

SCENAIRIOS FOR ROLE PLAY

#1

Tom Jones- Farmer/Seller
Martha Jones- Tom's wife
Jimmy Jones- Tom's son
Jake Edwards- Tom's friend

Prospective buyers at market- Role played by rest of class

Tom is a fruit farmer concerned mostly with the harvesting of strawberries in the late 1930's. This summer Tom has had enormous success with the quality of his harvest; the strawberries are plump and the best he has seen in years. Tom's wife and son are his main source of labor for picking and packing the berries. Living in the area of the Benton Harbor Fruit Market, Tom is aware of the potential to sell his harvest at the Market for competitive price. However Tom is not the only one who has turned out a magnificent crop, and strawberries are hardly a rarity, and found that the competition is more than fierce. For two days straight Tom, Martha, and Jimmy have watched their hard work melt away in the summer's sun. Fearful of losing his entire season to competition, Tom considers his options: wait it out at the market, or try his luck at setting up a roadside fruit stand to make some money. The only problem is that the Jones' farm is on a less traveled road with little to no traffic. Tom's friend Jake Edwards however has a house in downtown St. Joseph, and offered Tom the chance to set up a stand in his front yard.

Role Scenarios

- What should Tom do?
- Should Tom give Jake a cut of his earnings?
- What suggestions or input might Martha and Jimmy have that would affect Tom's decision to stay at the Market or try the stand?
- What reasons do the buyers at the Market give Tom as to why they do not want his fruit? (ex.: price, quality of fruit, etc.)

SCENAIRIOS FOR ROLE PLAY

#2

John Stevens- Welch's Representative

Alan Weber- Local juice producer

Dan Hardy- Grape farmer

Rest of class plays the role of migrant and seasonal workers

Dan Hardy has been a grape farmer his whole life, working the farm that he inherited from his father when he passed away. For as long as he can remember the crops produced on the farm have gone to the local fruit juicer Happy Time Juices. Alan Weber from Happy Time Juices stops by the farm one day to make sure that Dan was planning on making a deal again this year to supply him with a crop of grapes. Just as every year in the past Dan tells Alan "of course, you know you always have a deal with me as long as I am alive!" The two laugh and the verbal contract is agreed upon. Dan told Alan when he can expect the harvest. Almost one week later, Dan sees a fancy black Cadillac pull in his driveway, and a man dressed in a black suit step out. Dan goes out to greet the well dressed man, and the man introduces himself as John Stevens, director of sales and operations at Welch's. Dan's ears perk up immediately recognizing the well known name of Welch's. Mr. Stevens explains his interest in Dan's grape crop, and makes him an offer. Remembering his verbal agreement with Alan Weber, he declines the offer after explaining his prior agreement. Immediately Mr. Stevens doubled Weber's original offer, and having just taken out a loan from the bank, Dan could not pass it up. There was only one catch though, Welch's requires their grapes to have the highest possible sugar content, achieved by leaving the grapes on the vine as long as possible, very dangerous as Dan knows after having lost two crops before to frost. Dan was willing to take that risk considering the amount of money at stake. The deal was struck, and Dan only had to wait. Dan and his crew of 44 seasonal workers, 38 of which were migrant workers, kept a close eye on the crop to maintain it and ensure a quality end product. Finally, the day came when Dan would have started harvesting the crop for Happy Time Juices, but he knew he still had to wait about three more weeks until the grapes meet the expectations of Welch's. Two nights before the harvest, the area was hit with a very hard frost, ruining nearly 80% of his crop.

- How should Dan break it to Alan Weber that he backed out on the deal they made?
- Should Alan be mad, considering they only had a verbal agreement and not a signed contract?
- What will Dan tell his workers, considering their wages relied on the money from Welch's? How will they react?
- How is Dan going to make payments on the loan he just took from the bank?
- Was it a smart decision for Dan to take the risk that he did?