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Wisconsin State Cranberry Growers Association
Grand Rapids, Wisconsin: Wood Country Reporter Press,
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**WISCONSIN STATE
CRANBERRY GROWERS'
ASSOCIATION.**



Twelfth

Annual

Proceedings

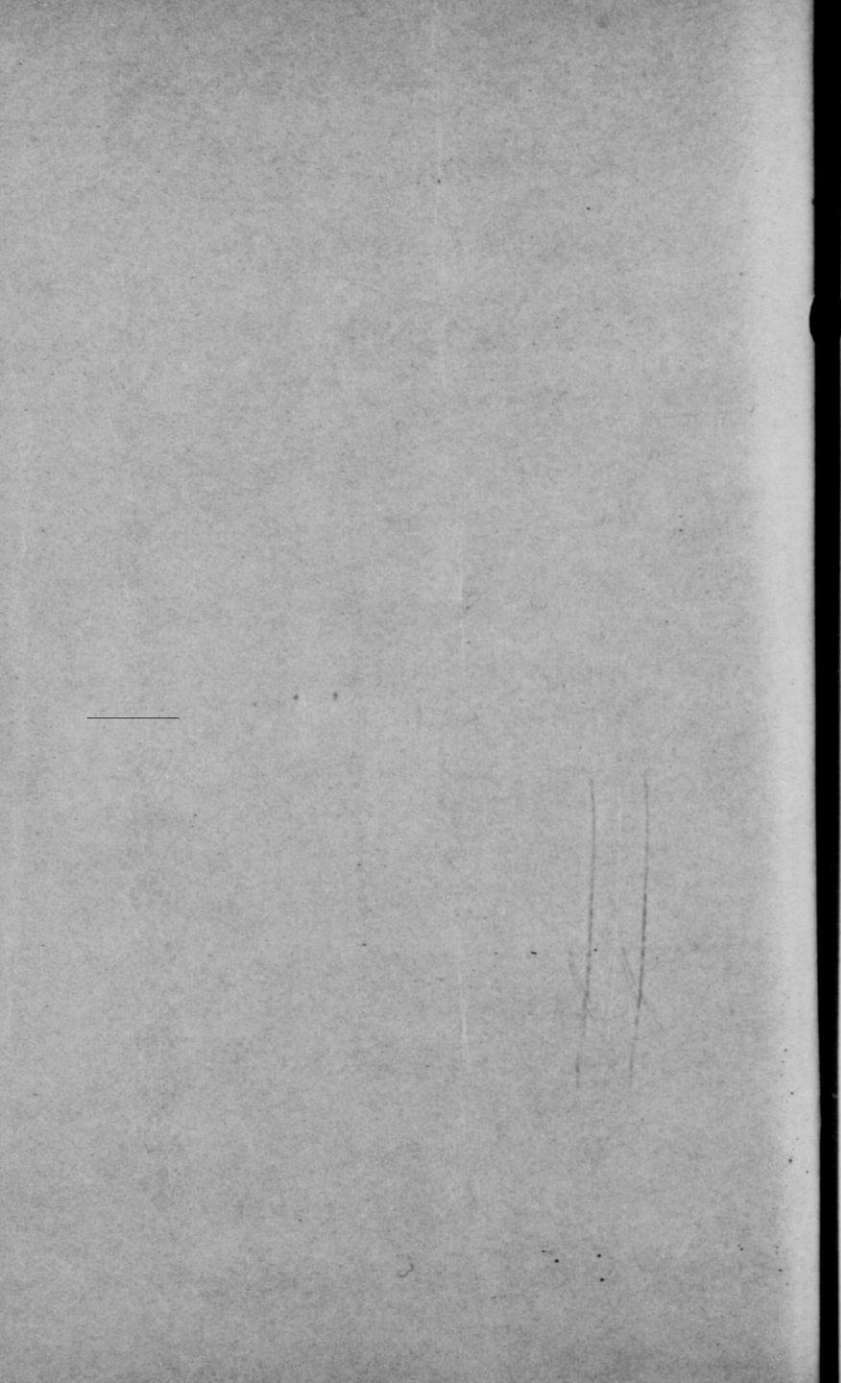
1898-1899.

Annual Convention:

Gaynor's Marsh, August 16th.

Annual Meeting:

Grand Rapids, January 10th.



WISCONSIN

State Cranberry Growers'

Association.

Twelfth Year--Sessions of 1898-9.

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Grand Rapids, January 10th, 1899.

A. C. BENNETT, President, Grand Rapids, Wisconsin.

E. P. ARPIN, Secretary, Grand Rapids, Wisconsin.



LETTER OF TRANSMITTAL.

TO THE HONORABLE EDWARD SCOFIELD,

Governor of the State of Wisconsin:

SIR: I have the honor to submit herewith in requirement of law, the Twelfth Annual Report of the Wisconsin State Cranberry Growers' Association, containing papers read and discussions thereon, together with an account of moneys received and disbursed for the year 1898.

Respectfully yours,

W. H. FITCH, SR.,

Secretary.

Grand Rapids, Wisconsin, January 10, 1899.



PROCEEDINGS

Of the Annual Convention Held at Gaynor's Marsh
in August.

GAYNOR BROTHERS' MARSH, Aug. 16, 1898.

A large number of the cranberry growers and their friends met pursuant to call of meeting.

After partaking of an excellent dinner served by the ladies in the vicinity, meeting was called to order at 2 p. m. by President A. C. Bennett and Secretary E. P. Arpin.

Minutes of previous meeting were adopted.

President Bennett read the following interesting address:

GAYNORS' MARSH, Aug 16, 1898.

Ladies and Gentlemen: About one year ago you took me by surprise with your picnic display. Today I had hoped to surprise you all by the increased attendance at this meeting of our family and friends. I told you at that time that we should return to the normal condition in regard to moisture and rainfall. With three-fourths of this earth covered with water, there is plenty of it. Its irregular distribution at times is transitory, like sickness and many other things in this world, but the tendency of all nature is to restore to a healthy normal condition and this season has satisfied us that the rain sprinkler is now in good order and we may confidently expect to receive our share of rain and snow for several years. Don't imagine that because we have had plenty of rain this summer that we shall have a small amount of snow this winter. Snow comes from moisture in the air. Moisture in the air comes from the earth, and it is only a wet earth that can give moisture to the air. I predict an old fashioned winter with plenty of snow.

I have observed, in my short life, that several times changes of wet and dry came in periods of about ten years, and on the Great Sahara desert it is a fact that copious

rains fall once in about ten years, with irregular freaks, sometimes going twenty years without rain and sometimes raining in five years. Ten years ago in southern California they had, during their rainy season, an unusual amount of rainfall, then moderate rains for nine years more, then, the past season, none and now they have no hopes of any until next December or January and in July everything was as dry as ashes.

There are a number of things that demand our attention at this meeting:

First, the size of the future barrel. This was decided in the east last January and fixed at 16-inch head, 17 $\frac{1}{2}$ -inch bilge and 26 $\frac{1}{2}$ -inch height inside measure, the total height of the completed barrel being 29 inches, and we were asked to make our Wisconsin barrel to conform to this size and an effort was made to secure staves of sufficient length to do so. Failing in this, one of our members sent to H. P. Stanley & Co. of Chicago and obtained from them another size of Cape Cod barrel which holds a trifle less saving 1 barrel in 59 barrels, but is better shape and for which staves can be secured near by. It was measured by the cooper and found to be 16-inch head, 18-inch bilge and 25 $\frac{1}{2}$ -inch height inside measure and total height of the completed barrel 28 $\frac{1}{2}$ inches and this will be the size of barrel used at Berlin and probably throughout Wisconsin.

Second item for consideration is the method of selling berries. It has been demonstrated in New Jersey for the past four or five years that cranberries can be sold by association through one man to a great deal better satisfaction than where each, in selling, competes against his neighbor. Last fall an organization of this kind was formed in Wisconsin with only a few members and they wanted to hold their berries in the small Wisconsin legal barrel at the price of the larger Cape Cod barrel. They were allowed to hold them, and did so until they were obliged to accept the market price. The organization is a good thing and in time will be a success, but until it gets fairly in working order we ought, in justice to ourselves, to limit the number of members and refuse admittance of even some of the most desirable growers if thereby we should be in danger of overloading the machine. It is better to start in on a small scale and learn to do our work well. When our ability has been tested, then will be time enough to admit more members and we hope that parties who are refused admittance will take this view of it and not be offended. While I firmly believe if I owned every berry in Wisconsin I could sell them all inside of sixty days to my entire satisfaction, I as firmly believe that while you different individuals own them and set your own price on them instead of accepting the market price, I would prefer to buy what berries I wanted to sell and wait until you realized that if you get eastern prices you must give eastern quality and eastern quantity. The salesman of the Eastern association is allowed, when the company

is not able or is unwilling to sell at the market price, to fill his orders from outside parties in order to hold his trade.

When returning from my eastern trip this summer, between Buffalo, N. Y., and Cleveland, Ohio, for two hours I passed through the great grape growing district along the southern shore of Lake Erie. Two hours ride on express train means 100 miles. The country is nearly level with very little timber and on both sides of the railroad as far as the eye could reach there was an endless sea of grapes. These grapes are many of them all sold through one organization, called the Chautauqua Grape Growers' Union, with headquarters at Brockton, N. Y. It has been a success from the start, all grapes are inspected, are full weight, they have an established reputation and command the highest price.

Third. Hiring pickers. This is done in the east in some cases upon a regular basis as to price, with an agreement that any picker quitting before the picking is finished forfeits 10 per cent. A better plan would be to hire at a certain price and with the agreement that all who stay through shall receive an extra 10 per cent.

Fourth. Treatment of pickers. One of our neighbors to whom one of our pickers applied for a job, replied, *no*, you have been at work for Bennett and you go back there and stay until they are done, then come here and we will take you, but not now. It is better to let such pickers go home than to add them to a contented crew, for such persons are disturbers of the peace wherever they go. Get crews large enough so you can well spare one quarter of them and let all discontents leave at once. There always will be some who never ought to have come.

Fifth. Standard picking boxes. With the use of our larger barrels there comes a necessity of uniform picking boxes, which should be large enough so that when cleaned three boxes will fill the barrel without having to fill the boxes so full as to be inconvenient handling.

Sixth. Berries should be sold at retail by weight, 32 pounds to the bushel, one pound to the quart, and I am glad to find that every retailer in Centralia and Grand Rapids is in favor of a law to that effect. This will give to the consumer 16 ounces for a quart instead of 14 ounces as he now gets when measured in the tin cup. Thus they eat one-seventh more cranberries, as they will buy just as many quarts and probably will buy more.

Seventh. The change of the situation in the east. In Cape Cod the discovery of the Early Black marked an era that has affected the entire cranberry growing districts of this country. Fortunately the craze has been confined to Cape Cod, and there the neglected fields of Early Blacks show clearly that they are no longer profitable. The new plantings of this berry produced large fruit and fine crops, now this condition is changed. No more new bogs of Early Blacks are being planted, the old matted vines are

being neglected and the result is they are yielding a very inferior berry compared to the Early Blacks of a few years ago and the increase of population will soon balance with their diminished production, and even now their diminished size makes them no longer feared as competitors except in the early market.

Eighth. The general outlook for prices, etc. The country is in a very prosperous condition with crops unequaled, except that apples are very short. In the course of over two thousand miles of travel I must say I never in my life saw finer crops. The apple crop being short leaves a better outlook for prices on cranberries and a more ready market also. The fact that cranberries advanced in price later in the season will have its effect in inducing retailers to buy on the early market.

Ninth. I wish to suggest a few items affecting our experiment stations. When we take man or any animal from the northern climate and place him in the south he soon becomes indolent like the natives there, but his real nature is not changed at once, his physical organization changes first. If we take our Greening apples and try to raise them only a few hundred miles to the south they become fall apples. The Irish potato becomes soggy and worthless in a southern climate but in time each may become acclimated and much improved. So with cranberry plants brought here from northern Canada or Alaska we should expect them to ripen early at first but gradually to change their size and time of ripening to a certain extent. It is from such sources that we may expect to obtain our hardiest varieties and such as will, under improved conditions, continue to improve. From the survival of the fittest, under adverse circumstances, we may select better species than can be secured from the pampered products of more favored climates, but great care should be taken to look sharp for foreign enemies on all vines sent to our experiment station. The gypsy moth, from a few imported eggs, in twenty years spread over thirty townships in Massachusetts and that state has spent over a half million dollars in the effort to destroy it and is now asking for \$200,000 more. A very little care at the first would have saved it all.

Now, that we have bearing vines on the station I would recommend that it be so divided up as to allow of experiments in regard to flooding during winter and the proper stage of water during the summer and the necessity of aeration or of letting air in about the roots of the plants. What is the effect of keeping the water too high and what effect is produced by keeping the water too low; the effect of early flooding, late flooding and no flooding? In Cape Cod well informed growers say 6-inch flood is as good there as more and I saw there nice vines that had never been flooded but the fruit worm had taken possession of the berries and evidently was fast spreading over the rest of the piece. We have this year an experiment in flooding on the station with water filled with millions of

seeds of grass and weeds, which I would not ask them to repeat.

There are within two miles of here marshes widely differing in composition, from the light, spongy bog, which lets water and air through it like a cushion of hair, to a bog that is like wax which almost excludes both air and water. To say that each of these extremes can be treated alike is a fatal mistake. What we want our experiment stations to show us is, what are the best possible conditions for growing vines that will produce the greatest amount of good marketable fruit. Let us have facts backed up by actual experiments and contrasted with other conditions less favorable, so that when we visit these stations again the eye may be able to realize what are the best possible conditions.

I would also suggest that our experiment stations this fall make some experiments in regard to sprinkling as a preventative of injury by frost, using on one patch water alone, on another water containing a small amount of salt and noting the effect and time of application, temperature, etc.

I have many other suggestions but think I have already said more than my share and had better keep still and give others a chance, which I hope all will improve. Tell us what new facts you have learned in the past six months or ask us what you would like to know now or at some future time. In the council of many there is wisdom.

The subject of adopting the Cape Cod standard barrel for Wisconsin was taken up.

Mr. Braddock stated that his company had used the Cape Cod barrel to good advantage last season.

Letters from H. P. Stanley & Company of Chicago and A. J. Rider of Trenton, N. J., in regard to suggestions for size of standard barrel were read.

Discussion by C. J. Kruger, A. C. Bennett and others followed.

Upon motion made by Mr. Braddock, which was duly adopted, the association adopted the Cape Cod barrel as the Wisconsin standard. Size being as follows:

Head (inside measurement).....	16 inches.
Bilge do do	18 do
Height do do	25½ do
Chime do do	¾ do

Mr. J. A. Gaynor made verbal report as to Cranberry Sale company, and requested all members interested to meet after the association session with the idea of organizing a sales company.

Subject as to the size of crate was fully discussed. There seems to be different sizes of crates used by the different growers.

Upon motion made by J. A. Gaynor, the New Jersey crate was adopted as the Wisconsin standard crate, same being $7\frac{1}{2} \times 12 \times 22$ inches (inside measurement.)

Mr. Braddock moved that the executive committee be instructed to secure the enactment of a law by the coming legislature, making the above barrel and crate the legal standard for Wisconsin.

After some discussion the motion was duly carried, and the committee so instructed.

The executive committee were also instructed, by a resolution duly passed, to secure the passage of a law making the standard bushel consist of 32 pounds, and which was adopted as the standard bushel for this association.

Upon motion duly made and seconded, Messrs. Gaynor and Braddock were elected to act with the executive committee for the purpose of securing the proposed legislation.

A number of growers gave the size of their different picking boxes. It was impossible to secure an agreement whereby all would have one sized boxes. The box as used by Mr. Bennett seemed to be about the average and most desirable size, same being $11\frac{1}{2}$ inches wide, 13 inches deep and 18 inches long.

The approximate reports on the crop for the state are as follows:

Mather.....	3,700 barrels
Valley Junction.....	1,400 "
Cranberry Center.....	1,350 "
Nekoosa.....	80 "
Cranmoor.....	2,720 "
Elm Lake.....	2,450 "
City Point.....	580 "
Black River Falls.....	150 "
Berlin.....	8,000 "

Total.....20,430 barrels

Grantsburg, Spooner and a few other points were not heard from, these will probably raise the estimate fully 1,000 barrels.

The president submitted letters received from Geo. H. Kruschke, Dr. Stansbury and others, and same were requested to be spread upon the minutes:

APPLETON, Aug. 13. 1898.

Dear Mr. Bennett: It would afford me great pleasure to accept your kind invitation to become a guest of your family and attend next week the meeting of the Cranberry association, but professional duties will not permit. As regards the crop in our section I will give you such data as I have at hand.

Emory Stansbury & Hamilton marshes shipped last year, 112 barrels; this year we expect 700 barrels. Appleton Cranberry company, last year, 288 barrels; this year we will have 500 barrels. Geo. H. Stansbury, last year, 190 barrels; this year he will likely have 500 barrels. Mr. Tuttle, I learn, expects this year 800 barrels; I think last year he had about 600 barrels. Mr. Case shipped last year I think about 1,100 barrels; this year he will have 500 to 600. Hoffman, I have not seen any estimate but I think his crop will be better than last year. Mr. Plummer, on Geo. H. Stansbury's marsh, writes that Baker & Mines, south of Mather, will have good crop. Purdy marsh at Valley Junction is reported as having a good crop.

The morning of the 8th and 9th of July the thermometer recorded on the Appleton marsh 37° but no injury was done. The morning of July 10 the thermometer went down to 40°. Mr. Straight was up all night and as the 37° temperature a morning or two before did no injury he did not turn on the water—we had abundance. We lost on company marsh, where it was mossy, between one and two hundred barrels, on my own marsh we lost I do not know just how many on mossy spots. No injury was done anywhere else on either marsh only on mossy spots. Mr. Case has thirty acres, scalped in 1890 and 91, heavily vined, but, to my notion, he failed to properly ditch it, consequently it is a moss bed. Reports placed his loss at half of his crop.

We have marsh on company that will bear this year. This will be the first crop this piece has produced for five years. So thoroughly winterkilled that there was no sign of life for three years.

About the middle of July, Straight noticed something was working on a five acre piece of marsh where he had a good show for 200 barrels. He could see nothing, the effect on the vines was about the same as the work of the tip worm. He put on a winter's flood and after a time found on the water worms, not a great many, looking like cut worms. Whatever it was took nearly all the fruit.

Notwithstanding the rainy times Mr. Warner writes me that the grasshoppers have been very bad on some sections of my marsh. I infer from his letters that they will not injure this year's fruit but he thinks next year's crop will show the effects.

Hope you will have a pleasant and profitable meeting.
Yours truly, EMORY STANSBURY.

HARWICH PORT, Mass., July 14, 1898.

Friend Bennett: In answer to your question:

First. I have tried the insecticide and have found it to work well with the vine worm, but it does not seem to be so good for the span worm which is doing much damage to the bogs this season.

Second. The general outlook for crop is about medium at present. Girdle worms in some bogs are doing quite a good deal of injury. Vine worm always troublesome. No army worm this season so far, but plenty of span or inch worm on a good many of the bogs. We had no late frosts.

My bogs are looking fairly well at present, but worm time is not past yet.

Yours truly,

E. SMALL.

CHICAGO, Ill., Aug. 13, 1898.

Messrs. Johnson. Hill & Co., Centralia, Wis.—Gentlemen: We recommend the adoption of the standard size Cape Cod barrel in place of the package heretofore used in your section.

First. Because of its better shape and appearance.

Second. There is not the difference in actual capacity which there appears to be.

Third. Your old style barrel having been, practically, out of the market for several seasons, would now be regarded with less favor in the trade, with buyers, than several years ago, when the trade were more accustomed to them.

We have quite a number of Cape Cod barrels on hand, which we shall be pleased to furnish, as a guide for your coopers, to any of your members who care to pay express charges on the same.

Coopers should be careful to avoid variation in size; if slightly too small, it will be a decided disadvantage, and if slightly too large no benefit would be derived. Slack filled barrels we frequently found occasion to complain of, and is a difficulty which can easily be avoided, with reasonable care in filling, shaking and pressing when the packing is done. It is not simply a shortage in quantity of berries, but being loose in the barrels they are all more or less injured by the time they arrive in the market.

Yours very truly,

H. P. STANLEY & Co.

HONESDALE, Pa., Aug. 12, 1898.

Mr. A. C. Bennett, Prest. W. S. C. G. A., Grand Rapids, Wis.—My Dear Sir: I have your favor of the 9th inst. I appreciate your kindness in writing me specially in regard to the August meeting of the W. C. G. A. and I regret exceedingly that I shall not be able to get away from home to attend your meeting. I note, in the circular letter announcing the meeting, the subjects that are to receive especial consideration. I have instructed our foreman, Mr. Johnson, to attend the meeting and to take with him

one of our new picking boxes, of which we have between 600 and 700. These will hold a good peck without rounding. They hold a trifle more than the box we formerly used. My experience is that pickers will fill a box, but they dislike to round it and 25 per cent. of them will not do it, even when positively directed to do so. If only level full, the berries will not drop off and a picker can carry two boxes at once to the checker, one on the other, as they frequently wish to. This is the size of box that was used by A. C. Mills for several years and he made our boxes at \$20 a hundred and furnished everything except marking stencils. If you adopt a uniform size of picking box, I suggest this size, or one of this capacity.

As for the barrel, I am in favor of adopting the Cape Cod size or one of about the same capacity. Last year we made the size of barrel used by Stanley.

Doubtless the fishway question will be again before your legislature at its next session. These fishways are a great detriment to those who use running streams for cranberry culture. And I beg to suggest that an effort be made to have the act so framed that fishways will not be required in dams where the perpendicular fall is not greater than five feet. This would probably cover all cases of interest to cranberry growers. The clause in the former law providing for exemption from the operation of the act, by the fish commissioners, did not sufficiently protect the grower. Upon notice, under the late law we built fishways at an expense of about \$100, and subsequently obtained exemption from the fish commissioners, but only for a year.

As to the question of marketing berries through a special organization I am not prepared to express any opinion, further than to say that I am inclined to the belief that such an organization, properly managed, would be beneficial to the growers if generally patronized by them.

Again thanking you for your letter and hoping and believing that the future for the Wisconsin cranberry growers will be brighter than the past, I am yours very truly,

GEO. S. PURDY.

TRENTON, N. J., April 1, 1898.

A. C. Bennett, Esq., Grand Rapids, Wis.—My Dear Mr. Bennett: The question of selling by weight has been agitated here, but it will need much education on the part of the dealers and consumers to bring about such a result. One of the difficulties that will have to be met is the fact that unsound or soft fruit weighs more than sound fruit, and I believe it is also true that small berries weigh more than large ones. However, this would soon adjust itself if weight were adopted, and the price per pound would vary just as the price per quart now does, according to the size and quality of the fruit.

To make any standard measure effective as a law, will require its enactment by several states where cranberries are sold, especially New York, Pennsylvania and Illinois, because of the custom of a certain class of merchants to

discard the original package and re-pack in smaller ones, thus doubling their profits. This temptation is especially great when cranberries are high in price. It has been done to a large extent this year in the east, and I presume the same practice prevails in Chicago.

Very sincerely yours,

A. J. RIDER,

AURORAVILLE, Wis., Aug. 10, 1898.

Mr. A. C. Bennett, Grand Rapids, Wis.—Dear Sir: Your welcome letter is at hand and am very glad to hear from you. I reply to your queries as best I can. The condition here generally is the same as you state it to be with you. Where vines and conditions are favorable there is a fair crop. Am sorry to hear of loss from frost, especially where it might have been prevented. On the morning of June 22 we had a little frost here but do not think it did much damage. I am much interested in what you say of vines on experiment station having grown and budded under water. I always thought that buds so formed would be weak, which appears to have been the case.

First. It is a little better than last year. Fair.

Second. I do not think there will be quite as many gathered as last year. A few marshes are better than last year, those that have thrifty vines. Old weak vines had an abundance of bloom but fruit is scarce.

Third. I commenced drawing May 18th and vines were well out by 24th.

Fourth. I have taken special pains *not to have water of any depth long at a time* in such sags. Stagnant water becomes slimy and vines are covered and either greatly retarded or killed.

Fifth. No, all my vines were covered. Still I saw vines that were exposed. Some tips killed.

Sixth. No, have seen only two infested berries.

Seventh and Eighth. I do not know whether to say yes or no. In places where they were numerous last year there were only a few this year, but have shifted to other places. My ground that was infested most last year had not been thoroughly flooded until last spring. Very few were there this year but shifted to places where sage protruded through the water. Here the first brood hatched, and in July the vines were attacked surrounding these sage patches. I have yet to see them in damaging numbers where vines are thoroughly flooded till May 20th.

Ninth. Have seen none.

Tenth. Well, they are here and over quite an area. They are damaging the vines by reducing the vitality of the vine. I have just taken a little notice of the depredations and will have to know more about them before recommending remedies. I see they attack, as is universally the case with all insects, the old and less vigorous vines.

Eleventh. No, I cannot. The best way would be to have a barrel sent up, then your cooper will see just what

it is. I sent one to Mr. Arpin last year, but am not certain whether they are just like that this year.

Twelfth. I think that it is the same cause that drops the small apples from the trees, perhaps imperfect fertilization. Heavy rains washed out the gelatinous substance which catches the pollen, a fertilizing dust; consequently no or imperfect fertilization. I would like to submit this question to a Darwin. That is what makes our crop only fair, otherwise it would have been big so far.

Thirteenth. Large and look sound and, if not damaged by frost, ought to be good keepers.

Fourteenth. Growers here will let them go early, having had such a bad job of it last year. Good keepers will probably bring better prices later.

I am sorry that I cannot be with you on the 16th inst. I have so many hot irons in the fire I cannot leave them. I hope, however, after this season, I will have a chance to devote a little time to look around and make observations. It is somewhat galling to see how little I know about the business I have given my whole attention to for a quarter of a century, but I console myself by doing the best I know how and keeping eyes and ears open.

I hope you will have a good attendance and secure your berries in good shape.

Respectfully,

H. O. KRUSCHKE.

A general discussion took place as to the best time for planting vines. Mr. Gaynor and Mr. Briere gave their experience. Both had good results, one planting in the spring, and the other during the fall season.

A hearty vote of thanks was tendered to the ladies; also to Gaynor Brothers, for the courtesies extended the growers and their friends.

Meeting thereupon adjourned.

E. P. ARPIN,

Secretary

PROCEEDINGS

Of the Annual Meeting Held at Grand Rapids, Wisconsin, January 10th, 1899.

GRAND RAPIDS, Wis., Jan. 10, 1899.

Meeting of the Wisconsin State Cranberry Growers' association called to order by H. O. Kruschke, who was appointed temporary chairman, President A. C. Bennett being absent.

Letter from President Bennett from Orlando, Florida, was read and accepted, and ordered to be spread upon the minutes.

ORLANDO, Florida, Dec. 26, 1898.

To the W. S. C. G. A., Grand Rapids, Wis.: In viewing the novelties of a new country and its changing scenery from the icy north to the sunny south, I find it almost impossible for me to collect my thoughts and concentrate them upon matters which should be of special interest to us at this meeting.

After the destruction of the wild marshes by fire in Wisconsin, there was inaugurated a decided change for the better in our methods of cultivation, picking, sorting, handling, etc., and though greatly crippled as we all were by the fires, we soon began to feel that it had opened the road to brighter prospects in the future in the way of establishing a lasting reputation for the Wisconsin cranberry which could never be done so long as the greater mass of wild marshes every few years poured its slush upon the market, much of it raked roughly and improperly handled, without sorting or grading; compelling all that were disposed to advance the reputation of the Wisconsin cranberry to accept a low price, overshadowing all their efforts, and the task seemed hopeless. Some of us sought to establish a personal reputation, and we hoped in time to estab-

lish such personal reputation by the use of certain brands of trade mark.

Over twenty years ago we adopted the name of Standard; in course of time others branded theirs the Boquet, and still others the Metallic Bell, and others the Star, etc. While none of us could in this way establish a reputation for the whole state, yet, in a measure, the whole cranberry growing interest was advanced, and the success of such parties in disposing of their berries demonstrated the possibilities of the success of united action along this line, and the period succeeding the great fires seemed most timely. The financial condition of the cranberry growers was such that it was impossible for them to construct proper buildings to store their berries in or secure the amount of help to put them in proper shape for the market, however much they may have desired to do so, and the past season, with its limited crop of berries, bore witness to many suicidal practices which cannot be too strongly condemned, nor too early exposed. Anything which tends to lower the standard of the Wisconsin berry causes every grower in the state to share in the depreciation.

If my neighbor rakes his berries, carries them off the marsh in bags, runs them through a mill without sorting and then brands the poorest of them as Boquet, or Standard, Metallic Bell, or Star, or puts on any other party's brand who has been years trying to build up a reputation, or uses any other device on letter heads or bill heads calculated to establish his reputation by a shorter cut than to honestly earn it, he is not only injuring the party whose brands he imitates, but he should also remember that such imitation at the present time is declared by the courts as forgery, and punishable as such. Under that decision the old trade mark patented or registered has become a thing of the past, and the rights of the individual have since been respected in all lines of trade. If parties imitate my brand I want them to put in a better article than I do, and so would you; there would be no object in so doing.

If such parties can think of nothing original, I would suggest that their own pictures would be a good brand and one which no one else would be tempted to imitate. They will certainly look better there than in the rogues gallery as having been arrested for forgery.

In regard to raking berries I wish to say that the low prices of berries in the east has induced many growers there to rake their berries, the immediate result being a certain saving which they can readily use and it is very natural for such to want to believe that their vines are not injured or their future prospects lessened, and perhaps if their raked vines were properly rolled after raking they might not be injured, but to rake the vines and leave them lying up high and loose exposed to the drying winds cannot be but injurious. The result as shown in the east is smaller berries and less of them.

A certain broker, speaking of the high reputation of a

certain grower in the east, said to me last fall, "That man used to have the best reputation of any man in the east, his name on a barrel of berries was a guarantee that sold it without question, but later years it has been just the reverse, and they are no longer desirable for us to handle."

I know of no other reason unless the universal practice of raking has produced the result, the marsh having been raked year after year. He is not only spoiling his own reputation, but also injuries the reputation of others who imitate his example and others who do not, who live in the same state. We do not question the legal right of any individual to do these things, we only call your attention to them in hopes that you may see that it is to your interest to do the best you can to uphold and advance the reputation of the Wisconsin cranberry. It is for this purpose that our Experimental Station is carefully and systematically cared for. And now that the method of grading and cleaning without bruising the berries is near perfection, it seems like madness to turn back to the barbarian age. I had a long talk with Mr. Stanley in Chicago on my way here. I had been greatly surprised at this firm branding berries bought near us as Bell and Bugle which in other years they had bought for Cherry berries, but I was more surprised when I saw them in Chicago sitting side by side with the regular Bell and Bugle raised near Berlin by Mr. Cohn who claims to have the best vines grown there, and that they are as good as any was vouched for by several Berlin parties.

The Berlin berries were claimed to be extra fine this year, but I must say that the original Bell and Bugle berry, as I used to know them thirty years ago, is a thing of the past; they have changed to such an extent that, when set side by side with the cultivated Wood county cranberry, and branded alike so that the imagination played no part, I confess that there were no such differences as I had expected to see. I had written this party early in the season advising them in regard to the Wood county crop and showed them that it would be better for them to purchase all the crop and prevent its being distributed over their territory by others. How far that letter influenced them to make the purchases they did I know not, but I know that when our shipments in carloads reached out over their territory direct from the marsh they heard from them, and must have realized the force of my arguments. I am glad that they did, and also glad to hear them express the desire that another year they hope to be able to do considerable business in this section earlier in the season. I hope they will and also that they will keep a man here to learn this section how to put up better and better. There are those that will listen to the advice of outside parties while home advice is disregarded.

In the near future more prosperous times, and with increased resources and experience we may be able to improve on even our best methods of raising cranberries, and

caring for them which will be far in advance of anything we have yet dreamed of. Then the markets of the world will call for them in preference to any others. Then they will not disgrace the name of Bell and Bugle, and will almost sell themselves, but to reach the market in the best possible shape and command the highest price it will certainly be necessary to concentrate the individual crops into some central points where they can be properly cared for, cleaned, graded, sorted and packed, and the berries best colored and ripest be shipped out first no matter to whom they belong, and others not fit to go to market be withheld until they are fit for market.

Until something of this kind is done, I am satisfied there can be no united action for selling berries in the state that can by any possibility prove successful, and I leave to other and younger hands the task while I will be content to stay outside and paddle my own canoe, believing I can do you better service by remaining outside than inside. at least for a year or two. I hope to see the influence of this association brought to bear upon the question of maintaining a standard barrel as used the past season, also fixing the standard weight of a bushel of cranberries at 32 lbs., and an adjustment of the fish laws in regard to water ways so that cranberry growers shall not be subject to unnecessary trouble.

I enclose with this a clipping from the Daily Reporter of Orlando, Florida, of Dec. 22, 1898, in regard to the use of steam as a protection against frost which I believe to be the salvation of the cranberry growers of the future, but like other offers of salvation, as the preachers say, it depends upon being accepted by the individual and the majority will choose or go to the d—, or at least take the chances.

The pineapple growing in this section is developing very rapidly. Mr. Russell, the pioneer in that line here, told me that his net profits this year would reach fifty thousand dollars. It cost over one thousand dollars to establish and cover a single acre, and it takes eighteen months to get a crop; a frost to them means eighteen months more to harvest time. Mr. Russell explained to me his method of applying heated water in case of frost at very little expense. The ideas were original and practical in his case, but not adapted to our cranberry bogs, neither are the plans given here the best, but improved methods will soon come and success will be assured.

I hope the association will express its gratitude to the weather bureau of Milwaukee for their kindness in furnishing special reports to the Marsh Line Telephone Co., and also to the faithful operators at the central office who so kindly forwarded them.

A. C. BENNETT.

A committee of three, consisting of J. A. Gaynor, Andrew Searls and A. E. Bennett, were appointed by the chair to draw up the necessary papers to present before

the legislature for securing the proposed change in measurements of the standard barrel, crate and bushel, as passed at the August meeting.

Mr. A. Searls thought that the barrel used last year was too large, and contained five to ten pounds more berries than the average eastern barrel. A motion was made by J. A. Gaynor that this association recommend the new sized barrel as used last year to be made the standard, and same was duly adopted.

Vice President Chas. Briere arrived and was called to the chair.

J. A. Gaynor made some remarks as to the necessity of keeping each individual brand separate and secure, and he censured the occasional use by some growers of their neighbors established and original brands.

Upon motion made and seconded, a vote of thanks was extended to the weather bureau of Milwaukee, for their courtesies in sending weather reports to the association.

Report of statistics of crops was called for, and there being no representative from the lower part of the district, the secretary was requested to corresponding with the growers and give the result in the published report.

Report of Treasurer A. E. Bennett, showing receipts \$264.50 and disbursements \$237.58; balance on hand, \$26.92, was read and referred to a committee of three to check up accounts and destroy the vouchers.

Feb. 18, 1898.	Paid Order No. 26, A. L. Fontaine....	\$ 20.00
Apr. 5, " " " "	25, James Gaynor....	19.37
5, " " " "	24, Andrew Searls....	38.00
5, " " " "	23, E. P. Arpin.....	54.88
5, " " " "	27, James Gaynor....	50.00
June 24, " " " "	28, Leopold Taupner.	16.25
July 22, " " " "	29, John Geasler....	18.75
22, " " " "	30, Antone Komats..	2.15
22, " " " "	31, J. Huser.....	2.90
28, " " " "	32, Thos. McGovern..	6.88
Aug. 25, " " " "	33, Tonie Konatz....	3.60
25, " " " "	34, F.H.and M.Hooser	4.80
		<hr/>
		\$237.58

RECEIPTS.

Jan. 11, 1898.	No balance on hand.	
Feb. 18, " "	To state money.....	\$250.00

Jan. 10, 1899.	Rec'd through secretary membership fees.....	14.50	
			\$264.50 \$264.50

Jan. 10, 1899.	Balance on hand.....	\$ 26.92
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S. A. SPAFFORD,

S. N. WHITTLESEY,

Committee.

Report of E. P. Arpin, secretary, read and approved:

Feb. 2, 1898.	To paid postage on reports.....	\$ 1.45
Aug. 5, " "	" " " Aug. meeting.....	1.55
Dec. 30, " "	" " " Jan. ".....	1.25
	To salary 1898.....	\$40.00
		\$44.25

Jan. 11, 1898.	To received dues.....	\$ 3.00
13, " "	" " " ".....	1.00
31, " "	" " " ".....	50
Feb. 19, " "	" " " ".....	1.00
Apr. 25, " "	" " " ".....	1.00
Aug. 16, " "	" " " ".....	8.00
		\$14.50 \$14.50

By paid treasurer A. E. Bennett.....	\$29.70
	\$14.50
	\$44.25

E. P. ARPIN,

Secretary.

J. A. Gaynor read report of James Gaynor on Experimental Station No. 1:

To the Wisconsin Cranberry Growers' Association: For Experiment Station No. 1, I would respectfully report as follows:

The whole number of the sections at the station is 185, of these 117 are planted by a single vine, eighteen by well assorted varieties planted in mass and thirteen by seedlings. These vines have been gathered in the main from Massachusetts thirty-one varieties, from New Jersey four varieties, from Washington and Oregon three varieties, from Minnesota two varieties, from Michigan nine varieties, from Berlin forty-one varieties and from the Wisconsin valley forty-one varieties.

On August 30 of this year, fifty-two sections were in fruit and I gathered samples from each on that day and present them here for your examination. I went out on Sept. 11 and gathered from the same sections forty-two varieties, this I did for the purpose of settling two questions.

It has been claimed by some growers that berries will color in the house as fast as they will color on the vines. I found by a comparison made when I gathered the second lot that this claim is without foundation. It has also been claimed that early picked berries would keep better than those picked later. You have the samples before you and can judge for yourself on this point, as the berries of both lots have been kept together in a cellar under the same condition ever since they were picked.

The berries on the Station this year for some unexplained reason did not gain their full size; they seemed to stop growing about the middle of August, and added little or nothing to their bulk after that date. I do not know the cause of this, but the same thing was true of some other lots of berries grown in this vicinity.

We have received assurances from the agricultural department at Washington that they will furnish us samples of cranberry vines from various foreign countries in which cranberries are grown. We have already received this year two samples of vines from Alaska, and two packages of cranberry seed from the Saghalien Islands, north of Japan, with a promise that they will send us some samples of cranberry vines soon from Siberia.

The department would like to have us experiment on the cultivation of the whole genus *vaccinium* which includes the various species of the huckleberry and blueberry as well as the cranberry. While there is undoubtedly a future for the huckleberry and the blueberry as a cultivated fruit, it is probably best we should restrict ourselves entirely to the cranberry. Our cranberry growers do not yet realize the importance of growing only the best varieties. The supply of cranberries is on the increase every year, and it will soon overtake the demand. When that point is reached medium grades will be sold at the cost of production, and inferior grades will be sold at a loss to the grower. The largest profit now, is to the growers of the best varieties, and it is only those who grow the best varieties that will be able to continue in the business after the supply has outstripped the demand.

If our association remains faithful to the plan outlined for our Experimental Station, and will make a study of ascertaining and propagating the best varieties, the Wisconsin growers will be able to continue in the business when the eastern growers will have to give it up or continue at a loss.

Several of the sections first planted are now fully covered with vines and the association should distribute cuttings from such sections to any persons who will undertake to propagate any of the varieties, all of which is respectfully submitted. Yours,

JAMES GAYNOR.

Mr. Gaynor had thirty-one sets of two boxes each from different sections of the Experimental Station showing samples of cranberries gathered on August 30 and Sept. 11,

1898. By having samples from each section picked at the times given, it was readily seen that most all showed the late berries much superior in keeping qualities and color; the exception to this rule was a medium red berry known as "Palmetier No. 2." This was about ripe at the time of picking. This is grown on section No. 64 and was the ripest section at the Station on August 30, 1898.

Your committee appointed to examine and compare the specimens of cranberries gathered at Experimental Station No. 1, would respectfully report, that they went carefully over the same and made a record on the station book, noting the form, size, color, keeping quality and gloss of each variety exhibited. The size we indicated by suitable words. The size, color, keeping quality and gloss we indicated on a scale of 10, taking as 10 the highest standard found. Comparing the early picked samples with the late picked samples from the same stations, we arrived at the following conclusions which we can hereafter regard as established facts:

First. Berries will color faster on the vines than they will in the house.

Second. That the later picked samples showed the best keeping qualities.

Third. That on the whole the later picked samples showed better color and better gloss.

In the few instances, in the first picked samples, where the berries were nearly ripe, the difference between the early picked berries and the later picked ones was not so noticeable.

All of which is respectfully submitted.

JONH A. GAYNOR,
ANDREW SEARLS.

Chas. T. Baker of Shennington sent a sample of his Metallic Bell cranberries; these are extra fine large Bugle berries, dark red in color, very uniform, and averaging over 1 inch in length. Mr. Baker has kindly promised to furnish Experimental Station No. 2 with a barrel of vines next spring for planting.

Andrew Searls, manager of Experimental Station No. 2, had a mounted fire worm moth that was hatched from an egg; this was of a light yellowish color. Mr. Searls made report on berries grown on Experimental Station No. 2 and work for year:

To the Wisconsin Cranberry Growers' Association—Gentlemen: As you know by previous reports there is at this station five acres of ground which you have rented for a term of 10 to 15 years at the option of the association at an annual rental of \$2.50 per acre. Upon this a well

was dug, a windmill set up and a reservoir of $1\frac{1}{4}$ acres constructed. The scheme was to divide the remainder into sections extending across the entire tract, each containing one-fourth of an acre. Of these sections, four were planted in 1896 with vines received from Berlin, procured by H. O. Kruschke, except that the east end of the section No. 3, which is about a third of that section, was planted to vines furnished by A. C. Bennett and known as his Jumboes. No vines were planted at this station in 1897. In 1898, this year, I planted two more sections with vines received from L. S. Cohn, taken from his marsh near Berlin, Wis., and said to be a superior variety of Bugle berries. The four sections planted in 1896 were sanded to a depth of two inches; the two planted this year were not sanded.

The water this year was drawn off on May 24. I found that the vines had wintered well and were in good condition. I found it necessary to weed twice this year sections Nos. 1, 2, 3 and 4, being about one acre. This work cost \$15.95. On these four sections the stronger plants bore fruit this year sufficient to show the quality of the berries that we have started, and I must say that I am very much disappointed in them, as I consider them very much inferior to many of our local varieties. I would say right here that no marsh should be planted to vines that have not been proven to be a superior variety by the specimens of the fruit they have produced. The part of section No. 3 planted with vines received from Mr. Bennett known as his Jumboes did not bear this year.

On the two sections planted this year, sections 5 and 6, I had a part of the work done in the fall of 1896 which was referred to in my report of Jan. 1897, and it cost \$35.00 to complete and plant it this year.

This work upon these two sections was more expensive than it would have been if done the year previous. I had a good outlet dug this year at an expense of \$11.23. The windmill upon Station No. 2 continues to give satisfaction, we are able to flood the station in a few days for winter protection, and to keep sufficient water in the reservoir for irrigation and protection during the growing season.

I have seen samples of the berries grown by Mr. Baker of Shennington, Wis., and would recommend that at least one half an acre at this station be planted to that variety of vines this year. They are a superior bugle berry called by him the "Metallic."

All of which is respectfully submitted.

Dated January 10, 1899.

ANDREW SEARLS.

Mr. President and Members of the Wisconsin Growers' Association: Believing that some observations made on the Berlin marshes might be of some use to the members of this association, I have reduced it to writing and herewith submit it to you.

On the first day of July, 1897, E. P. Arpin and myself went visiting the Berlin cranberry marshes. We got to

Berlin the same day, and after supper we took a walk around the town and called on James Cary, the post master and former cranberry king of Berlin. We were well received by him and he gave us all the information we asked for. His brother, Robert, from Chicago was then visiting him. Mr. Cary seemed quite willing to give us all the information he had regarding cranberry growing. The next morning we hired a man and team to take us out to the Cary marsh, now owned by the H. P. Stanley Co., which company also owns the Sackett marsh and the marsh formerly owned by Fitch, Palmetier & Co.

O. H. Kruschke has the entire charge of these marshes. Before reaching his house we had to cross the marsh where we saw two crews of girls working. So we got out and went over to look at their work. One crew was weeding vines planted the year before. By the amount of work that had been done that morning and the wages they were paid, this weeding must have cost about \$35 an acre. The vines seemed to be healthy, but they did not seem to have made much of a growth. The other crew of about fifteen girls, with a boss over them, were planting vines in rows about 15 inches apart both ways; each girl had a stick about three feet long with an iron plate on one end that was so notched that three or four vines might be fastened in it, and with this they pushed them into the ground. All the vines are prepared before hand and cut about six inches long and tied up in bundles and the planters carry them in their apron pockets made for that purpose. All the work seemed to be done in a scientific way.

Mr. Kruschke and family are well situated in a good home and made our stay very pleasant as well as interesting. We found Mr. Kruschke at work with five men, putting in place a large flume in a dam that they had just built. This dam was supposed to be water tight. They first put down matched board piling 7 or 8 feet long. The muck in these marshes is from 5 to 7 feet deep and rests on a clay bottom. They built this dam on top of this board piling.

After dinner we went over to see the large steam plow at work; it is pulled by an endless wire rope; it turns a sod about 5 or six inches deep and about 18 inches wide; it is so arranged that the sod does not drop across the sod preceding it, but it is pushed up across the next time by a piece of machinery attached to the beam. This plow was invented by Mr. Kruschke and, for the purpose for which it is intended, cannot be beaten and has proved in every way satisfactory. They plant the vines on top of the sod, pushing the vines three inches into the ground. Where a marsh is low this method of planting is a saving of 50 per cent. of the ordinary cost of scalping. The same forty that he was then plowing in the year 1897, as we were informed, required 1,100 pickers five days to pick the berries grown on it. Now the vines are partly run out, for so ne reason we did not have time to investigate. Up to six or

seven years ago they used to get water from Willow creek, since that time they have had to depend on surface water. This year they have dug a ditch from the Sackett marsh reservoir 16 feet wide, 3 feet deep and 5 miles long. We were informed by Mr. Kruschke that it cost about \$5,000, including cost of the right of way. The H. P. Stanley Co. has expended in improvements, during the past five years on their marsh, over \$35,000.

We next visited the Fitch, Palmetier & Co. marsh. This is the largest marsh in the vicinity of Berlin; it has about 400 acres of vines and produced 5,000 barrels of berries in 1896. It is supplied with water from Willow creek, which is turned back into the creek just below the marsh. This marsh shows signs of having been neglected for several years. There is no moss on this marsh but it is covered with large weeds and foul stuff, some of it as high as a man's head. When this mass of foul stuff breaks down it it smothers the vines. Mr. Kruschke informed us that it is easier to fight moss than to fight this foul stuff. The moss, properly controlled, renews the vines each year keeping the vines always young.

The berries grown there are not sold on the marshes as they are here, but are hauled to Berlin in bushel boxes where they are sold, cleaned and barreled. They do not use the jumper there to clean their berries; they use the ordinary fanning mill with a three inch screen. They have a one-half inch screen they only use for special orders.

In referring to the grading, I will say this, I have been informed on good authority that James Gaynor has finished up his grader this fall, and that it has been tried and proves to be one of the best graders yet invented. The next morning we visited the Sackett marsh which lies about three-fourths of a mile from the Fox river. There is a canal from the river to the pumping house at the head of the marsh. There the water is raised about ten feet and runs into the reservoir from which it is supplied to the marsh for irrigating purposes. The pumps have a capacity of 60,000 gallons per minute.

On one side of the marsh there is a drain which empties back in the canal from which the water was taken in the first instance. A part of the marsh was replanted about five years ago, and these vines look well and show that they have good care. One hundred acres more were scalped and planted in 1896 and a large part of that had to be replanted in 1897; this was because the ice with which it had been flooded raised in the spring and pulled out young vines which had been frozen into it.

On this marsh they scalped it before planting and before turning it over, because the marsh was too high and they desire to rolled it. I think they have a little advantage over us in being exempt from fires and a little less liable to suffer from frosts. We have an advantage over them in having cheaper land and in general we get our water supply with much less expense than they. On the whole we

conclude that the cranberry growers of the Fox River valley have no superior advantages over the growers of the Wisconsin valley.

CHAS. BRIERE.

Moved and carried that the executive committee be empowered to build 680 feet of woven wire fence around Experimental Station No. 1.

Bill for Experimental Stations Nos. 1 and 2:

A. Searls, care Station No. 2.....	\$40.00	
Searls Bros., work and nails.....	2.85	
M. O. Potter.....	1.50	
J. A. Gaynor, postage, livery, etc., Exp. Station No. 1	10.00	
Jas. Gaynor, care Station No. 1....	\$50.00	
Rent Station No. 2.....	12.50	62.50

CROP REPORT.

Cranmoor (formerly Bearss).....	4,200	barrels
Elm Lake	2,400	do
Waterville.....	70	do
Mather	4,200	do
Daly.....	165	do
City Point.....	637	do.
Nekoosa	150	do
Tomah.....	250	do
Black River Falls.....	165	do
Millston	40	do
Warrens.....	415	do
Valley Junction.....	1,000	do
Berlin	13,000	do
Hayward	50	do
Green Bay.....	400	do
Total.....	27,142	do

The following officers were elected for the ensuing year:

President—Chas. Briere.

Vice President—S. N. Whittlesey.

Secretary—W. H. Fitch, Sr.

Treasurer—Melvin O. Potter.

Member Executive Committee—A. E. Bennett, elected by ballot.

Upon motion made and carried, the constitution and

by-laws were ordered published in the next published report.

Meeting thereupon adjourned until August meeting to be held at Gaynor Brothers' marsh.

E. P. ARPIN,
Secretary.

CONSTITUTION AND BY-LAWS

Of the Wisconsin State Cranberry Growers' Association,
as Amended at the Seventh Annual
Meeting, January 9 and 10, 1894.

ARTICLE 1. This association shall be known as the Wisconsin State Cranberry Growers' association.

ARTICLE 2. The objects of the association shall be to advance the interests of all engaged in the cultivation of cranberries in this state by obtaining statistics and information of the condition of the crop in this and other states, from time to time; by establishing and taking measures to insure the use of uniform packages for marketing the fruit, so as to secure the confidence of dealers and purchasers by this evidence of fair and honorable dealing; to enlarge the area of the market for this fruit through definite and direct action; and generally, by all legitimate and honorable means to advance the interests of the cranberry cultivator.

ARTICLE 3. The officers of the association shall be a president and vice president; a secretary; a treasurer, who shall give a bond to the amount of \$500.00, with sureties to be approved by the president; a statistician and a corresponding secretary for each of the several cranberry growing sections represented in this convention, and an executive committee, composed of the president, vice president, secretary, treasurer and one other, chosen annually by the members. The duties of the president, vice president and secretary shall be such as are usually implied in like offices in similar associations. The duties of the corresponding secretary shall be to gather the statistics of cranberry culture in his particular section, including the name and postoffice address of owner, amount of ground improved and in bearing condition, and the age of such improvements, and to report the probable crop in sight, on or before each annual convention in August, and to report at the annual meeting in January the actual amount of shipments, prices obtained, as far as possible,

and to make a weekly report to the secretary, after the August meeting, until September 30.

ARTICLE 4. The duties of the statistician shall be to correspond with, and to receive and collect the information derived from the corresponding secretaries and other sources in and out of the state, for the use of the association, and to report the same at the August and January meetings of each year.

ARTICLE 5. There shall be an annual meeting on the second Tuesday of January of each year, for the election of officers and the transaction of general business.

ARTICLE 6. There shall be held on the first Tuesday after the 12th of August, annually, a convention to receive reports from the statistician, and to adopt a scale of prices for gathering the crop, so far as may seem practicable.

ARTICLE 7. The annual meetings, conventions and special meetings shall be held at such place as may be decided upon by the executive committee.

ARTICLE 8. Any person signing the constitution and paying 50 cents, may be admitted as a member, and the annual dues shall be 50 cents.

ARTICLE 9. This constitution may be amended at any annual meeting or convention, by a vote of two-thirds of the members present.

BY-LAWS.

1. The president shall preside at all meetings, and in his absence, the vice president.

2. It shall be the duty of each member to furnish to the statistician or corresponding secretaries, annually, information as to his own and neighboring plantations; the prospective crops, the actual amount when crop is secured, and such other information as may be of interest.

3. Any company of growers may be represented by one or more of its officers.

ORDER OF BUSINESS

1. Reading of minutes.
2. President's address.
3. Report of statistician.
4. Report of standing committees.
5. Report of special committees.

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6. Report of treasurer.
 7. Election of officers.
 8. The best methods of planting and the care of vines after planting.
 9. Water supply and the use of water.
 10. Construction of ditches, dams and bulkheads.
 11. Implements used by growers.
 12. Gathering, cleaning and marketing.
 13. Insects injurious to cranberry growing.
 14. Plants that interfere with the spread of vines.
 15. Frosts.
 16. Fires.
 17. Report of the keepers of experimental stations.
 18. Production of varieties and the merits of each.
 19. Conditions favorable to the formation of fruit buds.
 20. Miscellaneous business.