

Bennett, Stansbury, Kruschke, Braddock and others.

A committee consisting of A. C. Bennett, G. H. Stansbury and W. S. Braddock were appointed to perfect some system of advertising as outlined in Mr. Bennett's paper.

Mr. Bennett then produced some badges printed with gold letters the legend:

THE  
AMERICAN CRANBERRY,  
THE HEALTHIEST FRUIT ON EARTH.  
*Containing an acid Combination  
not found in any Other  
Fruit.*

Also having a good representation of a bunch of cranberries and thought one thousand of them judiciously scattered about the World's Fair grounds would do much to advertise the fruit. It was moved and carried that an assessment of five dollars be levied on each member for advertising purposes. On call for ayes and noes, every member present voted in the affirmative.

The Treasurer having informed those present that while he could reasonably expect each and every member who had voted aye to pay the assessment that there was no way in which he could force payment from members who were absent. It was finally decided that the Secretary make an appeal in the published report of the meeting, for subscriptions of \$5.00 or less for advertising purposes at and during the World's Fair.

The meeting then adjourned until 1:30 P. M.

AFTERNOON SESSION.

Before the meeting was called to order Mr. Bennett showed models of the following devices for the purposes named:—

A device for cutting a ditch perfectly straight, with sides at an angle of  $45^{\circ}$  and the material put into a dam, all fitting like brick work.

A model of a ditcher for making surface drain and irrigating ditches without removing any sod.

A perpetual muskrat trap to be used in the gates that will catch all that enter and is always set.

Also a machine for estimating the fruit on any number of acres accurately.

Mr. Skeels exhibited a gate or sluiceway that is extremely simple, cheap and effective. The writer having used no other kind of gate for several years knows whereof he speaks.

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Mr. A. ~~X~~ Bennett then presented a paper on "how to put up berries well and cheaply," as follows:—

"The question "How to put up Cranberries good and cheap," is one that requires some thought and also some experience. If we have the berries, it is not a very hard task to but them up good, it is still easier to put them up cheap instead of good. But when we combine the two our task is still harder.

We all know that if we can put berries in the barrel for \$2.50 per bbl. and sell them for \$6.00 that we make a profit of \$3.50 per barrel. We also know that if we can put our berries in the barrel for \$2.00 and sell them for the same price that we will make an extra fifty cents per barrel.

The pickers also know that hay and moss will fill the box faster than clean berries and some of them will roll it up into bunches and put it in the center of the boxes if they think the boxes will be paid for all right. There are others I am glad to say that pick the berries as clean as possible and try to do what is right.

As with the pickers so with the cranberry growers. There are some who are simply after the money and leave as many soft berries as they can and have them go through all right and it makes a difference of from 25 to 50 cents per barrel in the cost of putting up the berries, whether you hand pick and take out all the soft berries or put them up just as they run through the mill.

There are others that want their berries as good as they can possibly be made and the very best is none too good for the firms that handle them.

Still we blame the man who buys to this extent: that he makes no difference in price between the man who makes his berries good and the man that leaves three or four quarts of soft berries in every barrel; and he will sometimes say to the grower:—"The firm that I am buying for allows me to pay only this one price but in order to get your berries, I will take them just as they are run through the mill and give you the same price for them, which is worth from 25 to 50 cents more to you on every barrel, than if you looked them over and took out the soft berries."

Is not that encouraging the grower to put up poor berries? If there is but one standard to buy cranberries by, make that standard as high as possible and reject all unsound berries until they are sorted to the standard or else pay less than the standard price for such berries. Berries should be put up as good as they possibly can be when they

leave the marsh and by the time they are retailed out they will be poor enough.

Many of our merchants here in Wisconsin are handling the eastern berry in preference to ours. One merchant in LaCrosse told a man this fall, that went to his store to sell him some berries, that he would not handle any more Wisconsin berries. He said that the last barrel he bought was about one-fifth rotten. He had to pay a little more for the eastern berry but they were larger and he could sell more of them. Be sure and put your berries up good even if they cost you a little more than you think they ought to.

In order to put berries up good and cheap, you need to have the very best tools to work with. Your buildings should be convenient to do the work in. Your mill for cleaning should be the very best. You should see that your pickers fill your boxes with berries instead of moss and hay. Have your boxes of such a size that three of them will clean up one barrel of berries, so as not to fall short a hundred barrels or so after you have the crop gathered, on account of the boxes not holding out.

Another important point is, raise a good many berries on an acre and have a good many acres close together. Have plenty of water on frosty nights and see that the berries are well covered so as not to have to pay for picking frozen berries and then pay for sorting them out. Put your berries up as cheap as you can and have them good, and you will find the profit in a better demand for your berries."

The committee on program for the next annual meeting reported as follows:

"Our Market, Present and Future."—G. H. Kruschke.

"What has the World's Fair done for us?"—A. C. Bennett.

"Meteorological Observations."—R. C. Treat.

"Our Water Supply, Past and Future."—Andrew Searls.

A vote of thanks was tendered to Messrs. Bennett and Kruschke for the instructive papers presented; to the City officials of Grand Rapids for courtesies extended; to the various railroad companies for carrying the frost warning signals and for statistics of crop shipments furnished, and to the director of the State Weather Bureau for the interest shown in sending special frost warnings.

The Secretary was instructed to procure if possible enough copies of the N. J. Agricultural Experiment Station

Bulletins K to mail each member a copy.

The balance of the session was mainly devoted to discussion on the drainage laws, and whether anything could be done to better them.

After voting to hold the next annual meeting on the second Tuesday and Wednesday in January, 1894, at Grand Rapids, and to leave a selection of the place for holding the August convention to the executive committee, the meeting adjourned.

J. H. TREAT, Secretary.



