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1893 sixth annual meeting of the Wisconsin State Cranberry Growers' Association, held at the City Council Chamber, at Grand Rapids, January 10th and 11th. 1893

Wisconsin State Cranberry Growers Association
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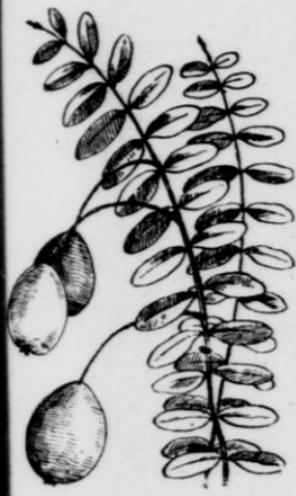
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J. E. Bennett

. . . 1895. . . .

SIXTH ANNUAL MEETING

— OF THE —



**WISCONSIN
STATE
CRANBERRY
GROWERS'
ASSOCIATION,**

HELD AT THE CITY COUNCIL CHAMBER, AT

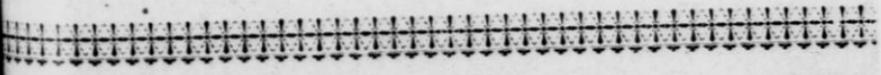
GRAND RAPIDS, JANUARY 10th and 11th.

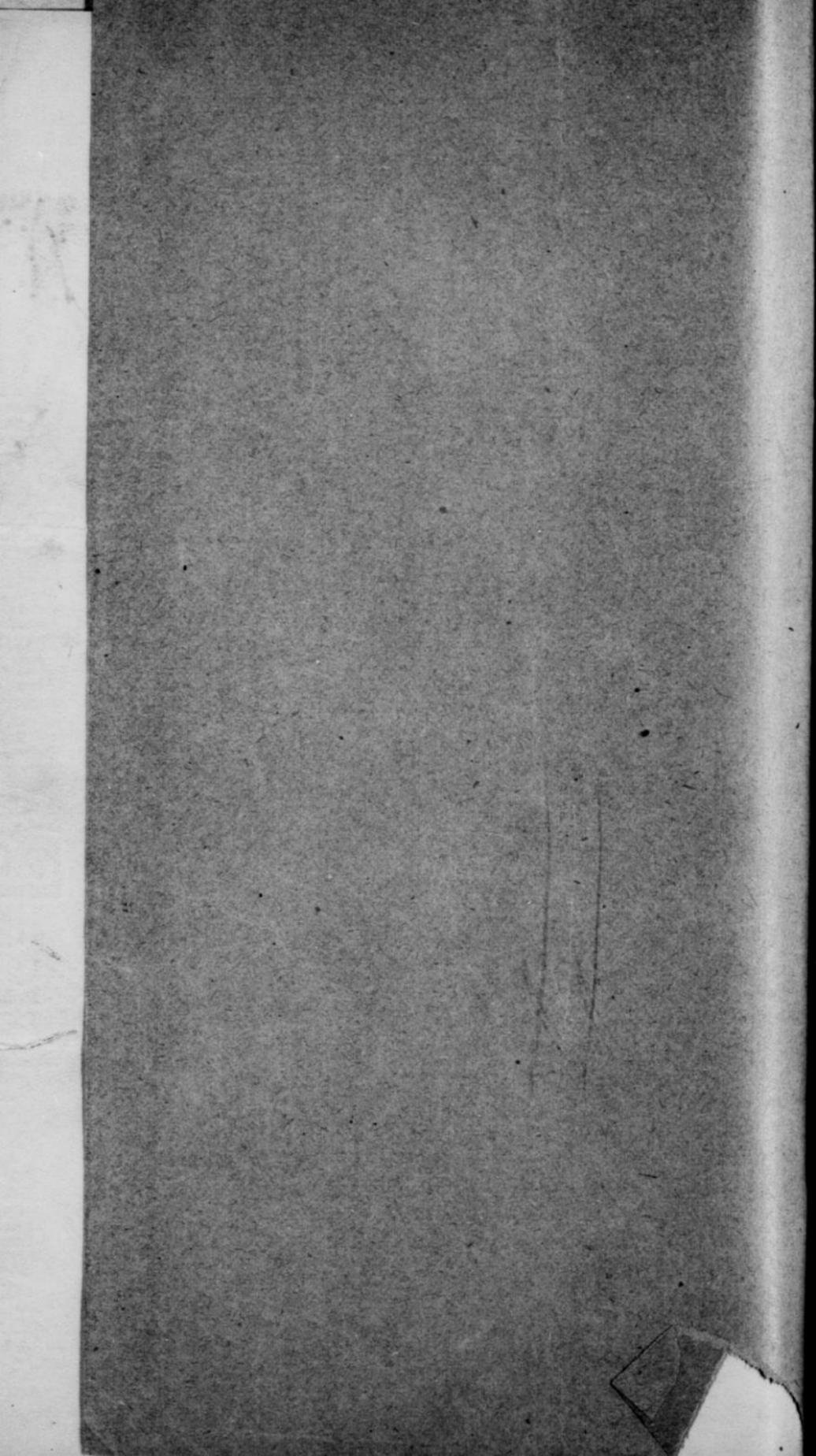


OFFICERS:

W. S. BRADDOCK. President.

J. H. TREAT. Sec'y and Treas.





Proceedings

Of the Sixth Annual Meeting of the Wisconsin State Cranberry Growers' Association, held at the City Council Chamber, Grand Rapids, Wis., January 10th and 11th, 1893.

The meeting was called to order by President Braddock at 1 o'clock P. M.

The minutes of the August Convention were read and approved.

PRESIDENT'S ADDRESS.

"GENTLEMEN:—The Wisconsin cranberry grower for two successive seasons has occupied a position very similar to that of the Republican party immediately after the election. He has been knocked down, trampled upon and run over; but as he gathered himself together and painfully removed from clothes and countenance the dust-marks of the disturbance, the thought uppermost in his mind has been "How in the world did it happen? What was it that hit me? and how was it used to get in its work so effectually?" To my mind it is clear that a great deal depends upon the practical answer to these questions. In fighting disease a correct diagnosis is half the battle. If it is a case of measles or scarlet fever or small pox and the doctor knows which of them it is, he has generally smooth sailing and needs only to follow the course laid down in the charts. But if the medical man is in doubt whether it is dyspepsia or fatty degeneration of the heart, or if he has a lingering suspicion that after all it may be Bright's disease of the

kidneys, then God help the patient; he would better make his will and set his house in order, for if the disease does not kill him the treatment will.

What then was the cause of the failure of our crop. A year ago it was drouth and frost which reduced the yield to about one-fourth of the average. This year it does not require an expert or a council of physicians to decide the question. The patient himself is amply able to do it, and he is very emphatic in saying that it is due to the same causes which wrought disaster in 1891. The drouth of last season really extended over into this. Like the darkey's fish trap it worked both ways and caught us "a gwine and a comin." Nearly all our marshes went into winter quarters dry. Very few acres were flooded sufficiently to protect the vines; some had water in the ditches; but in many instances there was no water at all, and the bottoms of the ditches were seamed and cracked from the drouth. The snow fall during the winter was too light to be of any benefit and the shrivelled buds and dead, lifeless vines convinced the experienced grower even before spring came that the crop would be small. I noticed on the Grand Marsh and other bogs in that vicinity many fields which for years have depended upon the snow for protection with the vines so badly winter-killed that they did not yield a berry. This then was the cause, now what is the remedy? Of course the only and oft repeated answer is—water. But it is easier to cry water than it is to fill our reservoirs. We are not cloud compellers, and the success of Uncle Jerry's experiments has not been so marked as to encourage us to invest in dynamite and other high explosives with which to bombard the clouds. To get water we shall have to follow the good old plan of digging for it. To be sure a serious attempt will be made this winter to obtain the right to use the water of some of our rivers for irrigation, and if successful as we all hope it may be, it will solve the problem for a large section of territory. But for those of us who will not come under the care of Dr. Treat and can derive no benefit from his treatment, there is still a little balm left in Gilead. If we cannot irrigate with the turbid waters of the Yellow, we can ditch and dam on our own premises; we can do something to enlarge the capacity of our reservoirs, and we can practice still greater economy in the use of our water supply.

It is a frequent remark among the old settlers here that the country is drying up, and it is true though not quite to

the extent that is generally thought. Many of us have ditched and drained unwisely and on too liberal a scale, and it is possible that the cutting of the timber may have had some slight effect upon the rainfall. But I am not convinced that the mistake is as yet beyond remedy. Every spring we permit to pass through our drainage ditches and escape into the creeks and rivers floods of water which should be kept back and preserved for use. In some places a little dam near the head-waters of a creek would retard the flow and make the supply more reliable; elsewhere concerted action on the part of a few neighbors would result in holding in the swamps upon which they depend for water a quantity sufficient to supply the needs of all. Frequent stops should be put in all drainage ditches, and every device employed to restore those marshes not actually used for growing vines to their original condition, when like huge sponges they absorbed the waters and let go only the surplus. Now that the timber is gone there is little in the way to prevent thousands of acres which are useful for nothing else from being devoted to this purpose.

At present they are neither one thing nor the other. To make them agricultural lands would necessitate a thorough and comprehensive system of drainage, while to secure better results to the cranberry grower a far different course must be followed.

We can enlarge our reservoir capacity as has often been pointed out by digging more ditches and wider and deeper ones along the line of drainage. One of our growers instead of letting the water spread out over an eighty acre reservoir, to be licked up by the sun and wind and dissipated by evaporation is cutting wide parallel ditches and holding the water back by frequent stops.

It seems to me that many of us have given too little attention to the use of the roller on our marshes. Even on well matted vines there is no question that by pressing them down we can save something in the amount of water that will be needed for a flood. But apart from this, there is a direct benefit from the trampling of the vines that will show itself in the succeeding crop, and on mossy fields we can by rolling at just the proper time do very much to rid us of this pest. My own experience during the past two seasons convinces me that when frost threatens, many of us begin too early in the evening to flood the marshes. An inch of warm water let onto the bog and circulating among the vines near midnight is worth 3 or 4 inches of

water which has been standing for hours and has become cold and dead.

We are all apt to indulge in the illusions of hope and paint the future with bright hues—more especially if in the past fortune has proved fickle and unkind. But we think we have good ground to look for better results in our industry and to anticipate a generous return for our labor the coming year.”

Report of Statistician, showing shipments from all points from which reports had been received as follows:—

Station.	Number of Bbls.	Number of Boxes.
Tomah.....	70	
Valley Junction.....	1386	13
Millsonia... ..	281	
Norway.....	701	7
Mather	2625	26
Beaver.....	679	
Meadow Valley	157	5
Daly.....	172	2
Babcock.....	218	8
Bearrs.....	3382	38
Port Edwards.....	148	1
Centralia.....	272	9
Dexterville.....	36	
<hr/>		
Total in W. V. Div.	10,127	109
G. B., W. & St. P. R'y	2,580	
Necedah Branch C & N W	1,357	
Berlin	2,500	
North'n Wis. (estimated)	2,500	
<hr/>		
Total	19,064	109

Showing a shortage from the August estimate of nearly 11,000 barrels, or nearly 37 per cent., which can be easily traced to the frosts of September 1st.

The Treasurer's report showing a deficit of \$21.88 was then read and an auditing committee consisting of C. J. Kruger and Andrew Searls was appointed who reported the account correct and the report was accepted.

President Braddock as chairman of the committee on the exhibit at the World's Fair, after resigning the chair to Vice President Spafford made a report of progress, substantially as follows:—

GENTLEMEN:—Your committee after thoroughly canvassing the matter decided to accept the privilege granted

at the August convention and made arrangements for vines as follows:—one section (10x10 feet) from the bog of G. H. Kruschke, Cranberry Center, one from F. J. Hoffman, of Mather, one from C. J. Kruger, Bearrs Marsh, and the fourth from some of the Berlin marshes, to be procured by Mr. D. R. Burr. The expense so far incurred in the matter is \$30, which should be paid by the subscribers to the vine fund and it is so assessed, and amounts to 75 cents for each 10 feet of vines subscribed.

The plat of ground assigned for our display was also shown. A lengthy discussion on the subject of having the fruit attractively put up and distributed and other means best adapted to increase the use of the healthiest fruit on earth followed the discussion, but promising to take up too much time, it was deferred until the second day.

The election of officers resulted as follows:

President—W. S. Braddock, Mather.

Vice President—S. A. Spafford, Grand Rapids.

Sec'y and Treas.—J. H. Treat, Meadow Valley.

Members of Executive Committee—H. O. Kruschke, Auroraville, and C. J. Kruger, Dexterville.

Mr. R. C. Treat then gave some conclusions that he had arrived at in taking meteorological observations during the last few years, to the effect that during the summer months nearly all storms begin in the northwest and followed a slightly southeasterly course for some distance, then swung to the northeast, leaving the United States in its northeastern coast states or passing through Eastern Canada, and that during the last three years no considerable number of areas of low pressure had formed in exactly the right position to have the storm pass over this cranberry region, all or nearly all passing either to the north or south of us. Every month's reports show greater precipitation both to the north and south of us.

The following table shows the monthly precipitation during the years that the observations have been taken at Meadow Valley:—

	1890	1891	1892
January	2 1-16	1.	1.
February	1 2-16	1.97	1.77
March	15-16	2.04	.97
April	1 6-16	2.42	1.80
May	2 12-16	.25	7.11
June	5 4-16	4.89	8.63
July	2 5-16	1.61	2.17
August	3 9-16	2.02	3.85
September	4 3-16	1.82	1.99
October	3 2-16	1.52	1.40
November	1 1-16	1.17	1.07
December	7-16	2.91	.93
Total Precipita'n 28 4-16		23.62	32.69

Except in two instances viz:—May and June, 1892, our total monthly precipitation shows less than the average of the state, which seems to bear out my theory.

S. A. Spafford:—I would like to hear the opinions of the growers as to the cause of the short crop of last season.

A. E. Bennett:—My experience leads me to credit the shortage to several accounts. First, excessive rainfall during the early months, totally destroying the lower crop, then very hot days with cool nights causing blight; and the latter part of the season was pretty frosty. I think these unfavorable conditions can be charged with the shortage.

R. C. Treat:—At our place the principal cause went back to the year before, the August frost destroying the bud forming for this season's crop.

H. O. Kruschke:—The August frost started, and water, heat and frost finished the job.

S. A. Spafford:—While the vine went into winter quarters in excellent shape this season, should we get an early spring, thawing the snow and exposing the tips of the vines to the cold winds of March, I am positive that we will lose the major part of the large crop now promised.

G. H. Kruschke:—MR. PRESIDENT:—I think we should invite the eastern growers to meet with us at some time during the World's fair, either in a body or by delegates to try and unite upon a uniform measure, also to perfect a system of universal crop reports to be published in bulletin form weekly. Let reporters be appointed from each locality who would report weekly to the statistician the amount of fruit gathered up to date, the totals from Wisconsin to be telegraphed to the eastern grower and their reports wired to us. Then have a sufficient number of bulletins printed to send to each member of the association and the information therein contained be the exclusive property of members and not scattered broadcast or printed in every newspaper. As the scheme would take both time and money, only those who help to bear the expense should be allowed to take the advantages that accurate information of this kind would give the grower. We should also be prepared to hold our berries until they are wanted and not flood the market as soon as the first cold day makes its appearance.

Mr. Kruschke then read a letter from Mr. Rider, Secretary of the American Cranberry Growers' Association, approving and urging the system of universal crop reports

and stating that their association would co-operate in the matter.

Mr. Stansbury:—I fully agree with the gentleman in regard to making preparation to hold our fruit; think storehouses should be so constructed that we would have no trouble in holding the berries until they were needed in the market and I think that alone would be a great element in maintaining prices. The early market price is fixed by the early blacks, shipped under the name of Cape Cods, and as the best price is generally about Nov. 1st, we should arrange to hold until then.

After some discussion volunteers were asked for who should agree to report from their several localities every week during the gathering season, with the following volunteers:—

- G. H. Kruschke.....Cranberry Center.
- W. H. Dufrane.....Scanton and City Point.
- Andrew Searls.....Elm Lake.
- H. G. Kruschke.....Berlin.
- W. S. Braddock.....Goodyear Branch.
- J. H. Treat.....Meadow Valley.

The executive committee were then instructed to endeavor to secure reporters from all other localities.

The secretary then stated that it would be impossible for him to act as statistician, as during the packing season he was located at his camps several miles from the station and had no facilities for getting the bulletins printed and thought that some member who lived where printing and mailing facilities were good should be appointed.

By a vote the President was authorized to appoint a statistician.

Meeting then adjourned until 7 P. M.

EVENING SESSION.

H. O. Kruschke presented a paper on Insects injurious to the Cranberry, giving the results of the experiments carried on by him during the last three seasons, showing in connection a painting showing the moths of the vine or fire worm and the fruit worm and a spray of vine upon which the fire worm had been at work. He also read several extracts from a bulletin on the subject issued by the New Jersey Agricultural experiment station, which seemed to be a very exhaustive treatise on the subject.

The Secretary was instructed to procure by purchase

or otherwise a sufficient number of the bulletins to mail one to each member.

Mr. Kruschke showed a sample of sheet piling that he had perfected a machine to manufacture, also a sample of berries which he picked on Oct. 4, 1891, and kept in an open jar in his cellar. As the samples found sound in the jar seemed to be of one variety he thought he had found the Ben Davis cranberry.

Dr. G. F. Witter introduced the subject of rolling a marsh and said from his observations it was a great benefit, and he would like the experience of growers who had given it a trial. Discussed by H. B. Tuttle, A. Searls, G. H. Kruschke, Stansbury and others, every grower stating that great benefit had followed rolling scattering vines in grass or moss, but in clean, well matted vines very little was to be gained by rolling.

W. S. Braddock and J. A. Gaynor were elected delegates to represent the Association at the annual meeting of the Horticultural Society at Madison on February 7th, 8th and 9th. After quite a discussion in regard to varieties and the feasibility of establishing an experimental station, the meeting adjourned until 9 A. M., January 11th.

SECOND DAY—MORNING SESSION.

Meeting called to order by Pres. Braddock, at 9:30 A. M.

Chair appointed as Committee on Program:—A. E. Bennett and H. O. Kruschke.

A. C. Bennett then presented the following paper on the benefits of freely using cranberries.

“MR. PRESIDENT:—At the August meeting I made some remarks regarding extending the cranberry market and said that while I was in favor of opening every avenue to increase their sale that I thought that full as much good could be accomplished by a judicious system of advertising in the west as could be done by trying to open foreign markets or that the same amount of money judiciously expended in advertising in the west would be as profitable. But this is like other things—only talk—and no matter how much we talk up nice plans they bring no results and never will. It requires action—definite action. To talk up such things and print them in our association pamphlets amounts to very little, as they seldom circulate beyond our own members. To give this subject more definite action and give this convention a clearer idea of what I mean

I will illustrate it as by a model. By judicious advertising I do not mean regular paid advertisements, costing so much for every line, but articles of a general interesting nature which while they puff up the cranberry as a wholesome and delicious fruit etc., do it in such a way as not to appear directly as the work of interested parties. The articles should be so written that they would appear to be written only in the interest of the general public and such as would be likely to be copied into other papers from the one in which they originally appear and thus get scattered without expense to us.

I have prepared what I think a sample article of this kind. Now suppose we were to get such an article printed in good shape so that a printer receiving it would have as little work as possible in having it re-set for his paper. Suppose we send one of these circulars or slips so printed to the editor of one paper in each county in this state selecting the paper having the largest circulation in each county. Suppose in order to secure special attention to it that we enclose one dollar with each slip requesting the editor, if the piece is accepted for publication, that he retain the dollar and send one sample copy of his paper to the author; if not accepted to please return the dollar. This would insure its publication by the leading paper in nearly every county in the state and other local papers would copy not only in this state but in other states. If the plan works well in this state then extend it to other states. The cost of this system is far less than to work up foreign trade. The consumption of the cranberry in this state is now four times what it was ten years ago and it ought to be ten times as great as it now is.

Here is a sample of my idea of puffing:—

SAVE THE CRANBERRY.

WHY AND HOW?

It should be known to the ends of the earth that the American cranberry is the healthiest fruit grown from the surface of this globe.

It contains an acid combination not found in any other known fruit, so says Dr. Witter of Grand Rapids, member of State Board of Health. Its virtues as a health restorer was known to the wild Indians of this country before Columbus sought its shores.

An effecting scene comes down to us from the early settlers in which a woman who had learned the Indian language and had acted as interpreter between the Indians and whites becomes very sick. She had endeared herself to the Indians by many acts of kindness. The old Indian

chief came to see her. He stood in silence a long time gazing upon her pale face. The large tears followed each other down his copper colored cheeks and in silence he turned away. He returned again with hope beaming in his eyes. He had found some wild cranberries which he had brought with him to cure his kind white friend.

About a year ago a correspondent of the *New England Homestead* writing to a personal friend says:—

“I had often heard that cranberries were healthy but not until last fall and winter did I get good evidence of their marked benefit in any particular disease. We had at that time about fifty crates of cranberries and I gave notice that I would give them to parties who would like to have them. Nearly every family in town had slight or severe attacks of grip and the exceptions gave me the hint upon which I write.

Not one who used cranberry sauce freely was attacked with this mysterious disease. When I first heard about this exemption, I set about making particular inquiries and in no case did I find an exception.”

He adds:—“I have no doubt but what cranberries properly prepared are a remedial agent of great importance, and their free use will do much to keep the human body in a healthy state. I am now instituting inquiries as to the nature of the acid in the cranberry and its action and importance as a remedy and curative agent and can promise you some interesting developments in that direction.”

I do not believe the masses of people know half the good there is in this fruit. As a preventive of cholera, the combined testimony of the last seventy-eight years, since 1814, all points to an acid as a preventive of this disease. In 1883, Dr. Robert Koch, then director of the pathological laboratory of the Imperial Board of Health in Berlin, succeeded in identifying the comma bacillus which is now regarded as the infecting agent and cause of Asiatic cholera, and its life history and conditions are entirely in accord with the generalizations as to the actions of acids and alkalies as set forth in their report of 1884.

The most exhaustive report yet published in this country on Asiatic cholera is the report on cholera in Europe and India by Edward O. Shakespeare, of Philadelphia, who was appointed United States Commissioner in 1885 to study the disease in Spain and elsewhere in Europe. This report was not completed until 1890, and contains substantially all the latest developments in the study of the disease since Koch's discovery. It contains the records of numerous experiments in which the destructive action of acids on the comma bacillus and its rapid development in alkaline moisture have been demonstrated. On page 530 of this report Dr. Koch points out the fact that the human stomach is not at all times filled with strongly acid masses of food but that very often its contents have a neutral or even an alkaline reaction, and that during this condition cholera bacillus might pass through the stomach and develop their poison in the small intestines.

He says most probably a healthy stomach destroys the bacilli during the period of digestion and therefore it is not to be expected that if cholera has been introduced into the human stomach that infection must result in every case. Some persons have a constantly acid condition of the stomach. The wife of the Rev. J. R. Creighton, present presiding elder of the Milwaukee district, told me a few days ago

that this was the case with her stomach and that the Milwaukee doctors told her last summer that she need never have any fears of having the cholera. She is the healthiest looking Methodist minister's wife that I ever saw, and does not appear to be over one half her real age, showing that such a condition is not incompatible with good health.

Dr. Charles Gatchell, of Chicago, in his treatment of cholera, says, as it is well known that the cholera microbe does not flourish in acid solutions, it would be well to slightly aciduate the drinking water.

In the tests made by Dr. Koch and others, sulphuric acid was mainly used, as it had been found that sulphuric acid gas given off in certain manufactories and industrial processes insured immunity from cholera among those subject to it. These facts so strongly impressed Dr. Reiley, the secretary of the State Board of Health of Illinois, that he said would it not be well for the Board of Health to investigate its efficiency and make a public statement, but the cholera was stopped in New York and the opportunity to do so was not presented. Now the sulphuric acid of commerce requires only a few drops to do much harm and is only safe in the hands of a physician. The mass of the people are not safe to handle it either in the liquid or gaseous states, while in the American cranberry we have a perfectly safe article containing the sulphuric acid combined with silicic acid, carbonic acid, phosphoric acid and sesquioxide of iron. The acids are germ destroyers, the iron builds up the system.

The soil on which this fruit grows in the wild state is muck of a peculiar nature. In Wood county, also in Monroe and Jackson counties, Wisconsin, nails, axes, hammers, saws and other tools lost twenty years ago *beneath* this soil on being brought to the surface and wiped off are as bright as the day they were lost. Cranberries can be used as free as apples and cooked in as many ways. They are used by the seamen in the Arctic regions to prevent scurvy and kindred diseases and in the late war our seamen were supplied with them, the United States realizing their importance as a matter of health. They are used in severe cases of erysipelas as a poultice with wonderful effect, and in fevers they are of inestimable value.

I have found by actual personal experience that the expressed juice of a single cranberry will soothe the parched lips and give more lasting relief than one hundred times the quantity of anything else I ever tried. Let any one who is real thirsty try chewing a single cranberry and they will be surprised at the effect. No doubt it was in this way that the Indian first learned their value as a medicine.

Their free use will paint the cheek of the fairest maiden with the rose of health like their own and infuse new life in the aged as bright as they always shine.

I say again, save the cranberry. Put some aside now while you can for soon they will all be out of the market.

HOW TO KEEP THEM.

They can be cauned the same as any other fruit, either with or without sugar. They can also be kept for a long time by placing them in stone crocks or jugs and filling them with cold water which has previously been well boiled, or use a vinegar barrel and fill it with the cold boiled water four or five inches above the berries, using a

weight to keep the berries entirely under water. Be sure and have water enough as the fruit is hollow and will absorb a large quantity of water and the water at all times should be two or three inches deep over them. Set them away in a cool cellar and they will be good a year from now.

Save some now for the spring and summer of 1893 then you will be ready for the World's Fair and the cholera, too, if it should come.

A. C. BENNETT.

H. O. Kruschke:—Would it not be well to attach the analysis of the cranberry to the article?

Mr. Stansbury:—I think two members ought to be appointed to write up such articles. Get them printed and it being the fact that the Wisconsin cranberry is the finest in the world except in size, I think it would be well to have that fact impressed upon the minds of the people.

Mr. Bennett:—If we can increase the consumption two-fold we can sell them all.

Mr. Nash:—GENTLEMEN, the average man does not go to the newspaper for his breakfast. We must find some way of introducing them into his stomach; and some way of selling other than to rely on two or three commission men to handle our entire crop. I have before advocated establishing a pool or fruit selling house where each and every grower could become a member, and by putting men on the road we could sell every berry raised by the members and while doing this need not antagonize the men who now handle the bulk of our crop, as by our system we would increase the consumption, thereby making prices better for them as well as us. I have been looking for some time for the grower to realize that something of this kind must be done. We should have to grade our berries and have an inspector appointed who would see that every car load was fully up to the grade in every respect and we could soon have a market for all berries that had the brand on which was adopted, knowing by experience that they were to be relied on as standard. I am very confident that something of this kind will have to be done and as it will require some capital to get started I will here agree to take \$500.00 stock in the company if no less than seven others will subscribe a like amount.

G. H. Kruschke:—Our capital being invested in the cranberry growing industry, I think it would be more profitable to create a good market for what we now raise than to learn to raise more.

The question was discussed by Messrs. Nash, Witter,

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° 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.

Σ
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.

