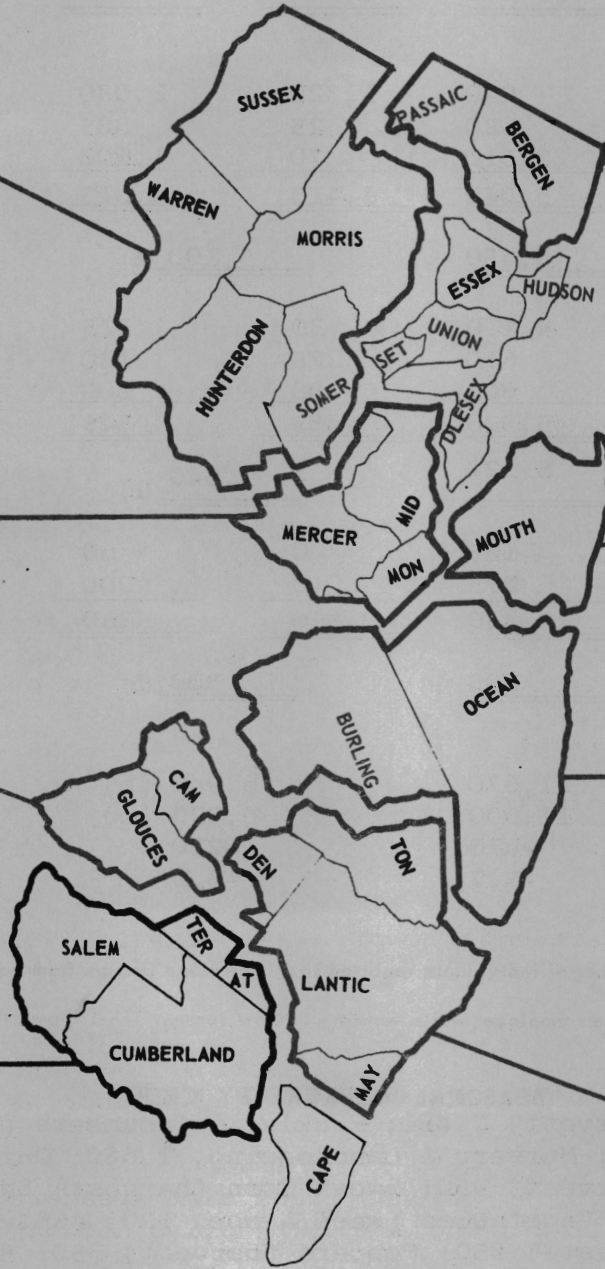
**FREEHOLD AREA**  
*Monmouth County*  
Except Upper Freehold and Millstone Townships.

**CAMDEN AREA**  
*Camden County*  
Except Winslow and Waterford Townships.  
*Gloucester County*  
Except Franklin Township.  
Moorestown and Cinnaminson Townships in Burlington County

**BURLINGTON AREA**  
*Ocean and Burlington Co.*  
Except Bass River, Washington, Shamong, Bordentown, Moorestown and Cinnaminson Townships.

**BRIDGETON AREA**  
*Cumberland and Salem Co.*  
Franklin Township in Gloucester County.  
Buena Vista Township in Atlantic County.

**ATLANTIC CITY AREA**  
*Atlantic County*  
Except Buena Vista Township.  
Bass River, Washington and Shamong Townships in Burlington County.  
Waterford and Winslow Townships in Camden County.  
Upper Township in Cape May County



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**NEW JERSEY**

*The Garden State*

# FARM LABOR BULLETIN

NEW JERSEY STATE EMPLOYMENT SERVICE  
*Affiliated with United States Employment Service*

DEPARTMENT OF LABOR AND INDUSTRY  
DIVISION OF EMPLOYMENT SECURITY

Vol. XI - No. 17

August 4, 1967

STATE SUMMARY - The blueberry harvest is now providing employment for almost a third of the estimated 22,600 seasonal workers in the Garden State. During the latter part of next week many blueberry workers will be moving to the tomato crop which traditionally uses as many, and sometimes more, workers than blueberries. The blueberry harvest should be finished by next weekend.

This year's tomato crop looks good. During the past few days the number of workers picking tomatoes for processors jumped from 200 to 1,350. Five food processing plants started to receive tomatoes this week. Six more are scheduled to open next week.

Wet weather has slowed down the white potato harvest.

Beets, parsley, scallions, squash and eggplant are being harvested by 2,400 workers.

SOUTH - The Camden and Bridgeton Farm Labor Pools are supplying area growers with 450 workers each day.

Tomatoes for processing are being harvested in the Vineland, Bridgeton and Swedesboro area. Picking should get underway in other areas next week.

The number of workers harvesting pickles and cucumbers declined from 2,650 to 1,800 during the week. Pepper harvesting activity is increasing. On Monday, there were 350 workers picking peppers; today there are over 1,000.

The onion and snap bean harvests in Cumberland County are each using 600 workers.

CENTRAL - A temporary lull in harvest activity on Burlington County blueberry farms will end on Monday when workers will start going over blueberry fields for the last time this season.

Area sweet corn growers are employing a work force of 750. Approximately 75 workers are repairing dikes and doing other pre-harvest work for cranberry growers.

White potato digging should get going next week if fields dry.

NORTH - A farm work force of 1,000 is meeting the labor needs of area farm employers.

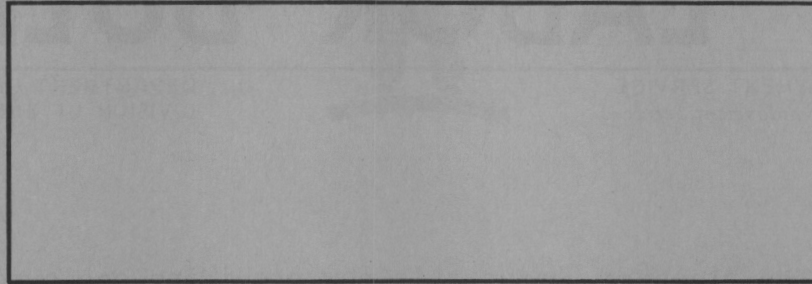
Vegetable growers in the Great Meadows black dirt area are employing about 150 workers (mostly Puerto Ricans) who are cultivating and harvesting numerous kinds of fresh market vegetables.

POSTAGE AND FEES PAID  
 EMPLOYMENT SECURITY MAIL

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PUBLIC EMPLOYMENT SERVICE



The New Jersey State Employment Service provides a complete program of farm labor recruitment for individual growers, as well as for farmer associations. No fee is charged to either the worker or the employer for this service. Farm representatives may be consulted at any of the offices. Those with full-time farm representatives are indicated by an asterisk (\*). Representatives from the Trenton and New Brunswick local offices are stationed at the special farm placement office in Robbinsville throughout the year. Seasonal farm placement offices are maintained in the Burlington, Hammonton, Vineland and Woodbury areas.

<u>OFFICE LOCATION</u>	<u>STREET ADDRESS</u>	<u>AREA CODE</u>	<u>TELEPHONE</u>
Asbury Park	500 Summerfield Avenue	201	775-1660
*Atlantic City	1433 Bacharach Boulevard	609	344-6504
*Bridgeton	22 Washington Street	609	451-6350
*Burlington	220 West Broad Street	609	386-0686
*Seasonal Office (Apr. to Nov.)	Magnolia Avenue, Pemberton	609	894-2664
*Camden	910 Broadway	609	365-8820
Dover	10 South Morris Street	201	366-1422
Elizabeth	1115 East Jersey Street	201	352-8360
Englewood	11 Grand Avenue	201	568-9289
*Flemington	Hunterdon Shopping Center	201	782-3711
*Freehold	6 Throckmorton Street	201	462-0200
Hackensack	575 Main Street	201	487-6800
*Hammonton	110 Railroad Avenue	609	561-1290
*Seasonal Office (Apr. to Oct.)	200 North White Horse Pike	609	561-3468
Jersey City	87 Newkirk Street	201	656-6800
Morristown	5 Schuyler Place, P.O. Box 29	201	538-4260
New Brunswick	65 Morris Street	201	247-6300
Newark	1 Clinton Street	201	648-3326
*Newton	6 Union Place	201	383-2775
*Paterson	372 Broadway	201	684-8690
Perth Amboy	347 Maple Street	201	826-3400
Phillipsburg	Hillcrest Shopping Mall - Route 22	201	859-0400
Plainfield	525 Madison Avenue	201	756-1407
*Red Bank	48 East Front Street	201	741-5050
Ridgewood	32 Franklin Avenue	201	444-5804
*Salem	Shopping Center - Route 45 - RD-1	609	935-3711
Somerville	275 East Main Street	201	725-2600
*Toms River	36 West Water Street	201	349-2192
Trenton	8 East Hanover Street	609	292-6400
*Special Office	Rt. 130 at Woodside Rd., Robbinsville	609	448-1053
*Vineland	631 Wood Street	609	691-2200
*Seasonal Office (Mar. to Nov.)	Morton Avenue, Rosenhayn	609	451-3161
Wildwood	2602 Pacific Avenue	609	522-2450
*Woodbury	814 North Broad Street	609	845-6000
*Swedesboro (Apr. to Nov.)	Swedesboro Auction, Anderson & Leahy Avenue	609	467-0316

Farm Placement Bureau  
 Administrative Office

Labor and Industry Building  
 John Fitch Plaza  
 Trenton, New Jersey 08625

Phone: 609 292-2244

*The Farm Placement Representative of the Vineland Local Office who is stationed at a Seasonal Farm Labor Office in the rural community of Rosenhayn made a unique placement this year. The article below tells about it. Wage information was furnished by the employer.*

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### SCHOOL TEACHER AND FAMILY EARN COAST TO COAST VACATION HARVESTING CROPS

A school teacher, his wife and two teen-age sons from Portland, Oregon vacationed and earned \$75.00 a day picking processing cucumbers on a farm in New Jersey this summer while on their way to Expo '67.

Traveling across the country in a camper, the family made several other farm work stops along the way and always used state Farm Labor Offices for job information. Proximity to a national or state park with camping facilities was a work location prerequisite, because the family lived in the camper and commuted to a nearby farm each day.

In New Jersey, the family camped at Parvin State Park and visited points of historical interest, or went to the seashore in the afternoon, because they worked only from 7:00 A.M. to 1:00 P.M. All four picked processing cucumbers, six hours a day, for fourteen days and earned \$1,050. They were paid 30 cents per 5/8 bushel which is the common rate for this type of work. Average hourly earnings per worker amounted to \$3.12. These earnings are considered to be very good since this is the first time the family had ever worked on cucumbers.

Upon leaving New Jersey, the school teacher stopped at the Rosenhayn office and told the farm placement representative that he was very pleased with the work and earnings in New Jersey.

FARM LABOR SERVICE ASSOCIATIONS

Two grower-owned farm labor associations are located in New Jersey. Both organizations cooperate with the Employment Service in supplying farm employers with seasonal workers. Information below was supplied by the Associations.

GLASSBORO SERVICE ASSOCIATION

	<u>1966</u>	<u>1967</u>
Total Number of Workers Employed	10,555	9,481
Brought in under Puerto Rican Agreement	8,835*	8,327*
Puerto Rican "walk-ins"	1,720	1,050
Domestic Workers Recruited	87	104
Day-haul Workers Available from Camp	100	100
Total Wages Paid to Workers	\$6,268,395.84	\$6,500,000.00
Average Weekly Worker Earnings	\$61.37	\$70.12
Average Weeks of Employment	9.75	10.75
Transportation Loss (monies advanced to workers)	\$43,236.91	\$25,839.88
Number of Growers who Secured Workers through the Association	975	950
Number of Workers who Received a Bonus	1,915	0
Total Bonus Payments	\$84,193.69	0
Number of Workers Who Received Free Transportation (one-way or return)		1,885
Amount Paid for Worker Transportation		\$168,241.95

\* Includes workers employed in Pennsylvania, Maryland and Delaware

FARMERS AND GARDENERS SERVICE ASSOCIATION

	<u>1966</u>	<u>1967</u>
Total Number of Workers Employed	1,232	1,118
Brought in under Puerto Rican Agreement	992	900
Puerto Rican "Walk-ins"	240	218
Day-haul Workers Available from Camp	40	40
Total Wages Paid to Workers	\$890,000	\$904,000
Average Weekly Worker Earnings	\$60.00	\$71.00
Average Weeks of Employment	12	11.25
Transportation Loss (monies advanced to workers)	\$6,343	\$3,500
Number of Growers who Secured Workers through the Association	140	130

STATE FORECAST

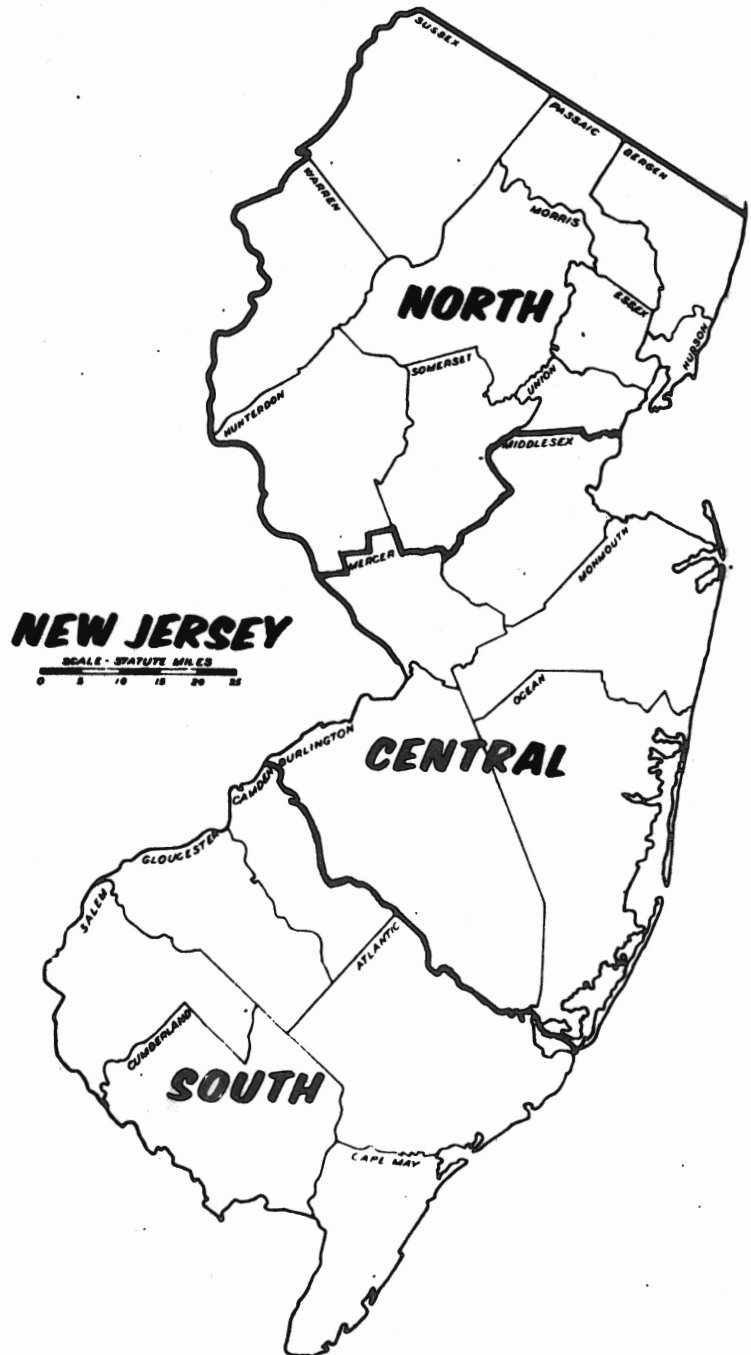
Seasonal farm worker demand and supply are expected to meet each other in 1968 as well as the highly seasonal, daily fluctuating, weather controlling, employment situation will allow and produce a statewide workforce that will be a shade smaller than in 1967. The year-to-year downtrend in farm work force size has been going on for the past several years and shows no signs of changing direction in 1968.

Farm workers will be guaranteed more money for an hour of work in 1968 than ever before, because on January 1 the minimum wage, as prescribed by the New Jersey State Wage and Hour Law, rose from \$1.25 to \$1.40 per hour. Substantial earnings of piece-rate workers are also indicated for 1968, especially if crop yields are high. In 1967, average hourly earnings of piece rate workers were well above the \$1.25 per hour minimum.

Daily commuters from New Jersey and Pennsylvania will join with temporary on-farm-residents (contract and non-contract Puerto Ricans and southern migrants) to provide farm employers with an adequate supply of labor. At this time, there is no indication of any conditions that might have an adverse affect upon the availability of farm labor in 1968.

Mechanization of crop harvesting will not have an impact on farm labor in 1968. It will be another trial year for several harvesting machines.

Indications of a clearer understanding of employer-employee relations principles appears to have spread among growers in 1967. More employment situations were amicable and work was done more harmoniously. The adoption of prudent management principles are conducive to increasing the production per worker and decreasing the cost of labor. Hopefully, a greater number of employers will pursue this course in 1968.



## OUTLOOK BY AREA

### NORTH

In 1968, employment on fruit and vegetable farms will be approximately five percent less than during 1967 and fruit and vegetable production is expected to parallel 1967's output. A continuance of increased yields and better utilization of manpower are anticipated in most of this area where rising land values have forced growers to be more efficient.

Fruit and vegetable acreage has been losing ground in recent years to housing developments, highways and industrial and commercial construction. This trend appears to have abated, at least temporarily. Acreage in 1968 will remain at about the 1967 level.

New buildings of all types, with spacious lawns and more trees and shrubs have been demanding more sod, nursery stock and lawn maintenance service. Establishments producing and retailing these goods and services will continue to enlarge and new concerns will open in 1968. The number of seasonal and year-round jobs on sod farms and with nursery and ground maintenance establishments will be 10 percent greater in 1968.

However, job increases in nursery, landscape and sod concerns are expected to be counterbalanced by a decrease in vegetable and fruit farm employment. Crop growing farms employ a greater portion of the total area work force.

Seasonal hired farm employment in 1968 will almost match the work force in 1967.

In 1968, the large majority of farm workers will be contract and non-contract Puerto Ricans. Efforts will be made to recruit local people, especially youth, for agricultural jobs.

Under a special recruitment program, city dwellers in the low income areas of Newark and Paterson will be contacted and advised of farm job opportunities. This program, which was launched in 1967, will be expanded in 1968.

Dairy farms represent a major portion of area farms. Filling orders for dairy farm workers will continue to be a problem in 1968. Long hours, confinement and relatively low wages are conditions which discourage prospective workers from taking jobs on dairy farms.

### CENTRAL

In this area, where blueberries, tomatoes, white potatoes, apples and peaches are the major labor-using crops, overall worker demand is expected to decline somewhat in 1968.

A decrease in white potato acreage will reduce worker needs by about 50 people. As in 1967, machines will harvest about 95 percent of the crop.

Blueberry production in Burlington County is expected to be less in 1968 because fewer acres will be harvested. It is estimated that the

average work force will be down about 20 percent. Worker requirements during the peak harvest period are also expected to be reduced. Use of the new blueberry harvester (see OUTLOOK 1969-1973) could cause a further reduction in manpower.

Fresh market and processing tomatoes will require a work force similar to that of 1967 because producing acres are expected to be similar and an increase in mechanization is not anticipated. If more growers use pallet boxes instead of 5/8 bushel baskets to ship tomatoes from farm to processing plant, labor needs will be less. Some tomatoes were shipped in this manner in 1967. An acceleration of this trend depends upon decisions of processing concerns.

Peach acreage, coming into production for the first time, will cause a slight increase in the harvesting work force. The number of workers harvesting apples in 1968 will be similar to 1967, even though acreage is expected to be less.

Growers of nursery stock will continue to increase their operations and sod farm production will be greater in 1968. Significant employment increases are anticipated.

Approximately 95 percent of the cranberry crop will continue to be removed from the vine mechanically.

#### SOUTH

Compared to other areas, the agricultural season is longer in southern New Jersey. All of the large labor-using crops are grown here and the farm work force accounts for more than one-half of all farm workers in the state.

There will be changes in labor demand per crop in 1968 because of differences in producing acreages of several significant labor-using crops. Asparagus, strawberry, apple, white potato, sweet potato and broccoli acreages are expected to be less and increases are foreseen in tomatoes, blueberries, peaches, peppers and lima beans.

Worker requirements for asparagus, blueberries and tomatoes are substantially greater than other crops and unexpectedly sharp increases in labor demand for any of these crops can cause short-term periods of labor difficulties.

Decreases in asparagus acreage in 1968, coupled with the expected availability of an adequate number of workers from Puerto Rico, should reduce the possibility of any loss of the 1968 asparagus crop because of insufficient labor. Manpower needs will be unaffected by asparagus cutting machines which will experience another trial year in 1968.

Tomato acreage in 1968 is not known at this time but indications are that it will be higher than in 1967. A more productive crop is contemplated and worker demand should be greater. Except for possible isolated short term periods of labor stress during the harvest peak, sufficient labor is expected to be available. Harvesting machines will have no appreciable affect upon labor requirements in 1968.

New blueberry acreage coming into production for the first time in the Atlantic County area will increase the demand for harvesting workers. An ample supply of labor is expected to be attracted because of excellent piece rate earnings in 1967. Purchases of a significant number of the "new" blueberry harvesters manufactured by the Blueberry Equipment Company should reduce manpower requirements. According to reports, each machine eliminates 75 hand pickers. The new harvester was introduced to growers on October 25, 1967. It is one-half as big and costs one-half as much (\$18,100) as the larger machine which was used in 1967. Its design appears to be better suited to the size and contour of bushes in New Jersey, but definite estimates of labor displacement are difficult to make until the machine is used in 1968.



Ernest Bowker, blueberry grower in the Pemberton area hires local youth to pick and pack his entire crop. All photographs were taken on the Bowker farm. Mrs. Bowker acts as field supervisor.





### OUTLOOK 1969-1973

In the 1966 Annual Report, peak labor demand, acreage trends and the effect of mechanization on the harvesting work force of five large labor using crops were forecast for the period from 1968 to 1972.

The following report updates last year's predictions and covers the years 1969 to 1973.

Compared to 1967, fruit and vegetables will be grown on less land during the 1969-1973 period. Farms will be larger; the number of farm owners will be smaller. Seasonal workers will be fewer in number, better paid and a greater proportion will be higher skilled.

Total farmland, which now occupies 25 percent of New Jersey, will feel the squeeze of spreading urban development as the state's 1967 urban area of 30 percent moves toward a predicted 60 percent by 1985. Not all farmland is used for fruit and vegetable production and urbanization will cut into a considerable amount of non-agricultural land. But acreages of fruits and vegetables will diminish, especially in the central and northern parts of the state, between 1969 and 1973.

The rate of urban takeover of rich, fertile farmland in the southern area is the key to future crop production in New Jersey. Most vegetable and fruit farms are situated in this section of the state, where seasonal farm employment accounts for over one-half of the state total.

Increasing population and expanding food needs, plus the proximity of southern New Jersey to the New York and Philadelphia market areas, are two influential forces that may counteract the rural-to-urban trend. These factors are expected to be fundamental considerations in plans of growers with an eye on the future.

Land is the most basic factor of production in a farm enterprise and its value accounts for the largest proportion of a farming operation's total assets. The proportion is probably greater in an agricultural business than in any other.

Compared to other states, farmland value in New Jersey is among the highest in the nation. And expected rising land values in the next five years will increase net worth of the total agribusiness establishment in New Jersey to even higher levels.

Because of the high cost of land, increasing labor costs and expected rises in other operating expenses, a large corporate form of business association with high volume production appears to be the outlook for farming of tomorrow in New Jersey.

Most small family farms with low volume and high quality production have been unprofitable for several years. Farms of this type, especially those with highway frontage and a retail roadside stand, continue to operate but most are marginal producers and their numbers have been decreasing. A significant number of family farms which

operated in 1967 probably will not be in business during the 1969-1973 period.

The trend toward expanded operations by individual growers has been underway for several years. It is established and will continue. Four large enterprises produce most of the nursery stock grown in New Jersey. Several blueberry growers have realized higher profits from greater volume by enlarging their producing acreage. And they all maintained a good quality product.

Fewer and bigger farms will grow high quality fruits and vegetables in the Garden State between 1969 and 1973.

The number of seasonal farm workers is expected to decline during the next six years and the work force peak could conceivably fall below 20,000 workers for the first time.

The work force peak for the past ten years was as follows:

1967	22,600	1962	23,500
1966	24,000	1961	22,400
1965	26,300	1960	25,600
1964	27,000	1959	23,600
1963	24,900	1958	24,100

The statewide seasonal work force reaches its top level in late July or early August, usually during the blueberry harvest peak and when tomato harvesting activity is substantial and increasing. Although the peak number of workers is influenced by changes in timing of harvest activity, mainly because of the weather, the decline in the peak work force from 1964 to 1967 (see table above) appears to have set a downtrend during that period and it is expected to continue.

Between 1969 and 1973, the number of southern migrants should decline more than any other worker group. During the past ten years, southern migrants decreased at an average rate of 260 per year. The rate of decline will probably not be as great during the 1969-1973 period. However, if this rate should prevail, the migrant work force could drop from 1,830 in 1969 to 790 in 1973.

Contract workers from Puerto Rico are expected to be available to fill growers' demands, which should decrease slightly during the 1969-1973 period. Dropping from 8,100 in 1965, contract Puerto Rican employment held at 7,500 in 1966 and 1967.

There is no known factor that will adversely affect the availability of non-contract Puerto Ricans between 1969 and 1973.

An adequate number of local workers is expected to be attracted to farm work during the 1969-1973 period. On January 1, 1969, the minimum wage, in accordance with New Jersey Law, will increase from \$1.40 to \$1.50 an hour.

Blueberries and tomatoes provide employment for the greatest number of

local workers. Higher yields on these two crops are anticipated, and this will give piece rate workers the opportunity to earn hourly wages that will be considerably higher than the legal minimum during the next six years.

Mechanization, changes in production practices and more economical utilization of manpower are expected to reduce statewide worker demand by about five percent during the 1969-1973 period.

Mechanical harvesters are now being used in other states to pick apples for processing. Because most of the apple crop in New Jersey is sold on the fresh market, handling care during the picking operation is of utmost importance, making mechanical harvesters impractical. In the foreseeable future, apples will be harvested entirely by hand. Similarly, future peach crops are also expected to be hand-picked.

Machines probably will reduce manpower requirements in the fresh market snap bean harvest during the next five years. Fresh market beans were picked mechanically for the first time in 1967. Previously, only snap beans for processing had been machine-picked.

Presently, 95 percent of the cranberry and white potato crop is harvested mechanically. This percentage will approach and possibly reach 100 percent within the next three years.

It is anticipated that a significant portion of the onion crop will be harvested mechanically within the 1969-1973 period. Two onion topping machines were used for the first time in 1967, with good results.

As crop harvesting machines replace men, new jobs requiring higher skills will be created. Machine operation and machine-related work will have an upgrading affect on the skill level, remuneration and stature of seasonal farm workers.

Specific information relating to the future labor outlook on five principal labor-using crops follow:

#### ASPARAGUS

If the present trend continues, asparagus acreage will decline during the next five years. Between 1957 and 1967, acreage decreased at an average rate of 480 acres per year, with the largest drop in the latter part of this period. And a preliminary estimate of 1967's acreage at 24,800, represents a 900-acre drop from 1966.

This trend may change direction within the next few years. The New Jersey Department of Agriculture, Rutgers University and grower associations are attempting to solve the problem of asparagus acreage decline. A harvesting machine that would replace a significant number of workers on this high-labor-cost crop would help solve it. So would a new higher yield variety.

The new selective harvesting machine which was used for the first time in 1967, did not do the job (see IMPACT OF MECHANIZATION). Perhaps modifications will correct the machine's deficiencies.

The development of an asparagus variety in which all spears grow uniformly until marketable height is reached, coupled with a less sophisticated, non-selective harvesting device that would guarantee a pay weight percentage of at least 75 percent, appears to be the ideal solution.

Asparagus acreage will probably range downward from 24,000 to 22,000 acres during the 1969-1973 period and worker demand should also decline. The work force at harvest peak is expected to average 5,500 per year, during this period of time. The perfection of a mechanical harvester probably would increase the above acreage estimates during the latter part and would decrease forecasted average peak worker demand during the entire 1969-1973 period.

### STRAWBERRIES

There are two factors which may influence future strawberry acreage. Experiments being conducted at Rutgers University are aimed at developing a strawberry plant that will produce a more flavorful berry. As of this date, results are incomplete. If advances were made in packaging, which would assure freshness of this highly perishable fruit for a longer period, the potential market area for New Jersey grown strawberries, would enlarge.

Purdue University is now working on a strawberry harvesting machine. But selectivity in picking and care in handling make it most difficult to perfect a mechanical picking device for strawberries. It is unlikely that harvesting machines will be used during the 1969-1973 period.

From 1960 to 1964, producing acres of strawberries averaged 2,800 per year. The average declined to 2,500 acres between 1965 and 1967. It is anticipated that strawberry acreage will range between 2,000 and 2,500 acres during the 1969-1973 period.

The ratio between peak work force and acreage has held at about 1.75 men per acre in recent years. This relationship probably will prevail during the 1969-1973 period when the peak work force is expected to number between 3,500 and 4,300 workers.

### BLUEBERRIES

In 1967, blueberry growers experimented with three new types of mechanical harvesters (see IMPACT OF MECHANIZATION). Marketable berries were harvested by all three machines, but problems, especially with the over-the-row harvesters, resulted in the machines being idle during most of the season. Broken branches, berries falling to the ground and inability to pick from low branches were the major problems.

After the season had ended, a manufacturer of one of the over-the-row machines demonstrated a new harvester which appears to conform better with the needs of growers in New Jersey. The new gasoline powered, hydraulically operated machine is one-half as big as its prototype and knockers at the top and bottom of the bush shake the berries off. On the larger model, 288 vibrating fingers perform this operation. The new harvester costs \$18,000 and was designed for small bushes and to shake berries off the lower portion of the bush. Each machine is reported to replace 75 workers.

Increasing at an average rate of 280 acres per year, producing acres of blueberries rose from 6,600 acres in 1960 to 8,300 in 1966. Acreage coming into production is expected to be greater than acreage going out of production in the next few years. Producing acres of blueberries will probably increase during the 1969-1973 period from an estimated 8,800 acres in 1969. Labor demand, at harvest peak, probably will be between 8,000 and 9,000 workers during the 1969-1973 period. If reported labor displacement figures of the new harvesting machine prove to be accurate, labor needs will be considerably less than the above estimate. Theoretically, 10 machines would reduce labor demand by 750 workers. Mechanization of this crop will be under continuous study during the 1968 season.

#### WHITE POTATOES

Potato acreage is expected to increase in the southern portion of New Jersey at a rate that will offset and possibly exceed expected losses in the central area.

Mechanization of the potato harvest has been increasing in recent years. Approximately 95 percent of the crop is now harvested mechanically. In 1962, acreage was 17,000 and the peak work force was 1,900. Producing acres of 17,900 in 1966 were handled by a peak work force of 1,500. The acres per worker ratio increased from 8.7 to 11.9 between 1962 and 1966.

Producing acres of potatoes are expected to number between 17,000 and 19,000 acres during the 1969-1973 period and the work force at peak is expected to range from 1,400 to 1,700.

#### TOMATOES

Mechanization is not expected to have an appreciable affect upon tomato harvesting in New Jersey during 1969-1973. The experience gained from the operation of four harvesters in the state this year proved that quantity and quality of machine picked tomatoes is far inferior to hand picked. A tomato variety which was developed expressly for machine picking is grown in California, where extensive acreage is harvested mechanically. This variety seems to be well suited for mechanical harvesting, but its acceptance to meet quality demands in New Jersey is unlikely. According to reports, machine picked tomatoes in California are used only for making puree. New Jersey grown processing tomatoes are used for juice, whole tomato canning, soup and catsup. Growers in New Jersey are not expected to raise California-type tomatoes during the 1969-1973 period.

In recent years, some processors have been accepting tomatoes in pallet boxes instead of traditional 5/8 bushel baskets. This trend accelerated slightly in 1968. From 1969 to 1973, more processors are expected to alter their production set-up to receive tomatoes in pallet boxes.

Since 1957, total acreage (fresh market and processing) ranged between 20 and 30 thousand acres. It is anticipated that this range will also prevail and the work force at harvest peak is expected to fall between 8,500 and 9,500 workers, during the 1969-1973 period.

STATE SUMMARY

AGRICULTURAL REPORTING AREA OR LOCAL OFFICE

STATE OF NEW JERSEY

TABLE 1. SELECTED DATA ON FARM PLACEMENT OPERATIONS IN 1967

ITEM	NUMBER
<b>SECTION A. DAY-HAUL ACTIVITIES</b>	
1. OPERATED BY STATE AGENCY	
A. DAY-HAUL POINTS . . . . .	9
B. TOWNS WITH DAY-HAUL POINTS . . . . .	9
C. SUM OF WORKERS TRANSPORTED ON AVERAGE DAY IN EACH TOWN . . . . .	540
D. SUM OF WORKERS TRANSPORTED ON PEAK DAY IN EACH TOWN . . . . .	1015
2. ESTABLISHED (UNSUPERVISED) BY STATE AGENCY	
A. DAY-HAUL POINTS . . . . .	4
B. TOWNS WITH DAY-HAUL POINTS . . . . .	4
C. SUM OF WORKERS TRANSPORTED ON AVERAGE DAY IN EACH TOWN . . . . .	135
D. SUM OF WORKERS TRANSPORTED ON PEAK DAY IN EACH TOWN . . . . .	215
<b>SECTION B. SERVICES TO SCHOOL-AGE YOUTH</b>	
3. TOWNS IN WHICH SEPARATE SCHOOL-AGE YOUTH PROGRAMS ARE OPERATED . . . . .	0
4. DAY-HAUL POINTS OPERATED SEPARATELY FOR SCHOOL-AGE YOUTH . . . . .	0
A. SUM OF SCHOOL-AGE YOUTH WORKERS TRANSPORTED ON PEAK DAY IN EACH TOWN . . . . .	0
5. DAY-HAUL POINTS ESTABLISHED BY STATE AGENCY FOR SCHOOL-AGE YOUTH . . . . .	1
6. SUPERVISED CAMPS OPERATED FOR SCHOOL-AGE FARM WORKERS . . . . .	0
A. PLACEMENT IN CAMPS . . . . .	0
7. PLACEMENTS OF SCHOOL-AGE YOUTH IN SUPERVISED LIVE-IN FARM HOMES . . . . .	1
<b>SECTION C. SERVICES TO OTHER SPECIAL GROUPS</b>	
8. SERVICES RENDERED TO INDIANS BY LOCAL OFFICES OR ITINERANT POINTS ON RESERVATIONS	
A. PLACEMENTS . . . . .	0
B. APPLICANT HOLDING ACCEPTANCES . . . . .	0
9. OTHER PLACEMENTS OF RESERVATION INDIANS . . . . .	0
10. PUERTO RICANS BROUGHT INTO STATE UNDER WORK CONTRACT . . . . .	NA
<b>SECTION D. SPECIAL SERVICES TO EMPLOYERS</b>	
11. EMPLOYERS RECEIVING COMBINE SERVICES	
A. FROM OUT OF AREA . . . . .	NA
B. FROM OUT OF STATE . . . . .	NA
12. EMPLOYERS RECEIVING COTTON-HARVESTING-MACHINE SERVICES	
A. FROM OUT OF AREA . . . . .	NA
B. FROM OUT OF STATE . . . . .	NA
13. FOOD PROCESSING EMPLOYERS RECEIVING PLACEMENT SERVICES . . . . .	NA
<b>SECTION E. OTHER SPECIAL SERVICES</b>	
14. LOCAL OFFICES WHICH HELD FARM CLINICS . . . . .	NA
15. DAYS ON WHICH FARM CLINICS WERE HELD . . . . .	NA
16. ISSUES ON FARM LABOR BULLETINS PUBLISHED	30
A. COPIES DISTRIBUTED . . . . .	36,000
17. STATE AGENCY'S WORK GUIDES DISTRIBUTED	
A. WITHIN REPORTING STATE . . . . .	NA
B. TO OTHER STATES . . . . .	NA
18. LOCAL OFFICES PARTICIPATING IN FORMAL COMMUNITY SERVICE PROGRAMS . . . . .	6
19. VOLUNTEER FARM PLACEMENT REPRESENTATIVES . . . . .	7

**STATE SUMMARY**

AGRICULTURAL REPORTING AREA OR LOCAL OFFICE

STATE OF NEW JERSEY

WORKSHEET A. TOWNS WITH DAY-HAUL POINTS OPERATED BY STATE AGENCY IN 19 67

1. AT POINTS OPERATED BY STATE AGENCY

2. AT POINTS ESTABLISHED (UNSUPERVISED) BY STATE AGENCY

TOTAL	NUMBER OF DAY-HAUL POINTS		NUMBER OF WORKERS TRANSPORTED		
	TOTAL	SCHOOL-AGE YOUTH	AVERAGE DAY	PEAK DAY	
				TOTAL	SCHOOL-AGE YOUTH
I	II	III	IV	V	VI
<b>1. At points operated by State agency</b>					
Bridgeton	1	0	95	290	0
Landisville	1	0	10	25	0
Camden	1	0	125	195	0
Atlantic City	1	0	60	130	0
Pleasantville	1	0	20	35	0
Mays Landing	1	0	10	15	0
Dorothy	1	0	5	5	0
Egg Harbor	1	0	15	25	0
Trenton	1	0	200	295	0
<b>2. At points established (unsupervised by State agency)</b>					
Port Norris	1	0	15	25	0
Trenton	1	0	90	120	0
Jamesburg	1	1	20	45	45
Englishtown	1	0	10	25	0

State Summary

AGRICULTURAL REPORTING AREA OR LOCAL OFFICE

STATE OF NEW JERSEY

WORKSHEET B. PERIODS OF DAY-HAUL ACTIVITIES OPERATED BY STATE AGENCY IN 19 67

1. AT POINTS OPERATED BY STATE AGENCY

2. AT POINTS ESTABLISHED (UNSUPERVISED) BY STATE AGENCY

TOWNS (FROM COLUMN I OF WORKSHEET A)	PERIOD OF OPERATION		NUMBER OF WORKERS ON PEAK DAY	CROP ACTIVITY	TYPE OF PROGRAM	
	BEGIN- NING DATE	ENDING DATE			SCHOOL- AGE YOUTH	OTHER
I	II	III	IV	V	VI	VII
<b>1. At points operated by State agency</b>						
Landisville	9/25	11/4	25	Sweet Potatoes (Pick)		X
Bridgeton	3/15	11/15	290	Nursery Stock (Dig, bag, weed, transplant) Lettuce (Set, weed, thin, cut & crate) Cabbage (Set, cut & crate) Asparagus (Cut, cut & bunch) Strawberries (Pick) Onions (Top) Snap Beans (Pick) Peaches (Pick) Peppers (Pick) Tomatoes (Pick) Cucumbers, Pickles (Pick) White Potatoes (Pick-up) Apples (Pick) Broccoli (Cut) Corn (Pick) Soybean (Combine)		X
Camden	7/2	11/4	195	Asparagus (Cut) Strawberries (Pick) Blueberries (Pick) Cabbage (Cut & Crate) Tomatoes (Pick) Snap Beans (Pick) Carrots (Pick-up, Top) Lettuce (Cut & Crate) Cucumbers (Pick) Peppers (Pick) Broccoli (Cut) Sweet Corn (Pull) Apples (Pick) Peaches (Pick)		X
Atlantic City	7/3	10/7	130	Blueberries (Pick)		X
Pleasantville	7/3	9/9	35	Blueberries (Pick)		X

State Summary

AGRICULTURAL REPORTING AREA OR LOCAL OFFICE

STATE OF NEW JERSEY

WORKSHEET B. PERIODS OF DAY-HAUL ACTIVITIES OPERATED BY STATE AGENCY IN 19 67

1. AT POINTS OPERATED BY STATE AGENCY

2. AT POINTS ESTABLISHED (UNSUPERVISED) BY STATE AGENCY

TOWNS (FROM COLUMN I OF WORKSHEET A)	PERIOD OF OPERATION		NUMBER OF WORKERS ON PEAK DAY	CROP ACTIVITY	TYPE OF PROGRAM	
	BEGIN- NING DATE	ENDING DATE			SCHOOL- AGE YOUTH	OTHER
I	II	III	IV	V	VI	VII
<u>1. At points operated by State agency (con't)</u>						
Mays Landing	7/3	9/9	15	Blueberries (Pick)		X
Dorothy	6/7	9/19	5	Strawberries (Pick) Blueberries (Pick)		X
Egg Harbor	7/3	10/7	25	Blueberries (Pick) Tomatoes (Pick)		X
Trenton	4/1	11/15	295	Nursery Stock (Dig,bag,plant) Strawberries (Pick) Blueberries (Pick) Tomatoes (Pick) Apples (Pick) Potatoes (Pick)		X
<u>2. At points established (unsupervised) by State agency</u>						
Port Norris	6/25	9/15	25	Strawberries (Pick) Blueberries (Pick) Snap Beans (Pick) Peppers (Pick) Tomatoes (Pick)		X
Trenton	4/11	11/15	120	Nursery Stock (Dig,bag,plant) Strawberries (Pick) Blueberries (Pick) Tomatoes (Pick) Potatoes (Pick)		X
Jamesburg	6/8	9/3	45	Strawberries (Pick) Nurseries (Dig,bag,plant) Tomatoes (Pick) Snap Beans (Pick)		X

State Summary

AGRICULTURAL REPORTING AREA OR LOCAL OFFICE

STATE OF NEW JERSEY

WORKSHEET B. PERIODS OF DAY-HAUL ACTIVITIES OPERATED BY STATE AGENCY IN 19 67

1. AT POINTS OPERATED BY STATE AGENCY

2. AT POINTS ESTABLISHED (UNSUPERVISED) BY STATE AGENCY

TOWNS (FROM COLUMN I OF WORKSHEET A)	PERIOD OF OPERATION		NUMBER OF WORKERS ON PEAK DAY	CROP ACTIVITY	TYPE OF PROGRAM	
	BEGIN- NING DATE	ENDING DATE			SCHOOL- AGE YOUTH	OTHER
I	II	III	IV	V	VI	VII
2. At points established (unsupervised) by State agency (con't)						
Englishtown	6/18	8/29	25	Strawberries (Pick) Blueberries (Pick) Sugar Corn (Pull) Tomatoes (Pick)		X

TABLE 4

State New Jersey

Table 4. Interstate agricultural migrant activities in 1967

Section A. Migrant Contacts			Section B. Individuals and Workers Represented	
Type	By Reporting State	With Reporting State's Residents	Type	In Sec. A, Col. III
I	II	III	I	II
1. Total .....	64	0	2. Total individuals .....	0
a. Crew leaders .....	62	0	a. Male, 16 & over .....	0
b. Family heads .....	2	0	b. Female, 16 & over .....	0
c. Other .....	0	0	3. Total workers .....	0
Section C. Worker Characteristics			Section D. Services Rendered	
Type	Number		Type	Number
I	II		I	II
4. Families .....	268		7. Total .....	
5. Unattached males .....	801		a. Scheduled by ES .....	
6. Unattached females .....	320		b. Requests for action .....	
			c. Other services .....	
			d. Validations .....	
			e. Information only .....	

Comments:

**TABLE 5. INTERSTATE SEASONAL AGRICULTURAL CLEARANCE ACTIVITIES IN 19 67**

ITEM	ORDERS		OPENINGS	
	EXTENDED (SEC. A) RECEIVED (SEC. B)	FILLED	EXTENDED (SEC. A) RECEIVED (SEC. B)	FILLED
1	II	III	IV	V
<b>SECTION A. REPORTING STATE AS ORDER-HOLDING STATE</b>				
1. Reporting State, Total .....	94	70	12,473	9,218
2. Applicant - holding States involved:				
Puerto Rico	6	3	10,006	7,474
Florida	76	60	2,185	1,597
South Carolina	4	3	67	29
Virginia	3	2	57	33
Georgia	4	2	58	8
Mississippi	1	0	100	77
<b>SECTION B. REPORTING STATE AS APPLICANT-HOLDING STATE</b>				
3. Reporting State, Total .....	8	7	2,119	206
4. Order-holding States involved:				
Virginia	4	3	2,040	127
Pennsylvania	3	3	70	70
Michigan	1	1	9	9
Signature _____ Title _____				

The New Jersey State Employment Service provides a complete program of farm labor recruitment for individual growers, as well as for farmer associations. No fee is charged to either the worker or the employer for this service. Farm representatives may be consulted at any of the offices. Those with full-time farm representatives are indicated by an asterisk (\*). Representatives from the Trenton and New Brunswick local offices are stationed at the special farm placement office in Robbinsville throughout the year. Seasonal farm placement offices are maintained in the Burlington, Hammonton, Vineland and Woodbury areas.

<u>Office Location</u>	<u>Street Address</u>	<u>Area Code</u>	<u>Telephone</u>
Asbury Park	500 Summerfield Avenue	201	775-1660
*Atlantic City	1433 Bacharach Boulevard	609	344-6504
*Bridgeton	22 Washington Street	609	451-6350
*Burlington	220 West Broad Street	609	386-0686
*Seasonal Office (Apr. to Nov.)	Magnolia Ave., Pemberton	609	894-2664
*Camden	910 Broadway	609	365-8820
Dover	10 South Morris Street	201	366-1422
Elizabeth	1115 East Jersey Street	201	352-8360
Englewood	11 Grand Avenue	201	568-9289
*Flemington	Hunterdon Shopping Center	201	782-3711
*Freehold	6 Throckmorton Street	201	462-0200
Hackensack	575 Main Street	201	487-6800
*Hammonton	110 Railroad Avenue	609	561-1290
*Seasonal Office (April to Oct).	200 North White Horse Pike	609	561-3468
Jersey City	87 Newkirk Street	201	656-6800
Morristown	5 Schuyler Place, P. O. Box 29	201	538-4260
New Brunswick	65 Morris Street	201	247-6300
Newark	1 Clinton Street	201	648-3326
*Newton	6 Union Place	201	383-2775
*Paterson	372 Broadway	201	684-8690
Perth Amboy	347 Maple Street	201	826-3400
Phillipsburg	Hillcrest Shopping Mall - Route 22	201	859-0400
Plainfield	525 Madison Avenue	201	756-1407
*Red Bank	48 East Front Street	201	741-5050
Ridgewood	32 Franklin Avenue	201	444-5804
*Salem	Shopping Center - Route 45 - RD-1	609	935-3711
Somerville	275 East Main Street	201	725-2600
*Toms River	36 West Water Street	201	349-2192
Trenton	8 East Hanover Street	609	292-6400
*Special Office (Year-round)	Rt. 130 at Woodside Road Robbinsville	{ 609 609	448-1053 586-4034
*Vineland	631 Wood Street	609	691-2200
*Seasonal Office (March to Nov).	Morton Ave., Rosenhayn.	609	451-3161
Wildwood	2602 Pacific Avenue	609	522-2450
*Woodbury	814 North Broad Street	609	845-6000
*Swedesboro (Apr. to Nov.)	Swedesboro Auction Anderson and Leahy Avenue	609	467-0316

