Cranberries in the Hands of the Buyer.

I have been asked by our Secretary to prepare a paper for this meeting. The suggestion given me was a comparison of berries from different districts as well as how they appeared to the buyer after they reached destination.

Now I am at a loss to know just what to say in this respect. Before commencing this season with the American Cranberry Exchange, I made a four weeks' visit in New Jersey and Cape Cod, principally to familiarize myself with the berries that were being packed at these points and to form acquaintance with the Eastern growers. After our own picking season was about over and Cape Cod growers commenced to ship their early berries, I then reported at the head office that I was ready for business, and have, since the season opened, visited the following cities: Des Moines, Iowa, Omaha and Lincoln, Neb.; Kansas City and St. Louis, Mo.; Topeka, Kan.; McAlistier, Oklahoma; St. Paul, Minneapolis and Winona, Minn.; LaCrosse and Milwaukee, Wis.; Grand Forks and Minot, N. Dakota and other points. At Kansas City, Omaha and Minot, N. D. the Sales Co. was particularly interested in some cars of Jersey Cranberries. These berries apparently encountered unfavorable conditions when being gathered and packed and in consequence caused a great deal of trouble and it was necessary in Minot in order to handle the car in that small market to express a cranberry mill from Chicago and mill the entire car. With the wait for the mill while in transit and the time of work itself, this took two whole weeks and while on this job, I had plenty of time for reflection as to what I considered the needs of the cranberry growers.

Realizing that these berries had been gathered and shipped under unfavorable conditions, I am more than ever convinced that it is necessary for growers everywhere to take advantage of the most favorable conditions they can possibly get, in the gathering and cleaning of their berries.

I found by observation of the berries at different points that in many instances, I doubt very much if the grower himself would realize that they could get in as poor condition as they do in such a brief time. At some of the other points I was able to inspect a good many of our Wisconsin berries and I am pleased to say that in most instances the Wisconsin berries gave very good satisfaction this season. I have had a great many compliments from different dealers upon the splendid grading system that Wisconsin has and yet I found that it is possible for mistakes to occur by Wisconsin growers as well as both Cape Cod and New Jersey Growers. It is undoubtedly a fact that when the crop is a liberal one, the general average of the berries is better than when we have a light crop. It is possible to do a better job of grading and sorting when the grower has a liberal quantity to sort from, and in this respect I believe the Eastern growers had more difficult conditions to fight against during the harvesting period that we had in Wisconsin.
and in consequence there was more complaint on account of the quality of Eastern berries than is usual and a much larger percentage of complaint in proportion than from us on Wisconsin berries.

On my trips to these different points some of which I visited two and three times during the season, I also made it my business to visit the retail stores for the purpose of learning how the berries were being consumed; whether the trade were taking them freely or not, and I am convinced from these observations that there is an increase in the consumption of berries by people who have "educated themselves to prepare, cook and serve the berries. They in my opinion, eat them throughout the season and are gradually learning to like them for other things than a side dish for a turkey or chicken dinner.

In visiting the jobbers in these various points, the jobber being the only merchant that the Sales Co is having any business with, I find that they are slowly educating themselves to the proper care of cranberries. The handling of perishable products by the commission merchant and the wholesale grocer is such that they usually figure on turning over everything of this description quickly. The two principal exceptions to this rule are apples and cranberries and in consequence they are educating themselves to the proper care of these two commodities and as stated before, I believe all jobbers are now more familiar with what is necessary in this regard, than they were five years ago. At least, nearly all of them are frank enough to tell me that they understand the cranberry business better and I believe this will be a help to the distribution of increased quantities of berries that is surely and steadily coming, but, I find that the retailers in many instances are very neglectful of some of the very necessary points that are essential in keeping the berries in good condition while in the retailers hands and in this connection I am pleased to say that I saw some Wisconsin berries that were shipped by one of our growers, Mr. A. C. Bennett that had a neatly printed label pasted on the barrels instructing the dealer what it was necessary to do and where the best results would be realized in keeping the berries for a period of weeks, and I think this would be one of the good things for all Wisconsin growers to adopt. The expense would be but a trifle and it would be the means of educating the retail merchant who received a barrel of berries with the proper instructions stated on the outside of the barrel, to realize that the berries would give better satisfaction to his customers if they were properly cared for while in his possession. As a rule, in the cases where I found cranberries either from Wisconsin or from Eastern points that were not in perfect condition, and in tracing down the cause for same, in almost every instance they had encountered some unfavorable condition either at the time of cleaning and picking, or at the time or previous to the time of harvesting; in other words, an inherited condition had caused them to be unsuitable for anything but quick consumption, and I am convinced, that properly gathered, carefully graded
and well packed cranberries will reach almost any destination in the United States in perfect condition unless they encounter extreme heat or extreme cold while in transit. 

Andrew Bissig.

Discussion of the Various Subjects.

In regard to the killing of ferns with the use of sulphate of iron, the discussion brought out the fact that it was practically impossible to weed them out by hand and that the solution should be poured on the infested spots and stamped down. While this seemed to hurt the vines some it did not kill them out, but the ferns must be killed as the bog was of little value when the ferns began to grow. It was suggested that the spots be marked, and in early spring before the young growth had started, the ground be thoroughly saturated.

Mr. Malde stated that he had never found fruitworms alive in the cocoons in June. At Madison in the hot house they had come out in February but that it might be possible that they could stay in the cocoon until June and July. The fruitworm was the hardest to control, the other worms came at times when water could be used without danger.

In planting vines on sanded bog the vine should be pushed through the sand and one inch into the muck or peat.

Though the season of 1911 had been most favorable for the growth of vines, Mr. C. R. Treat had not had a good growth either on sand or peat, and in the discussion it developed that the vines might have become too dry to have great vigor but not enough to kill them. Great care must be taken that they do not become too dry or overheated which quickly spoils them; if piled loosely a hot wind affects them. Prolific vines mowed in Michigan in October had grown well.

Mr. Malde said that he had never used dry salt to kill weeds. Acid weed killer was the best. On being questioned as to the best thing to do with a sand island Mr. Malde said he would scalp it low, then put on peat and re-sand.

In regard to questions about the tip worm Mr. Malde said that it was showing up extensively about Cranmoor. The effects are similar to a light frost; the new growth looks red, the worm takes the juice by absorption and a remedy was hard to find as it was impractical to completely submerge the vines in water at the time it would be effective.

Judge Gaynor said that artificial methods were of no value in Wisconsin that nature provides checks and preserves the equilibrium between the different forms of life and growers must look to natural means for suppressing worms.

Mr. Richard Rezin said that he had suffered great damage from the fruitworm, but had had none for the last two years. His method was to flow about one inch deep the last week in May, would take the water off early in the morning and repeat every three or four days until about the 10th of July, it had not hurt the crop. Three years