

Sturgeon Bay Brand. Of the cherries produced, a relatively small percent is sold as fresh fruit. Strawberries and apples also are marketed. Growers may purchase through the co-op supplies such as nursery stock, fertilizer, insecticides, ladders, and containers. The co-op sold products amounting to almost \$520,000 in the fiscal year ended June 30, 1939, and supplies aggregating over \$40,000.

In Door County the number of local cherry pickers is augmented every summer by four or five thousand who flock there from other places. A number of orchards are so large that each employs from 500 to 1,000 pickers, who live in standardized camps, paying a stipulated sum for lodging and board. In addition to maintaining a camp, an orchardist may provide extra services such as medical care, a full program of sports, entertainment, and free transportation to town, to church, or to bathing beaches.

### Northern Wisconsin Cooperative Tobacco Pool Carries On

The Wisconsin River is a dividing line between two tobacco-producing districts. North and west of the river the so-called northern Wisconsin tobacco is grown; and to the south and east of it, southern Wisconsin tobacco. The tobacco produced in Wisconsin is classified as cigar binder in the trade. The two types produced in the State are referred to as types 54 and 55. Type 54 is produced in the southern part of the State. While the two types are similar in general appearance, northern Wisconsin tobacco produces thinner and finer binders. Leading in the production of the northern



*In its large warehouse at Viroqua, Vernon County, Wis., the Northern Wisconsin Cooperative Tobacco Pool sorts and grades its leaf tobacco in preparation for merchandising.*

tobacco are Vernon, Crawford, and Trempealeau Counties; the bulk of the southern crop is raised in Dane, Rock, and Columbia Counties. Tobacco raised by growers in the northern section is sold cooperatively by an association in Vernon County; there is no cooperative in the State now handling the southern type.

In 1922 when prices were low after the World War, Wisconsin tobacco growers of both the northern and southern districts organized the Northern Wisconsin Cooperative Tobacco Pool, a State-wide cooperative to warehouse and sell their tobacco. During the period from 1923 through 1936, sales handled by the pool varied from a maximum of more than \$3,000,000 to a low of approximately \$120,000. In most of these years the membership was six or seven thousand. By 1936, however, because of serious marketing difficulties that had developed during the economic depression and large tobacco stocks in storage, many growers, particularly in the southern district, had become dissatisfied. At the annual meeting held that year members

voted to discontinue State-wide operations, and the growers in the southern district were released from delivering their crop to the association. The group of northern growers viewed the situation more hopefully and decided to continue operation of the association after making certain changes in operating methods. They wished the option of marketing their own tobacco, and to have the co-op make settlement on an individual basis for sales that it made. Provision was made for this method of operation, and pooling was practically discontinued. The more than 700 farmers now patronizing the association consider that the new operating method has been very successful.

The association marketed over 3,000,000 pounds of the 1939 crop, sales aggregating more than \$485,000. The manager sells when he considers that he has a fair price. The marketing charge must not be more than 1 cent a pound, and may be less. For 1939 stemming grades the charge of  $\frac{1}{2}$  cent a pound was fixed by the board of directors. In marketing stemming tobacco, the manager disburses funds after all tobacco of like type and grades has been sold, retaining a charge for operating expenses. In sorting tobacco sales, however, each lot is an individual sale. For example, if one member has 75 bundles of sorting tobacco which sells for 18 cents a pound, the farmer is immediately paid 17 cents a pound and does not have to wait until all 18-cent tobacco is sold.

A 5-year continuous contract is in effect. This contract runs for a period of 5 years from June 1, 1937, but unless either party notifies the other in writing on or before January 1 of the last

year of the term of the contract, it is operative for an additional 5-year period. Nevertheless, during the month of June each year the grower may give notice in writing to the association that he desires to market his crop himself and thereupon he is entitled to make the sale of his tobacco produced that year. Incidentally, if the grower exercises this privilege, he agrees to pay the association 1 cent per pound on tobacco sold by him. The co-op maintains a headquarters office at Madison, and a branch at Viroqua in Vernon County, where its warehouse is located.

### Wool Co-op Conducts State-Wide Business

*Wisconsin Cooperative Wool Growers Association.*—Operating on a State-wide basis, the Wisconsin Cooperative Wool Growers Association is marketing the wool and mohair of the more than 2,900 members who own and control it. It has members in each of the State's 71 counties. The association maintains an office at Portage, in Columbia County, operates some 60-odd wool-receiving agencies at country points throughout the State, and assembles wool in its warehouse in Milwaukee.

Growers may send their wool to Milwaukee by several methods of transportation. They may haul their wool there, or haul it to one of the receiving agencies from which it is picked up by truck, or they may ship it directly by a commercial trucker or by railroad. If a grower resides in any one of about 20 counties in southeast, east, and central districts, he may have his wool picked up at the farm by truck. Bags and twine for packing the wool may be