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## **Wisconsin State Cranberry Growers' Association. 20th annual meeting, Grand Rapids, Wis., Jan. 8th, 1907. 1907**

Wisconsin State Cranberry Growers Association  
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WISCONSIN STATE  
**Cranberry Growers Association.**

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**20th Annual Meeting.**

Grand Rapids, Wis., Jan. 8th, 1907.



# 20th ANNUAL SESSION

## Of the Wisconsin State Cranberry Growers Association.

The winter session of the Wisconsin State Cranberry Growers' Association met at the Court House, Grand Rapids, on Tuesday, Jan 8, at 10 o'clock a. m. The first thing on the program was the address by President S. N. Whittlesey, which was as follows:  
Fellow Cranberry Growers.

Ladies and Gentlemen:—All of us Wisconsin Cranberry Growers have received very good prices again this year. Most of us have had good crops. A few of us have had very light yields, practically failures. It is probably as true of you successful ones that you blundered into your success in growing a crop as that the others failed because they blundered.

Cranberry growing is a fine art, or rather, an exact science, but not exactly understood by most of us, nor by any of us. Not even the state, have we heard, has as yet discovered nature's important secrets of this science, of practical value, beyond those possessed and practiced by growers generally. We urge the state to relax not, but to improve and extend research and experiment in this field.

"Water," says Judge Gaynor, "is the best friend of the wise Cranberry Grower and the Arch Enemy of the foolish one." The inference is that Water and the Judge are on very good terms. Lest wisdom dies with him, long live the Judge. I will ask him sometime during this session to tell the foolish fellows just how to make best friends of water, and further to give us a pointer on how to prevent water from making enemies of those

who should be friends.

One year ago the statement was made from this chair that the problem before us now was "marketing."

That successful growing was fairly in sight. Now the "growing" conceit has been taken out of a few of us but the marketing problem is solved in The Sales company, of which every cranberry grower in Wisconsin should be a member. Not one of them can fairly decline to be, any more than he can join in the dance and refuse to help pay the fiddler.

Every grower in Wisconsin whether in the Sales company or outside of it got a dollar a barrel more than he otherwise would simply by virtue of the Sales company. Every grower got lower freight rates, wholly by virtue of the Sales company though this virtue may be partly due to the influence and activity of the company's sales agent A. U. Chaney. Individual marketing of cranberries is out of date. The Sales company is a co-operation, not a corner. Coal and corn can be cornered, not cranberries. Coal and corn the public must buy. Cranberries the grower must sell. A fundamental difference.

This is the age of co-operation and combination. The beneficent and fair it is society's business to foster and to follow. The pernicious and the penal to put out and punish, through society is efficient and only organization, the Government. Perhaps society is beginning to attend to her business. It is time.

The question of help, pickers for picking the crop, is becoming serious. I have heard that there are some ex-

cellent picking machines, capable of performing wonders, but they are in somebody's head and wholly unavailable. Until they are brought out we must depend on the hand picker and the rake or scoop. Our Cape Cod friends scoop almost entirely and with great apparent satisfaction. The vines must be previously prepared by pruning. Probably we cannot afford longer to delay preparing our own marshes for picking by some proper method of pruning. There is a very good pruning machine to be drawn by horses but his too is in a head, another one.

Our esteemed and honored secretary Mr. W. H. Fitch is out of health and absent, temporarily we trust. He and his family have our kindest consideration and sympathy. He is fortunate and so are we, that he has a son, willing and competent to fill the position. Mr. J. W. Fitch is our secretary pro tempore.

#### Secretary's Report.

Acting Secretary J. W. Fitch, spoke briefly calling attention to the reported increased yields per acre, which showed that Wisconsin could compete with any district in the profitable production of cranberries. The financial statement was as follows:

#### RECEIPTS.

State Money.....	\$250 00
Ordinary Membership .....	20 50
Life Membership.....	10 00
Advertisements.....	43 90
Total.....	\$324 40
Disb.....	241 57
Balance .....	\$ 82 83

#### DISBURSEMENTS.

Order No. 1 '6 U. W. of Wis for moving vines.....	\$60 71
Order No. 117 Sec. sal. for 1905.....	80 00
" " 118 Printing and postage.....	33 32
" " 119 Reports Jan. meeting.....	38 50
" " 120 Stamped envelopes.....	22 54
" " 121 Tribune for printing.....	6 50
Total.....	\$241 57

The minutes of previous meeting were read and approved and report of secretary was accepted.

#### Treasurer's Report.

M. O. Potter treasurer, then read his report.

#### RECEIPTS.

State Money.....	\$250 00
Jan. 31, Membership fee.....	12 50
Mar. 24, cash from W. H. Fitch.....	50 60
Aug. 30, " " W. H. Fitch.....	10 00
Dec 31, " " " " " ".....	1 30
	\$324 40
	241 57
On hand .....	\$82.83

#### DISBURSEMENTS.

Jan 31, 1906, Order 117.....	\$80 00
" 31, 1906, " 118.....	33 32
Feb. 9, 1906, " 116.....	60 71
Mar. 17, 1906, " 119.....	38 50
Mar 19, 1906, " 120.....	22 54
Oct. 8, 1906, " 121.....	6 50
	\$241 57

The President appointed Mr. A. E. Bennett and Mr J. N. King a committee to audit same. Upon the committee reporting same correct the report was adopted

The election of officers resulted as follows:

President—A. E. Bennett, Grand Rapids R. F. D. 3

Vice President—O. Potter, Grand Rapids R F. D 3.

Secretary—J. W. Fitch, Cranmoor, Wis.

Treasurer—J. J. Emmerich, Cranmoor.

Statistician—J. B. Arpin, Grand Rapids.

Mem. of Ex. Com. -- S A. Warner, Warrens.

In the absence of Mr. C. B. Hardenburg, entomologist, his address on Insect Pests, was read by the secretary.

#### Destructive Worms.

Mr. Fitch, Sec., State Cranberry Growers' Association, Cranmoor, Wisconsin.

Dear Sir: As I cannot be present at the meeting of the Wisconsin State Cranberry Growers' Association for reasons stated in a recent communication to you, I think it might be well

to give you a brief outline of the results of last season's work on the cranberry insect, with such suggestions for treatment as I can confidently give at this time. Most of the work of last summer was, of course, of a preliminary character and more with a view to prepare the way for next season's work than with the purpose of getting definite practical results.

The conditions found in the cranberry marshes of Wisconsin are of such a nature that the work done on the eastern marshes could be of practically no value to me aside from general information as to life history and nature of the damage done, although even in this respect minor differences were found to exist.

I started out with the purpose to ascertain if possible the following data

1. To study the actual conditions and behavior of the Cranberry Fruit worm in the field and to see whether or not there was any considerable difference in its method of working, date of appearance, etc. from what has been described by Smith in his bulletin on the "Insects Injurious to Cranberry Culture."

2. To find out in how far the remedial measures advocated by the former could be applied in Wisconsin, and, if not, how our treatment should differ from that given by him

3. Other means which could be employed to get rid of the Fruit Worm.

4. Any remedial measures which could be taken against other insect pests of the cranberry.

I arrived in Cranmoor June the 30th, which I considered sufficiently early to watch the first appearance of the Fruit Worm moth, as they are not supposed to leave their cocoon before the middle of July. However, the next morning, July 1st, the

first moth was caught by Mr. Malde and from that time on a few were noticed but the greater number did not make their appearance until the middle of July. The moths were never plentiful; at least they were never seen in great number. Only occasionally one would be scared up while walking through the vines and after a jerky flight of a few rods it would settle again head downward on the stem.

I have not been able to discover the egg of the Cranberry Fruit Worm, though a careful search was made on those plots which had been badly infested the previous season.

The principal damage has been caused the past year by three insects, the Black Headed Vine Worm and the Cranberry Fruit Worm. While the work of the Cranberry Gurler and other insects, such as Katydid, has not been much in evidence this year, and they, for the present at least, need not be considered.

For the life history of these insects and the nature of their damage, I refer to Farmers' Bulletin No. 178 of the U. S. Department of Agriculture on "Insects Injurious to Cranberry Culture;" this bulletin can be obtained free upon application to the Secretary of Agriculture, Washington, D. C. and I would advise every grower to get a copy.

The Fruit Worm is not the only worm that eats in the berry and all early coloring berries need not necessarily be attracted by the fruit worm. Any injury which the berries receive has a tendency to make it color earlier than usual, so that a general look over the marsh does not always give an accurate idea of the number of fruit worms or other insects present. A short resume of the characteristics of the damage done by Fire Worm or Fruit Worm may be useful.

**CRANBERRY FRUIT WORM.**

This attacks the fruit only, the worm entering the fruit generally near the attachment to the hook and in its earliest stages, the whole is so small as to be hardly visible and the larvae at first enters the seed, later on it eats the pulp of the berry from the inside. The hole of entrance is always circular, and, except in the very latest stages, late in August, the hole is always covered with a silky web. The worm itself is green with a yellowish head and a red stripe on the back toward the hind end of the body.

**CRANBERRY FIRE WORM OR VINE WORM.** These are two the yellow headed and the black headed worm. The differences indicated by the name. Of these the black headed is the most to be dreaded. At least it caused the greatest amount of damage the last season, and it will ruin a large area in a remarkably short time. These fire Worms do damage to both fruit and vines, but its work on the fruit can be readily distinguished from that of the fruit worm for it enters the berry at any point and eats its way in by means of an irregular hole with ragged edges. Its work on the vine is apparent by the leaves of an upright being sprung together at the tip, the vine showing the light under side of the leaves. Later on the tips of several uprights come together. The work of this enemy should be detected before this happened. Once the damage can be readily detected from the dams, it is too late. The vines should be inspected closely, and as soon as the first sign is noticed which will be generally early in July, the infested region should be flooded, taking care to have the water well above the vines and keeping it there for about two days. At that time of the season there is not so much danger of scald-

ing the berries as later on in August, when flooding for the fruit worm. If the damage has gone so far as to make the infested portion practically a total loss, the advance of the Fire Worm can be checked by spraying a strip about six feet wide around the badly infested area. The spraying should be done with a mixture of Paris green, 1 pound, and freshly slacked lime, 4 pounds, to a barrel of fifty gallons of water. The lime is added simply to make the mixture stick better.

As to remedies for the Fruit Worm, at present it is not yet possible to give the best methods, although spraying with the mixture just mentioned has been proven beneficial. The spraying should be done at least twice; once early in July and again about two or three weeks after. Other remedies, such as flooding, have been found to be impractical according to last season's experiments on account of the temperature of the water being too high and the imminent danger of scalding the crop. Other experiments have not yet given any definite results, but will be continued; this coming season.

As before mentioned, it is hardly possible at present to give any definite suggestions as to the treatment for the coming season, but feel confident that this year's work will give results.

In conclusion, I would sum up last year's work as follows:

1. The growers are as yet not well acquainted with the insect enemies, and as a rule do not watch their marshes closely enough to note the first appearance, when a prompt treatment would be easy and effective. In general any moth flying around on the marshes is liable to be mistaken for Fruit Worm or Fire Worm moth. To remedy this steps will be taken to have a permanent

collection of the cranberry marsh insects for reference at the station, with sets of the life histories of the injurious species.

2. Clean culture, if possible, should be practiced, and no weeds be allowed to grow on the marshes. On the clean marsh any injury done to the vines is more easily noticed and also the insects that are found flying among the vines are then liable to be only those which have business there. A clean marsh is also easier to be sprayed for pests.

3 The dams should be kept scrupulously clean of vines. It has been noticed again and again that it is from the dams which cannot be flooded that the insects get their start. A clear case of the importance of this was seen on one of the marshes around Warren, where no Fruit or Vine Worms were found, although these pests are abundant throughout the surrounding region. These dams serve as hibernating places and afford opportunities for egg laying in early spring, when the vines on the marshes are still covered with the winter flood.

4. Torches do not seem to be of any particular value in catching the millers. Thousands of them are caught that way, but very few of those are injurious. Most of them are grass feeders and weed insects abounding in the wild marshes and rather beneficial than otherwise.

5. Spraying with Paris green or any other arsenical insecticide is a good preventive for the fruit worm, if applied early in the beginning of July. Once the fruit worm has gained a foothold, it is difficult to combat by spraying. For vine worm and spraying is an excellent remedy and its injury can be checked by spraying a small strip in advance of their line of march.

6. Flooding for the insect pests, though the easiest way of dealing with them, involves the risk of losing the crop through scalding, except in cases where the water is of a sufficiently low temperature, say below 60 degrees. The submersion, for the fruit worm at least, should continue for forty-eight hours.

The detailed report of last year's work will soon be out and copies will be sent to those interested upon application.

With best wishes for a successful cranberry crop this year, I am,

Yours very truly,

C. B. Hardenberg.

#### Cranberry Investigation Summary for the Season of 1906

O. G. Malde, College of Agriculture U. of Wis.

The cranberry season of 1906 has been a very favorable one to the majority of the growers of this state. Though the crop was not as large as the heavy blossoming might have indicated that it would be, a normal crop was secured in the state.

The Blight, Fire Worm and Fruit Worm in some places caused considerable amount of damage. Late May frosts together with the severe hail storms June 25th also caused the loss of some districts.

The latter part of the season, however, was exceptionally free from cold nights or frosts, and as a result the berries had a very good chance to ripen.

The temperature records of the season are quite interesting. The special soil thermometers being late in their arrival gave but two months work in the study of soil temperature at three and six inches below the surface on sanded and unsanded, well and poorly drained, clean and fowl marsh.



The average of these records are interesting, and a complete record is forthcoming in the annual report.

The records for six inches below surface were so constant for the two months that they were not set forth in the report this year. The general average, however, for the Gaynor marsh and the experiment station plots being 64 and one-fifth degrees and 70 degrees.

One point of interest is the difference in the readings of seven P. M. and seven A. M. at three inches below the surface, the difference being on the Gaynor marsh .21, section F, Plot 8, 3.31; F. 5, 6.6; Section G, 6.73; and Section B, 7.65 degrees of difference.

In some places where temperatures were taken hourly it was found that the maximum at three inches was about two hours after the sun set and the minimum two or three hours after sun rise.

The records corroborate the conclusions of last year, and by comparing the minimum on sand and flow marsh on those nights when the minimum was 45 degrees or less, it is seen that there is a very marked difference between them and that in a number of instances freezing temperatures occurred on fowl marsh when the temperature on sanded marsh remained several degrees above the freezing point.

This all pointing to weeding, pruning and sanding as one method of lessening the danger of frost and the dependence on a large water supply.

The average temperatures for the location of a pair of minimum thermometers, one at two inches and the other one three feet higher on the same stake in the Gaynor marsh from May 9th to September 30th are as follows: for two inches above the surface 44.62 degrees and for three

feet higher 52.05 degrees with an average difference for the 145 days of 7.43 degrees. These differences ranging from a few days of no difference to one on September 30th of 11.4 degrees.

The drainage experiments, where deep and shallow drainage was compared, showed the vines to have about the same growth in each case and the smallest yield 5.2 bushels on the plot where the water kept at about from 8 to 10 inches, with the medium yield of 5.6 bushels on the plot with deepest drainage.

The plot with the deepest drainage suffered heaviest from exposure to the late May frost and would probably have yielded about the same as the plot of 10 inch drainage had the damage on both been alike.

The average for three seasons in which these experiments have been conducted gave us the following data: 41 barrels per acre on deep drained, 40 barrels for medium drained plot and 37 barrels for the plot with the water at surface.

The dew point records of the season were quite complete and will appear in full in the annual report. The chief thing of note in it is that the minimum temperatures for the night frequently fall 20 degrees below the dew point and the maximum fall recorded was 26.2 degrees.

The sanding of a few of the experimental plots in 1905 gave some favorable results in yielding this year and a good addition was made to the amount of uprights on these plots.

One section yielded 152 bushels or 51 barrels to that of 132 bushels or 44 barrels a year ago.

The fertilizer tests have borne out the conclusions of last year favoring nitrates and phosphates in combination. The yields were as follows on plots of equal size.

Sulfate of potash yielded 3.9 bushels; sodium nitrate, 3.2 bushels; acid phosphates, 3 bushels; no treatment, 2.4 bushels; In combinations, Potash and nitrate yielded 3.9 bushels; potash and phosphate, 3.6 bushels; nitrate and phosphate, 5.7 bushels; no treatment, 3.2 bushels.

The four varieties of vines that were planted on the station this year all done well as far as could be noted. They were the Jumbo, Prolific, Early Ohio and Early Black. The Early black being planted on the sanded section to secure earliness.

The endurance of a vine in storage and shipment was strongly brought out in the growth of three of these varieties, which had been pulled in October, 1905 and spent several weeks in transport and then stored over winter until the middle of May. The other variety was freshly pulled and planted. The growth of the fresh and stored vines was the same as far as could be seen, except that the fresh vines did not take quite so long a time to start, the difference being about a week. No advantage could be seen in comparing the cut with the uncut vines. A large amount of weeds were found to start where vines were not cleaned of the foreign material that followed them in the pulling then where the vines were carefully cleaned. The difference in the amount of rootlets did not seem to make a difference in the growth of the newly planted vines. Planting by covering with muck from ditch proved to be detrimental to clean culture, whereas in our case an old ditch furnished the material. The practice is perhaps all right on new planting where new ditch material is used. This year no advantage could be seen in the growth of vines planted in this manner over those stamped in with the hook. Some planting on

plowed marshes were observed to be doing well, and seems to be quite a feasible method for the planting of some marshes.

The effect of flood on fruit was noted with the result that plainly show that the duration of a flood where the fruit is immersed must vary inversely as the temperature of the flood is above 60 degrees, that is a flood at 60 degrees may safely remain on fruit at a more extended period than one of higher temperatures.

We are indebted to Mr. H. R. Laing for some valuable data on the flood at the low temperature of 60 degrees or a little below that remains on for about thirty-five hours with no damage to the sound berries and only berries that had been entered by worms or bitten by other insects became water soaked.

On August 7th a flood experiment was started on three plots at the experiment station. On one of these flood remained on for twenty hours with an average temperature of 70 degrees and the other two sections of the flood remained 2 hours with an average temperature of 69.8 degrees.

The twenty-hour flood resulted in the water soaking of about five per cent of the berries, while the thirty-two-hour flood caused the water soaking of at least fifty per cent.

Comparing the parent and seedling berries has been carried out in somewhat the following manner: first, with reference to uniformity in the parent itself; second, with reference to uniformity of fruit of the seedling considered by itself; third, by the agreement in color, size and shape between the fruit of the seedling and that of the parent vine. Marking on the scale of four was used, so that there really were four grades

The observations indicate that

there is frequently a striking similarity between the berries of the seedling and the parent vine. This is particularly true in respect to shape. This shows that where there is any particular object to be gained, it may be possible to use the seed as a method of propagating the cranberry.

### Year's Review.

By A. C. Bennett.

Mr. President, Ladies and Gentlemen.

In reviewing the events of the past year we must all realize that a new leaf has been turned over. A new mile stone has been passed. That, a new history in the cranberry industry is being put on the stage. Old things are passing away, behold all things are new. Cranberries have become a cash article at last and to remain so forever.

Under the leadership of experienced salesmen in limited numbers the crop of Wisconsin cranberries has been more evenly distributed than ever before.

Through the united efforts of A. U. Chaney and the Wisconsin Cranberry Sales Company, we have secured in the name of the Wisconsin Cranberry Sales Co. a reduction in railroad rates to California of \$40 on every car of 200 barrels.

\$72 for every car to all northern Pacific points.

\$60 per car to Winnepeg.

\$12 " " " Minneapolis.

\$24 " " " Milwaukee and Chicago.

This means so many extra dollars left in the pockets of Wisconsin growers. It also means a vast territory opened up to us in which we had never before been able to sell our Wisconsin berries. When we get low rates to Chicago it means that we get Chicago rates from there to a

vast territory thickly populated and rolling in wealth whose appetites have longed for years for a taste of Wisconsin berries but owing to railroad rates they had to accept of eastern berries entirely. Now they have had a taste of Wisconsin berries and say they like them.

Our berries have gone east to Grand Rapids, Mich., and to Terra Haut, Indiana, northwest to Winnepeg and southwest to Dalls, Texas, and all along the Pacific coast, Los Angeles, Seattle, Tacoma etc. Our last and best sale or highest price was obtained in Kansas, where our competitors advertised us the most.

What more could we ask?

By our contract with A. U. Chaney Co., they were placed under \$50,000 bonds to the Sales Company to sell the association berries in the open markets for the best obtainable market price to sell them in accordance to the laws of the states where sold, and of the United States; and that they should not enter into any combination with any other parties in violation of such laws and that as fast as the berries are sold that a duplicate bill shall be forwarded to the secretary of our association all of which has been faithfully performed to the letter. A. U. Chaney Co. were to do the collecting, advertising, telegraphing, remitting and bear all expenses of selling and receive five per cent of the net returns at our shipping point and not five per cent on the gross sales including freight cartage, and exchange, as other commission men always do. This item alone saved the association over \$2,000 add to this the saving in railroad freights an average of \$40 a car amounting to \$6400, which A. U. Chaney Co. and the association saved the growers by such reduction and added together, the growers have

saved \$8400 on these two items; add to this the increased price by reason of the enlarged territory in which to sell the berries which count it \$1 00 per barrel makes a grand total of over \$42,000 saved to the Wisconsin growers. A. U. Chaney Co. sold for cash and promptly returned to each shipper by check or draft eighty per cent of the collection. And by the contract they are also to settle the balance with the association whenever the board of directors require them to do so. Could we ask for anything better? Out of this 20 per cent we are to pay A. U. Chaney Co five per cent, also pay them back the money advanced by them for labels and stamps and six per cent interest the necessary expenses of the association at this end such as inspections and officers the association is to pay also pay back to each member the ten dollars advanced by them and replace it from the two per cent reserved for necessary expenses, the balance belongs to the growers. Under our revised contract there is no pooling nor any evasion of any laws and any fool of a politician that would turn us back to the ungodly thieves that used to slaughter our berries for the commission ought to go and hang himself.

One beauty of our Sales Co. is that different varieties can be shipped in the same car and different priced berries from \$4 00 to \$11.00 per barrel no matter who raises them, each barrel bears the number of the grower and as soon as they are loaded in the car the business of the grower ends at his own station.

In this way small lots can be shipped at car load rates and the jobber get a variety in price and quality to suit his trade and in times of shortage on cars we know the volume of the business and the agent

can order them a head otherwise we might have been till mid winter shipping this year.

Owing to the larger territory to sell in and the thorough distribution of the fruit avoiding over loading any one market and without producing gluts and stagnation anywhere. A. U. Chaney Co not only sold all the berries of the Wisconsin Sales Co. without the loss of a single dollar of bad accounts but also sold nearly 300 car loads of Cape Cod berries in so doing he prevented them being piled up directly in our pathway and secured good prices for them as well as our own and our association today, though less than a year old, has a record of being the Boss Cranberry Sales Co of the world and best of all we have not had the least desire of evading any of the laws of the states or of the United States. Our aim has been from the first, to give everyone a square deal and to raise the standard of Wisconsin Cranberries believing that the American people would approve our efforts and be willing to pay a fair price for a good article which they did and we appreciate it. We have labored under untold disadvantage this season with inadequate store-room, short on curing boxes, short on help, having to install many new cleaning and grading machines to be run by gasoline engines which often proved very balky in the hands of inexperienced men, sometimes short on cars, and lastly short on barrels but we are all alive yet and fully determined to improve the quality of our berries in every way possible and to be fully prepared another season to give our patrons the full worth of their money.

1 We need first of all Inspectors that can devote fully ten hours every day in the "picking" and "packing" season to the exclusive business of

inspecting, not only the berries, but the ware houses during picking time and to insist on a free circulation of air in all cases while the berries are being cured.

2 To see to it that no berries be packed in them wet.

3. That some more definite rules be formed for sorting and grading.

4. That the inspectors be provided by state laws same as the inspectors of lumber now are and having no interest in the article inspected by them.

Certain ones of our competitors seem to have been lying awake nights to devise some plan to break up this association from the first, but it can never be done by outside parties. If it is ever done, it will be done by traitors within our own ranks.

Christ in his little band of chosen disciples had one traitor but the record says that he went out and hanged himself.

We must expect some of our members to do the same thing but our Kansas competitor has not only hanged himself, but dug his own grave in advance just because we did not employ him. If he had done so at his own proposition, we would not have only lost all the reductions in freight rates, but we would have been paying him \$2,000 more in commissions on freight, cartage and exchange and would have been restricted to our old narrow limits to sell in, and of course would have been compelled to sell at lower rates he would have been interested to have the railroads increase their rates and to ship them as far away as possible. Your board of directors would have been branded as a pack of fools if they had accepted his proposition. He brought berries, so I am told, in the east at \$5.50 per barrel and advertised to sell them at \$5.00 per barrel and offered

Wisconsin berries at \$7.25 per barrel to our customers for which he had paid \$7 00 per barrel. Another competitor bought some poor berries because they were cheap and advertised them at 35 cts. per barrel, less than our customers were getting. These scavengers do not scare us in the least. They are as necessary as the buzzards in the south that live on carrion. The association berries have all been sold at a better average price than outside parties obtained and collections were made without the loss of a single dollar on bad accounts and the growers received the benefit and this was done in the face of the fact that there was a very large crop of apples estimated 36 million barrels, and the most generous amounts of all other kinds of fruit all over the country and a big cranberry crop all of which brought fair prices. Last year cranberries brought as high as \$24 a barrel but outsiders got the profit not the growers. What more could we ask in a year like this?

Year by year all kinds of fruit are being put up in better condition; in more attractive packages, shipped under more scientific management. All large dealers, even in the retail business, have their refrigerators and the fruit being kept cool from the grower to the consumer, avoids the necessity of forcing unsound fruit upon the consumers. Yet some will try to do it, and the present stagnation in the cranberry market has been produced by some eastern jobbers who bought a lot of cranberries in the dirt of some growers who did not belong to any association. These smart alecks that refuse to join any association that would compel them to put up good berries and think they are making more money, the more poor berries they put in, are deceiving themselves and blind to their own interests. If only good sound berries

had been put on the market the market price would have continued firm at good prices until all were sold, but a small amount of slush put on the market at a low price soon brings them all to its price and stops consumption, creates a panic and every man goes in for himself and the devil gets the whole crowd.

A. C. Bennett.

Mr. Andrew Searles spoke in regard to Mr. Hardenburg's advice as to flooding, that he thought it would be too late. Vine-worms appeared in May on his marsh; he then flooded hard and with few exceptions the worms were destroyed. Later in the season he found a few which probably had climbed up in the grass beyond reach of the water, then would leave the vines fifteen minutes after being flooded.

Growers should not flood blossoms as they would not stand flooding without damage. He had been told eight to ten hours would destroy fruit worms. So on a cool night he flooded twelve hours, expecting to do away with them, got up at four a. m. and found worms alive clinging to vines. The berries showed no ill effects for four or five days when he found many scalded, thought a few hours more would have taken all the berries. Thought the remedy for fire-worms would be to have no grass or brush on the bog, that early flooding would destroy them.

Mr. Malde asked for an explanation of scalded and water soaked berries. Mr. A. C. Bennett stated that scalded berries were caused by the reflection of the sun, that in New Jersey something in the soil sometimes caused over 90 per cent of the berries to scald, water soaked berries came from being too long in the water.

H. B. Tuttle stated that thorough winter flooding prevented damage from both fruit and vine worms, he threw the water over the tops of the dams.

M. O. Potter thought that in this case the benefit probably came from holding the flood late in the spring.

Mr. S. N. Whittlesey said that he had held the flood late and had lost the worms and crop too.

Mr. J. D. Potter asked Mr. Searles if the next morning, after he had flooded for fruit worms, was warm and that perhaps the berries had scalded after the water was taken off. Mr. Searles said that the next morning was cloudy and cool, that Mr. James Gaynor had told him it would have been safe to have left it on all day, but from his experience flooding cannot be used to combat insect enemies after early spring.

Mr. Day stated that several years ago the 15th of June, a heavy rain flooded his vines for twenty-four to thirty hours, weather was warm and sultry, but from 7 acres he had harvested 705 barrels of berries.

Mr. S. N. Whittlesey then asked Mr. A. E. Bennett as a successful grower, his opinion as to early or late drainage.

Mr. Bennett replied that no two men think alike. One got good results one way, another some other way. He generally took one-half his bog one way the other one-half another and got an average crop anyway, always took the water off in April and reflooded for fire worms, had to flood anyway for frosts. One June 'reshet had killed the fire worms. J. D. Potter stated that he had doubled the yield by early drainage.

The majority of those present favored early drainage.

Commissioner J. B. Arpin asked for best fertilizer. Ans. nitrate of soda and acid of phosphate, together 480 phosphate, 80 nitrate, 80 lbs. to the acre. Cost including application, from \$2.50 to \$4.00 per acre, increased yield about 40 per cent

Mr. Searls inquired whether the fertilizer would not be carried off by water. Mr. Malde stated that he questioned Prof Whitson on that point and he had stated that in his opinion they would not.

Mr. Malde stated that the maximum drop from dew point had been twenty-six and two-tenths degrees, due to rapid radiation such a heavy dew next morning that there was not much danger from freezing, as temperature would remain at freezing point a long time. He thought from experiments, that the terminal would stand at least  $1\frac{1}{2}$  degrees colder than the fruit, but Mr. A. C. Bennett moved to adjourn to 1:30 p. m., which was carried.

#### August Meeting.

Cranmoor, Wis., Ex. Station.  
August 14, 1906

The 20th annual convention of the association was held at the Gaynor Cranberry Co. Marsh and was well attended by the growers from the different districts. President, S. N. Whittlesey welcomed those in attendance and called upon H. O. Kruschke, an Ex. president of the Association for remarks. Mr. Kruschke said he was not at present engaged in the industry, but felt like a fish out of water, and that he had been around amongst the different marshes, and found prospects encouraging for an increase yield over the small crop of last year.

Mr Emerson of South Hanson, Mass., a grower and dealer in high grade fruit and vines and manufacturer of the Cape Cod Champion Picker, was called upon to address the meeting in regard to the cultivation carried on in Massachusetts. The bogs there are made from swamps, the heavy wood and stumps being removed, a good supply of water is always

sought for. The bogs are kept clean and free from weeds, water leveled. The bogs are sanded 3 to 6 inches deep. The vines are stuck in the sand, and for several years sanded over. The vines are trimmed after picking with an implement fashioned for the purpose, and the practice was highly recommended with a view to the use of the scoop. As to drainage, aimed to keep the water 18 in. below the top of the ground, when in blossom water was kept higher. Takes water off about the 1st of May although some leave it until about the 1st of June. Pumps have been used to some advantage, on small sections a good yield was 500 bbls. from 5 acres and even larger was harvested. As to cost of harvesting had put on car at \$1 per bbl Soil is peat or black mud formed by decayed leaves or washings from the up lands Troubled a good bit by fruit worms but not so bad this year. Estimated crop at one-third to one-half more than light crops of last year but will not be a full crop.

Mr T. W Budd of Pemberton, N. J., thought there would be 40 per cent more in that state than last year The New Jersey bogs were not as highly cultivated as those of Massachusetts and the yield in the latter was double to three times as great per acre. The New Jersey bogs are generally covered with water from Thanksgiving to May. Mr. A. U. Chaney of Des Moines, Agent of Sales Co., was sanguine of success. Explained that that labels, with number of packer would afford protection and would stand a reputation considered a number better than a name and a brand better than a variety, as a supply of latter could not always be obtained. Would have inspectors in different districts, and have mutual understanding as to the brands, would get out a booklet urging care in packing.

and believed demand would keep pace with production, advocated united efforts and organization. This firm did not speculate to store.

Mr. E. P. Arpin reported favorable prospects for reduction in rates, and Mr. Chaney also was encouraged in expecting more regular charges as compared with other points.

Mr. O. G. Malde, Supt. of Experimental Station, explained how they had been late in getting to work at Station and in consequence some plans had been delayed. A few of the best varieties had been planted and were doing nicely. Fertilizing tests were being made, and weeding with account of expense attending same also various tests of flooding, all of which will be duly published in a special report. Mr. E. L. Jones of the U. W. Instructor of soils generally referred to the pleasant time he was having at the meeting. He was much interested in work on the marshes in the way of surveying, and that it was the purpose to give to each of the marshes a blue print showing approximately the location of the dams and reservoirs. He was impressed with the co-operative handling of the water supply, and with a scientific and systematic survey of the territory involved much better work along lines of flooding and draining could be expected.

Mr. C. D. Hardenberg, Entomologist of the U. W., said the importance of the matter of depredation of insects was being better understood, and the identity and habits of the pests were being made the subject of close investigation. Many of the remedies, which were being tried, were more or less effective, but he was not prepared as yet to give definitely such recommendations as he hoped to later. A very vital point was the matter of flooding both at the

timeliness and duration, but no specific course could be uniformly followed that gave entirely satisfactory results. He advised keeping the dams clean from vines, as it was in them that the insects would find places for their eggs. The use of torches showed small proportions of injurious insects. Careful drawings and dates will be published on the state bulletins and furnished free to the growers. It will be seen that the attention now directed towards the study and solution of problems affecting the cranberry interests is of a broad character and backed up by earnest purpose, and is an assurance of good work being accomplished along the lines laid out.

Prof. A. R. Whitson expected to be present but was prevented as advised in a letter of regret, in which he stated he found it absolutely impossible to attend, that efforts were being made to have the station in as possible and trusted that Messrs. Jones, Hardenberg and Malde would speak concerning matters on their respective line of work. It seemed as if eternal vigilance were the price of safety in Cranberry raising, and hoped it would be furnished the growers in coping with the enemies of Wisconsin's best fruit. He trusted the day would be an enjoyable and profitable one, and wished for the association the very best success. On account of the unknown extent of the damage inflicted on the crop by hail, frost, worms, and blight, it was found that any extent of probable yield must be conjecture to such an extent that later advices were necessary. It was thought at present a fair crop might be expected and one could be moved successfully as the broadened territory improved facilities in handling and increased consumption regarded adequate. On motion of Mr. A. C.



Bennett the salary of eighty dollars for secretary was formally approved in the matter of free seed distribution, motion prevailed to lay same on the table. W. H. Fitch, Sec'y.

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## LETTER OF TRANSMITTAL.

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To the Honorable James O. Davidson.

Governor of the State of Wisconsin:

Sir: I have the honor to submit herewith in requirement of law, the Nineteenth Annual Report of the Wisconsin State Cranberry Growers' Association, containing papers read and discussions thereon, together with an account of moneys disbursed for the year 1906

Respectfully yours,

Cranmoor, Wis., Jan. 12, 1907.

J. W. FITCH, Secretary.

# LIFE ROLL.

## GROWERS.

**ARPIN CRANBERRY CO.,** Grand Rapids, Wis.

Growers and dealers in choice varieties of cranberries. Grown on sanded marshes exclusively.

**J. TURNER BRAKELEY,** Horners Town, N. J. Lahaway Plantation.

**ALEXANDER BIRSS,** Prairie, Skagit Co., Wash. Shipping station Thornwood.

**I. W. BUDD,** Pemberton, N. J.

**M. M. CHEW,** Williamstown N. J.

Real estate, surveyor and conveyancer. Grower and dealer in cultivated cranberries.

**W. B. CLAFLIN & SON,** Hopkinton, Mass.

**E. E. DANO,** Mather, Wis.

**J. J. EMMERICH, CRANBERRY CO.,** Grand Rapids, Wis.

Growers of cultivated cranberries. Address all communications to Geo. W. Paulus, Secretary and Treasurer, Grand Rapids, Wisconsin.

**R. A. EVERSON,** South Hanson, Mass.

Grower and dealer in high grade fruit and vines and manufacturer of Cape Cod Champion Pick-r

**W. H. FITCH,** Cranmoor, Wis.

President Cranmoor Cranberry Co. Cultivated marshes.

**L. J. FOSDICK,** 29 Bedford, St., Boston, Mass.

Proprietor Springbrook Cranberry Meadow, North Carver, Mass. **ILKEIT** is our trade mark for Aunt Lucy's Cape Cod Cranberry Sauce. Put up in glass jars hermetically sealed with cork lined cap. Sold by first class dealers.

**ALFRED EDGAR FREEMAN,** Island Heights, N. J.

P. O. Box 124 Cranberry Grower.

**GAYNOR CRANBERRY Co.,** Grand Rapids, Wis.

All varieties carefully graded, hand picked and well packed. Keepers of the state cranberry experiment station and nursery.

**H. A. LORY,** Stanchfield, Minn.

Cranberry meadows bought, sold or exchanged for cranberry or other properties

**CHAS. H. PITMAN,** Brown's Mills, N. J.

Shipping station Hanover. Line of Penn. R. R. to Long Branch and sea shore.

**PROF. C. G. ROCKWOOD, jr.,** Princeton, N. J.

**EMULOUS SMALL,** Harwichport, Mass.

Cranberry grower. Shipping stations Harwich, Tremont and West Barnstable.

**J. R. TREAT,** Meadow Valley.

**JUDD M. WAIT,** Embarrass, Wis.

Proprietor Hotel Wait. Reasonable rates and first class service.

**S. H. WATERMAN,** Cumberland, Wis.

Cultivator and dealer.

## AUXILIARY.

**ARMOUR & CO.,** Chicago, Ill.

General offices 295 La Salle St. Produce department.

**BENNETT & HALL,** New York.

No. 161 West St. Commission merchants Fruit and produce.

**A. U. CHANEY CO.,** Des Moines, Iowa.

Wholesale brokerage and commission.

**GINOCCHIO-JONES FRUIT CO.,** Kansas City, Mo. No. 519 and 521 Walnut St.

**JOHN GRAITHER,** Grand Rapids, Wis.

Manufacturer of all kinds of cooperage Cranberry barrels a specialty in season.

**PEYCKE BROS. COMMISSION CO.,** Kansas City, Mo.

Wholesale brokerage and commission. We are in daily contact with the jobbers of 130 cities in the Missouri and Mississippi valleys. Cranberries, potatoes, cabbage, onions We buy for cash only. Carload business only.



### Explanatory Note.

Owing to a mistake in the printing office the report was made up without all of the proceedings and in order to avoid further regrettable delay it was thought best to add same to present book.

J. W. Fitch, Sec'y.

#### Afternoon Session.

Called to order by President Whittlesey at 2:30 p. m. J. A. Gaynor, statistician, gave his report of the crop of 1906 as follows:

New England.....	265,000 bbls.
New Jersey.....	90,000 bbls.
Wisconsin and West....	42,000. bbls.

Called to order by President Whittlesey.

President Whittlesey.—I wish Judge Gaynor would explain what he meant by saying that water was the best friend of the wise, and worst enemy of the foolish grower. Judge Gaynor:—I am not a practical grower but no doubt have an advantage over most growers from my study and training in the natural sciences. The conditions favorable for best formation of fruit buds were—dryness, coolness, and sunshine; the condition unfavorable—wet, warmth, and shade especially by clouds. If too wet when buds are forming the next years' crop will not be as good as if the condition were dry. As to early drainage, I do not know. Mr. Bennett started the custom and others imitated him. Conditions favorable to a vigorous growing conditions are unfavorable to fruit and conditions favorable fruit are unfavorable to growth. In the spring when vines open, if supplied with conditions for growth the terminal bud being a great feeder, if in good condition, might absorb some of the hooks. If conditions favorable to growth of wood are not present when opening up it will take to seed growth.

M. O. POTTER—You can not grow vines with water at surface. To start vines to grow turn on warm water then drain.

ANDREW SEARLS—Growers should be very careful with water, too much water gives too much vine, too big top growth. Vines should be open to let in heat and light. Water will stimulate growth.

JUDGE GAYNOR—In the east I noticed that where uprights grew very thick the blossoms had blighted.

M. O. POTTER—The conditions should be dry in August for a vigorous growth of fruit bud for the next years' crop.

JUDGE GAYNOR—If the terminal bud has not formed before vines are laid down by picking or rolling it will not form.

#### Introduction of Cranberries to Europe.

The following paper by Andrew Bissig was delivered at the meeting of Cranberry Growers:

On Nov. 16th 1902, after the cranberries were all disposed of, I left Wood county for my childhood home in Switzerland.

I went by the way of New York, Southampton, England; Paris to Switzerland where I remained about five months.

During this time I visited all parts of Switzerland and parts of France of northern Italy, and Austria.

The most striking feature of Switzerland, aside from its beautiful mountain scenery, is the vast number of summer resorts, residences, villas and hotels on mountain tops and around the mountain lakes.

It seems that the wealthier people of Europe make their summer home in Switzerland. They come there to eat and rest, and when they eat, they want the very best, and it is furnished

to them from all parts of the world. They have every variety of fruit except cranberries.

I often thought what a great opportunity these summer resorts would afford for the introduction of Cranberries to all of Europe. Cranberries would be a great novelty there and would be sure to attract attention, and those summer visitors are out to look for novelties in every line. They would be sure to try cranberries if they had a chance, and while there, be sure to cultivate a taste for them, and carry to their homes in all parts of Europe, the praises of this delicious fruit.

Since that visit I have given much thought, as to what would be the best method to introduce our fruit to Switzerland and through Switzerland to all Europe. I took with me about a peck of our best berries, as to show to the people there what cranberries were. In the raw form this fruit was no use to them, and of course they could not be eaten raw. It was only when this fruit was cooked and they tasted the beautiful sauce, they showed their high appreciation of it.

So I came to the conclusion, that if cranberries are successfully introduced there, for those people will not learn to cook them as they should be, and it would take too much time to teach them to do so.

My impression is that a much larger percentage of sugar should be used than is required for American trade.

For the purpose of introduction I would say a car load of fruit should be canned in New York or Philadelphia and shipped to Lucerne, Switzerland by the way of Genoa, where they should open up headquarters and send out his agents to distribute free sample cans of the higher class of

boarding houses, restaurants, home and summer resorts. Then these sales agents could be sent out later to solicit orders. I am perfectly satisfied that a car load could soon be disposed of at the usual prices paid there for the best canned fruit which is generally high as compared with American prices.

If this enterprise was backed by the growers east and west, it would only require one-tenth of one per cent from each grower, or one barrel in a thousand to make this experiment.

Is it not worth trying?

I feel certain I could make it a success, not perhaps profit on first car, but when the first car was disposed of, one could easily estimate what that market would take the following season.

Now this looks like a big job, don't it? But the job of this enterprise is not as big as the most of you think it is. If we had our marsh near the Atlantic coast, I would not be afraid to make a carload of our cranberries, can them, and ship them to Switzerland. I feel perfectly certain, after I had this fruit introduced I could make a nice profit, especially if the fruit was cooked as good, as it was last evening at our banquet.

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Mr. Bissig's ideas were very favorably received by the members of the Association. Judge Gaynor said that the matter could be better taken up by the Sales Company, that a good many of the growers thought when the attempt was made to introduce them in foreign countries, that the Cape Cod Growers would gobble up the market being nearer, but now it was evident, that it would be a good thing if they would and leave this country to the Wisconsin growers.

#### Raking on the Water and After Care of Berries

Mr. Searles said that he thought some one else should have been given the subject as he had only had one years experience, and that was not from choice. He had put off picking in order to let his berries grow, and when he got ready to pick, he found that all the pickers had gone to other marshes, so he thought he would wait a little until some of them began to get through, but everyone had so many berries, that he thought they never would get through, and he began to cast about for some way to get his in. He could not dry rake as his vines were too thick, so he called up M. O. Potter by telephone, and asked him about raking on the water. Potter told him it was all right, if he was careful in handling the berries and only used cool water.

He put on the water and could rake without hurting the vines. The men brought in 15 to 20 boxes where he would have been well satisfied with 8 to 10 dry raking. He flooded about what he could rake in a day. The berries were carried to the house, one box put in a two bushel drying crate, spread out and dried in about one day. They were very clean as clean as if handpicked. His best day, 12 men brought in 400 boxes and the last day 3 men picked 29 boxes in two and one-half hours. The berries were not long in the water and he could see no reason why they should be damaged, if one was careful in drying them. He gathered some which were under water two days during a cold spell. They seemed to freeze together while the men were stirring them to dry them. He thought they showed some ill effects and sold them first, as he thought they might not keep. He told the buyer of it but he was willing to take more of them as they had a very fine

appearance.

On a good clean marsh, with the runners taken out, he thought it was the coming way to harvest berries. Care in drying and applying water, all that was necessary

MR. TUTTLE—It is very necessary that the water be cool.

M O. POTTER—I have raked on the water for 16 years and never lost any berries. I would not use water unless it was cool. I flooded a small section and if it is not finished, it is dry raked the next day. I built a shed 16x60 feet for this purpose the berries are put in here wet, one box in a 2 bu. crate and not touched until dry, then they are doubled up in the warehouse. The great trouble would be in the abuse of the practice.

JUDGE GAYNOR—The practice cannot be too severely condemned as few growers would be careful enough and the good reputations of the Wisconsin berry would suffer. On account of the scarcity of help we must reach out farther for help. I think all the pickers necessary could be gotten along the Green Bay Railroad if we began early enough. I think a committee should be appointed to attend to this.

The President appointed Mr. Emerick, Judge Gaynor and J. B. Arpin as a committee for this purpose.

Judge Gaynor moved that Mr. A. O. Bennett be appointed a delegate to the Horticultural Society meeting at Madison:—carried.

MR. A. C. BENNETT.—I think something should be put in the report about our Sales Company as some people might get a wrong impression. I have prepared an article, and as it is getting late, I will dispense with the reading of it will be printed in the report.

President Whittlesey directed the

secretary to have the address printed.

On suggestion of Mr. Malde, a resolution recommending that all growers get standard thermometers and take records, was passed. The President appointed Mr. Malde, J. W. Fitch and E. P. Arpin as a committee to get them. Mr. Malde had the map of the marsh country which Mr. Jones and Marshall of the University had gotten up and on some mistakes being found, the President appointed Mr. Malde, Mr. A. C. Bennett and Mr. Emmerick, a committee, to correct same before it was printed.

A vote of thanks to Mr. Mahoney,

the janitor, was carried after Mr. Mahoney had very gracefully refused and pecuniary payment.

Letters of Regret were received from Prof. A. R. Whitson of Madison, Wis., and I. W. Budd of Pemberton, N. Jersey.

Mr. O. G. Malde, Supt. of the Ex. Station brought a well displayed exhibit of berries, especially interesting with the comparison between the seedling and parent berries.

The Meeting Then Adjourned.

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## Read the Fruit Trade Journal, Weekly.

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The representative paper of the Fruit and Produce trade. Gives accurate market reports, prices and all other news of the trade from the principal cities of the United States, Canada, and foreign countries. Subscription price ONE DOLLAR per year. Sample copies on application.

# Fruit Trade Journal

76 PARK PLACE

NEW YORK

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## Wisconsin State Cranberry Growers Association.

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An organization having for its objects: Improved quality of fruit, better grading and packing; extension of market; increased consumption by making known wholesome and medicinal virtue and value of the cranberry, and collection and publication of statistics and other information of interest and worth all concerned.

The annual due of fifty cents [which may be sent in postage stamps, entitles one to all our reports, bulletins, crop estimates, etc., and a membership, it is believed, will be of interservice and benefit to those in any way connected with the industry.

Any person signing the constitution and praying above prescribed due may be admitted as a member.

Annual meetings on second Tuesdays of January and first Tuesday after the 12th of August of each year at places determined by ex com.

January 1907 report now ready for distribution and will be sent to all entitled to same on application to J. W. Fitch, Sec'y. W. S. C. G. A., Cranmoor, Wood county, Wisconsin.

