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Wisconsin Ginseng Growers' Association
Wisconsin: [s.n.], 1912

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DEPARTMENT OF PLANT PATHOLOGY
UNIVERSITY OF WISCONSIN
MADISON, WIS.

Wisconsin Ginseng
Growers' Association
Fourth Annual Report



Shawano, Wisconsin, August 26, 1912

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PROCEEDINGS
OF THE
Fourth Annual Convention
OF THE
Wisconsin Ginseng Growers'
Association

HELD AT
Shawano, Wis., August 26, 1912



Fourth Annual Report

OF THE

Wisconsin Ginseng Growers' Association

The Fourth Annual meeting of the Wisconsin Ginseng Growers' Association was called to order by President M. G. Eberlein, of Shawano, Wisconsin, at 2:00 p. m., August 26th, 1912, at the Court House, Shawano, Wisconsin.

Mr. Eberlein: The meeting will please come to order. The first order of business will be the roll call by the Secretary, Mr. Steeps.

Roll was called by the Secretary, Mr. Steeps of Rice Lake, and the following members responded:

George Maxwell, Antigo
J. W. Schwartz, Spring Green
J. E. Porter, Eureka
W. F. Fromm, Hamberg
E. Hoffman, New London
M. G. Eberlein, Shawano
Henry Lohr, Johnsburg,
Mrs. McKinney, Berlin
J. H. Koehler, Wausau
William Berner, Antigo
W. J. Zahl, Antigo
P. W. Krier, Antigo
Wm. Daly
Hildus Rolfson
John Curtis, Wausau
Dr. H. S. Card, Stevens Point
Aug. Zellmer, Antigo
Lysle Otis, Antigo.

Mr. Eberlein: The next order of business is the enrollment of new members and the payment of dues by

the old members. We will now adjourn for a few minutes and all who have not as yet paid their dues will kindly step up to the secretary, receive their badges and pay their dues; those who have already paid their dues will get their badges and any persons here who would like to join, will kindly hand their names to Mr. Schwartz.

RECESS

Mr. Eberlein: Meeting called to order again. The chairman of the membership committee, Mr. Schwartz, will please report to the association, the applications made for membership since last year's sessions.

Mr. Schwartz: Those who have applied for membership at this time are:

George Knoll, Sr., Omro, Wis.
W. Dyer, Omro, Wis.
Ernest Strubing, Hartford, Wis.
J. H. Pulcifer, Shawano
Edw. A. Nieman, Hamburg
C. W. Guerin, Wittenberg
Clara Powers, Ashland.

Mr. Schwartz: Growers who have deposited dues since last meeting:

A. J. Allard, Rib Lake
J. M. Zwasxhka, Auburndale
Lysle Otis, Antigo
Minor Cannady, Iola.
Oscar Lashua, Northland
Chas Dodge, Albany

Mr. Schwartz: You have heard the report of the chairman.

Mr. Schwartz: We find that the above are growers of Ginseng and recommend that they be admitted to the Association.

Mr. Eberlein: You have heard the report of the chairman. What will we do with the report?

Mr. Lohr:—I move that the same be adopted and placed on file.

Mr. Curtis: I second the motion.

Mr. Eberlein: Motion made and seconded that the report on membership be adopted and placed on file. The persons are now members of the Association. Those who are present and have applied for membership and have not paid for it, will now come forward and pay the secretary their dues.

RECESS

Mr. Eberlein: The next order of business is the reading of the minutes of last meeting. The secretary will kindly read the minutes of that meeting.

Mr. Steeps: The secretary had the minutes printed and sent it out to the members, and the new members

will be entitled to them. I will send them extra copies. The custom has been to dispense with reading them.

Mr. Koehler: I move that we dispense with that, for the reason that they are published. Motion carried.

Mr. Ebelein: The new members are entitled to a copy of the report of last year, and the secretary says he has some, and after we adjourn this meeting, those that wish one will kindly call for one.

Mr. Ebelein. The next in order of business is the report of the officers. I presume it is my duty to report first, being the president of this Association.

THE PRESIDENT'S REPORT

There is very little to report. The Ginseng prospects look brighter to me than they ever have before. I certainly welcome you all to our city, and we are going to give you as good a time as we possibly can. We have arranged to meet here tomorrow morning at 8 o'clock and you will be taken out to our Ginseng farms, and given an opportunity to see our farm and Ginseng plants, and on the north side of our farm we have the creek which leads to Shawano lake, without question the nicest lake in Wisconsin, and we will arrange to have launches there for you, and take you up and show you the lake. We will come back at dinner time, so that we can take up the afternoon discussion, and by that time Prof. Wetzel will no doubt be here.

I am glad you came to this town for more than one reason. I started this business about six years ago, and when I started this business everybody in Shawano thought I was crazy. They have changed since that. All you have to do now is to see the garden or a little bag of roots and the most skeptical have come to the conclusion that that is a pretty good thing.

The garden this year is very good and I shall be glad to show it to you. We have a little blight, very little, and that occurred about a week ago, during one of our rainy spells, when it rained so much we couldn't get in to spray. I have no doubt at all but that if we had sprayed continuously we would have had no blight at all. Whatever amount of blight is in our gardens is of no consequence.

Since last meeting we have had a robbery in our gardens. We had one two years ago. We thought we knew pretty nearly where to place the blame, but did not succeed in landing anybody. Last year about \$300 was taken in one night. After considerable effort and afterwards, through the vigilance of some of the officers in town, we finally succeeded in landing two thieves, and you are all safe this fall from these thieves. They are down at Waupun for two years apiece. I

think it will have a good effect. The only regret I have is that they didn't get ten years apiece, but under the circumstances we think they will let gardens in peace. We did not recover the root, however, that was sold somewhere and the buyer got away with it.

We have in this neighborhood two of those blood-hound puppies which are now almost fully grown. A gentleman in the country has them. He tells me they are just starting to work, and I feel confident, if there is anything in the dogs, he will develop them into good hounds. I understand we have a number of puppies among members of the association, and I hope you will have good luck and train them to be good man trailers.

We are supposed to have with us Professor Wetzel of Cornell. The meeting is arranged rather late this year. The usual time was about August 11th to hold this meeting. Prof. Wetzell wrote me and requested that an effort be made to have the meeting the latter part of August, informing us that he will be present. I have not seen him, but I hope that after extending the time to this late date, that he will not disappoint us. He certainly ought to be here. I presume he will be here tonight. Prof. Jones of Madison has agreed to be here. He was with us last year, and while he is not a Ginseng expert, yet he seems to be making a study of this plant, and no doubt the department will soon be in a position to help us solve our Ginseng troubles.

We have a train which comes to Shawano about 3 o'clock this afternoon, on that train we ought to be able to expect considerable of our members from the Western part of the state. I think we will have many more members present before the meeting adjourns.

The Ginseng market seems to be very good from the reports I get. The price is gone where it will afford the culture of the plant and where we can afford to go into the business very extensively. Although the price was down last year, was not due to the fact that the market was flooded with Ginseng, it was just due to the fact that exporters were afraid to ship the root to China on account of conditions in China that would naturally follow. It followed in wheat. The only difference was in other products the China market was not the sole market and didn't cut much figure, whether China bought or not. But with Ginseng, if China doesn't buy, Ginseng isn't bought. The result was a lot of speculators bought all Ginseng as low as they could and naturally forced the price way down, sometimes as low as \$4.00 The seeds cultivated were \$7.50 per pound, and for a while as high as \$8.30 per pound.

I have no doubt but by proper care Ginseng business will be more profitable than ever. The wild root is becoming more scarce, and the time is not yet here when the cultivated will be dug on the market. I believe the Ginseng business will be good for twenty or thirty years, and I am satisfied that it wont be long before we will have more growers, and they will grow it in a manner that is proper and with some understanding of the plant needs. I believe the average farmers will raise a little patch of Ginseng, and I believe if all the farmers in Wisconsin raised Ginseng, we would still be a long ways from meeting the demand for Ginseng. The only trouble is that the Chinaman is getting so educated that he wont need any Ginseng soon. My answer to that is that by that time we will have enough out of him, so we don't care, but there is no danger of that any more than of the American people stopping to drink tea.

The next step in the order of business is the report of the treasurer.

Mr. Steeps: To the members of the Wisconsin Ginseng Growers' Association:

TREASURER'S REPORT

Disbursements for the year ending August 24, 1912.

| | | |
|-----------------|--|----------|
| Sept. 14, 1911. | Paul Giese, Stanley, Wis. reward | \$ 50.00 |
| Oct. 2, 1911. | Dr. Burns, express on books | .90 |
| Oct. 3, 1911. | H. J. Steeps, express on books | .75 |
| Oct. 11, 1911. | H. J. Steeps, express on books | 1.00 |
| Oct. 12, 1911. | P. W. Krier, salary as Secretary and Treasurer for 1910-11 | 25.00 |
| Dec. 6, 1911. | Postmaster P. E. Olsen, Rice Lake, Wis., stamps | 1.00 |
| Dec. 12, 1911. | Ina Martin, Wausau, Wis., stenographer at meeting | 15.00 |
| Feb. 3, 1912. | Chronotype Pub. Co., Rice Lake Wis., stationery | 3.00 |
| Feb. 5, 1912. | Postmaster Olsen, fifty stamped envelopes | 1.07 |
| Feb. 19, 1912. | Carl Johnson, (Eau Claire, Wis.) cut of ginseng plant | .75 |
| Mar. 19, 1912. | Postmaster Olsen, stamps | 2.00 |
| Mar. 21, 1912. | Eau Claire Book & Stationery Co., to apply on account for printing annual report | 40.00 |
| July 5, 1912. | H. J. Steeps, stamped envelopes (50) | 1.07 |
| July 15, 1912. | Eau Claire Book & Stationery Co., balance of account for printing annual report | 12.00 |

| | |
|--|---------------|
| Aug. 6, 1912. Postmaster Olsen, one hundred stamped envelopes ----- | 1.13 |
| Aug. 10, 1912. Chronotype Pub. Co., membership list and badges ----- | 4.90 |
| Aug. 15, 1912. H. J. Steeps, stamps ----- | 1.00 |
| Aug. 24, 1912. H. J. Steeps, salary as secretary and treasurer for 1911-12 ----- | 25.00 |
| Total ----- | \$185.57 |
| Total cash on hand ----- | 4.87 |
| | -----\$190.44 |

Receipts for year ending Aug. 24, 1912.

| | |
|---------------------------------------|----------|
| Aug. 9, 1911. Cash on hand ----- | \$ 6.34 |
| Cash received for annual dues ----- | 166.00 |
| Cash received for membership fees --- | 18.00 |
| Extra copy of annual report ----- | .10 |
| Total ----- | \$190.44 |

Aug. 24, 1912. Cash on hand ----- 4.87

Mr. Eberlein: The report is referred to the finance committee consisting of J. Neefe, Henry Lohr and Mr. Morgan, but as Mr. Lohr is the only member of this committee present the report is referred to Mr. Lohr and he can report later as to the correctness of the report.

I will appoint as additional members to act with Mr. Lohr, Mr. Koehler and Mr. Curtis.

Mr. Steeps: I might state in addition to this report of the treasurer, that the finances of the association, due to the dog improvement, are in rather a precarious condition. I have been running the offices of secretary and treasurer as cheaply as possible, and have tried to cut down every expense that I possibly could the past year. I have used my own private mimeograph and run off letters, saving printing bills and have tried to relieve any burden of expense that I possibly could. I think, however, there are two bills still outstanding that are to be presented; back debts to this association. I do not happen to have them with me at present, but can present them later.

The association had to pay a fifty dollar reward the first thing after the last annual meeting, and although the books showed a balance of \$6 and some odd cents, yet the secretary and treasurer was not paid for his services last year, and this reward coming in, it took out a lot of money, which might have been used for the expense of the year, and leaves us in rather unsettled condition.

Dr Card: I would like to know the bills outstanding.

Mr. Steeps: One is the bill of Al Komers of Antigo, for labor in training the dogs, and amounts to \$23.50, and I think the other bill is a reward bill that was out

for the capture of thieves up here at Shawano; it amounted to \$50.

Mr. Eberlein: The report of the treasurer has been referred to the finance committee. There are two other matters which may be disposed of at this time, and that is the bill of \$23 for running dogs at Antigo and the other \$50 reward offered for the thieves at Shawano. I doubt whether our income here will be large enough to cover that reward, unless we make slight assessments.

Mr. Curtis: How many members in good standing?

Mr. Steeps: I think 65. That is they were in good standing last year, some of them of course haven't paid their dues. Perhaps only half of them. My experience as secretary and treasurer is that you have to write to them three or four times.

Mr. Lohr: Only about 15 members responded to the roll call. It may be the case that some of them have sent in their dues in advance.

Mr. Eberlein: As I understand from the secretary there are 65 members in good standing. We have got 8 or 10 new members.

Mr. Steeps: We have 31 of the old members that have paid dues for this coming year, and we have six new members, that makes 37. A few might come in on the train.

Mr. Eberlein: Then I presume there will be quite a few that you will collect dues from, others that are not here. It is hard telling just how much deficiency we will have.

Mr. Lohr: Relative to the bill of the fellow at Antigo for the training of the dogs, I think our brother member of Antigo will be able to further explain this.

Mr. Krier: Those dogs were turned over to me to be taken care of with the aid of the other members at Antigo. We got these dogs and one of them only was fit for training. I had no help whatever to train this one dog, and had to employ the man that was working at my place, and I also had the assistance of several neighbors there that came over at different times and made run for them. This bill is not compulsory, and I ask it of the association to compensate this gentleman who made these runs for me. I kept track of his time and I think I figured it at 20 cents an hour. I don't quite recall the number of hours, but he put it in. I think if the association doesn't do so, it is up to me.

Mr. Curtis:—Who was that man, Mr. Krier?

Mr. Krier: A. Komers.

Q. Is he in your employ?

Mr. Krier: He was employed by me at that time and since then, and has been a partner of mine, but not while we had the dogs.

Q. This was at the time you had the three dogs.

Mr. Krier: Yes.

Mr. Zahl: I happened to see Mr. Komers make one of these trials or runs, and I am pretty well satisfied that he helped Mr. Krier, from other sources than from Mr. Krier. I think it was impossible for Mr. Krier to perform the work alone, and as he has presented an itemized bill once, I think the association should pay Mr. Krier, I understand has put in nothing for his services for training those dogs, because he was secretary of the association at the time, and I don't think it is any more than right that the association should pay Mr. Komers for the work he has done. He put in the time and ought to be paid for it.

Mr. Krier: I might add when I asked Mr. Komers to help me I had to take him from my own time. He sacrificed my time. He used to make those trails right after dinner and some times it was 3 o'clock before we got back. It was my time that he was using when he was doing it, and I haven't asked anything and I don't want anything. The gentleman was making these runs for me and I feel that if the Association cares to compensate him in any way, they can do so.

Motion made that this be accepted and that the association extend their thanks to brother Krier.

Mr. Curtis: The dog question is fairly open now, it seems to me that the dog question is getting more expensive at each and every meeting. The proposition was frosty in the beginning and it is getting a little chilly. We have paid out good money for fairly good dogs, and continue to throw good dollars after bad ones. I don't object to the payment to anybody of their just dues, and that is coming to them, but I don't feel that there were any contracts made, and if I am wrong I wish to be corrected. I wasn't at the meeting when this dog business was hatched up and know very little about it, except since the time of the convention at Wausau. I have helped train a pair of dogs that were sent over to Wausau with two or three others at that time, and I know that we haven't received compensation equal to 20 cents an hour, and I would suggest that the run after dinner was healthful and beneficial and that they put in a counter claim for at least a part of the bill as healthful benefit and exercise.

Mr. Eberlein: Will we hear any further remarks on this bill or on this motion? Call for question. Motion carried, and the secretary was instructed to pay this bill.

Mr. Eberlein: The next matter is the reward. This reward unfortunately was for my own garden which was robbed. In fact if the association doesn't pay it I will pay it myself. What will we do with that?

Mr. Lohr: Was there ever a resolution passed about that reward?

Mr. Eberlein: It seems there was no question, it was properly offered and properly earned. The only difficulty now is to meet the bill. It has been earned almost a year now.

Mr. Lohr: I move that it be paid. Motion seconded that the reward of \$50 for the capture of the thieves in Shawano gardens be paid.

Mr. Daley: I would like to ask if that reward is a standing offer of the association?

A. The rules provide that there shall be a reward offered but it can be withdrawn at any time that the finances are such that the association cannot afford to pay.

Mr. Daley: That is a question I wanted to get light on. My garden was robbed and I reported it and I didn't see any reward offered, but it might have been that it was sent.

Mr. Eberlein: Did you send the notice to the secretary?

Mr. Daley: I called up the president by telephone and asked him for the dog, and he referred me to the secretary. I called up the secretary and he said that the dogs weren't in a condition to do anything.

Mr. Eberlein: Probably if you had called the secretary's attention to the fact that a reward was to be offered, he would have sent a bill.

Mr. Daley: I referred it to both the secretary and president. I didn't know there was such a rule.

Mr. Krier: I believe I was acting as secretary and Mr. Daley's partner was a member of the association at that time. I didn't know that Mr. Daley was a member. Mr. Daley had been robbed and I didn't know he was a member of the association, and for that reason there was none offered. I offered a reward to all.

Mr. Eberlein: It is unfortunate that the reward wasn't offered.

Mr. Steeps: I think that can be explained in the fact that Mr. Krier was not present at our meeting. Dr. Burns acted as secretary and had the record, but did not turn it over to me or to Mr. Krier. I think I got it the first of September. I have not heard of a ginseng thief this year, and Mr. Krier did not hear that Mr. Daley was a member, that is the reason it was overlooked.

Mr. Koehler: I would like to ask whether the re-

clients are members of your family?

Mr. Eberlein: No.

Mr. Steeps: According to the report of the treasurer we have \$42 plus \$4.86 cash on hand, and we still have these bills to meet, \$50 reward and one \$23.50. Wouldn't it be well, before passing that motion to make some provision to pay this bill? It is very easy to pass a motion to pay a bill, but it is another matter to pay it. I have been standing off the printer, paying him small amounts, trying to keep the association honorable and above board, and I think it would be a rather hard position to put the secretary in. The motion ought to carry with it some method of raising the money.

Mr. Zahl: Mr. Steeps spoke of \$50 bill, that hasn't been allowed.

Mr. Eberlein: The point is well taken, Mr. Steeps is out of order.

Motion made and seconded that the bill of \$50 be paid. Motion carried.

Mr. Steeps: My point was merely a request that the motion be amended to carry with it some process to pay. I would like to know how it is going to be met?

Mr. Fromm: Wouldn't an assessment of fifty cents from every member meet the expense?

Mr. Eberlein: I think it would take a dollar.

Mr. Fromm: I move that we levy a special assessment of \$1.00 per member to meet the extra expense that we have.

Motion seconded and carried.

Mr. Zahl: You just read from the constitution something about the dispensing with this reward money at a time when conditions were such that we couldn't meet the expense. I think it is a good time to dispense with it now. I don't think that the association should be put to the expense of paying these fads. Now, I believe if I understood you right, it is left with the executive committee to dispense with this rule. I am one of the members of the executive committee and I would like to have the expression of the house as to whether or not it would be advisable to dispense with the reward. It devolves upon me to either enforce the provision to pay the reward or to suspend it, and it might be well to take the matter up now as to what the executive committee may wish to do, especially due to the fact that we are short of money.

Mr. Steeps: At the last meeting, if I remember correctly, it was supposed that we might not do away with giving the reward altogether, but modify the provision somewhat, giving a smaller reward. If that is any assistance in capturing a thief, it might be well to

give \$25 instead of \$50. This would probably compensate a man for going to the trouble of getting him. I for one would propose to not do away with it altogether but, modify it somewhat, even if it was not more than \$10.

Mr. Koehler: I don't agree with Mr. Zahl. I think we ought to keep up that. I'd rather pay that extra dollar on my part for the expense of keeping it.

Mr. Lohr: If you want to capture anybody you have to pay for it. There isn't an officer who will do it for nothing. If you pay him you might get somebody. I can't agree with Mr. Zahl.

Mr. Curtis: An officer of the law must give us some reasonable assistance in these things, we have been robbed three times and you got two, yet in no case have we called on the association. Well we have not had cause to, but we have in each instance, in two instances, offered the reward ourselves of \$100, and would have been glad to pay it just to see what the man looked like. Our statutes provide in article six, in section 2 as follows: (Article read) I think that is a very good clause in there. If that was enforced it would be up to us to watch out a little closer and protect our own interests. At one time about a year ago this fall we got information from a friend that there were some very skeptical looking fellows coming up into our country, going prospecting for ginseng. A friend of mine and myself started out to watch and we stayed so close to the trail of those two fellows after they left the train, that there was nothing done. We made it so hot for them it was hard to do anything and they got wise and sought other quarters. We didn't know where they went. They left Wausau and we tried our best to inform the people in the direction which they took they were coming and to look out for them. We gave them the description and everything that we could give them. I don't believe that the association ought to be burdened with the reward. If you make it \$50, or not to exceed \$50 it will be \$50 almost every time. \$2.50, \$5.00 and \$10 will turn the trick as well as \$50. I was speaking about this officer proposition; each and every officer has a pride in his own occupation, the same as we have in our, and if he can capture a thief or robber, he will treat it as a matter of personal pride. I think they take considerable pride in their work. I believe I will be in favor of dispensing with this.

Mr. Eberlein: I might say that this reward will probably go to 7 or 8 people. They were all instrumental. What I shall do is to give the money to the sheriff, and he can pay the rest. In fact we had 10 or 12 people

who were helping to locate the thieves and our officers were very diligent.

Mr. Card: I hate very much to see this reward dispensed with. I have a garden of my own. The terms of the proposition are that you must procure a conviction

Mr. Eberlein: Yes, and is a conviction worth \$50 to the association? I believe that the fact that the thieves were convicted will mean a lot to the association.

Mr. Fromm: Do I understand you to state that the \$50 is only to be paid when convicted?

Mr. Eberlein: That is the rule.

Mr. Fromm: I think that is just and fair and for that reason I move that the \$50 reward remain as it is at the present time.

Mr. Eberlein: I presume that the Executive Committee should not be tied down to continue it under all the circumstances. There may be some instances where they can't get the money. We probably could stand an assessment or two. I believe it would be proper to have some motion on the matter.

Motion made and seconded that the reward of \$50 be allowed to remain as it is, until the Executive Committee finds it necessary to suspend it on account of money.

Mr. Eberlein: As tellers I will appoint Mr. Curtis and Mr. Schwartz.

Those in favor vote by yes, contrary no.

Votes closed and ballots counted. 13 Yes. 8 No.

Mr. Eberlein: The executive committee will be guided by the expression of the house. Since that closes the two bills that are open, it will be well to take a recess of five minutes and collect this dollar, so the secretary will have something to do business on.

RECESS

Meeting again called.

Mr. Steeps: I have the following names of those that have paid their extra assessment, and if I have omitted any, please notify me. (Names read.)

Mr. Eberlein: Just received a message from Mr. Whetzel, that he is at Sturgeon Bay with Prof. Jones and will probably be here to-night. He carries with him a large variety of specimens and he ought to be able to give us an interesting talk.

M^r. Zahl: Then our outing will collide with Mr. Whetzel. Will we go outing or have a morning session?

Mr. Eberlein: We can adjourn that outing until the afternoon. Probably it will be well for me to see Mr. Whetzel tonight. We can arrange to have our meeting

at 8 o'clock and outing in the afternoon, and then you can take the train back tomorrow evening at 6:30. We can arrange that with Mr. Whetzel.

Mr. Zahl: Why can't we arrange for a meeting tonight? If Mr. Whetzel can stay all day tomorrow, which he probably will, I think we had better take the discussion first. If we take the outing first the day will be used up.

Mr. Steeps: From the correspondence which I have had with Prof. Whetzel, I think he will spend a week in Wisconsin, looking over the gardens. He probably will be here all day.

Mr. Eberlein: He probably will.

Mr. Zahl: On the other hand some must leave tomorrow afternoon. Give us the work first. We can go for an outing any time.

Mr. Eberlein: Before we close this meeting, we can arrange to close up our work. Before we leave I want to get an idea of how many will stay, so that I can make arrangements for the launches and get things in shape that we may all go.

A question was raised as to the liability of persons just coming in to pay the assessment of that robbery last year. Well, now, the amount involved is only a dollar, but it occurs to me that those that join should not be liable for our old bills. I would like to get the expression of the members on that. The secretary will send out notices of this assessment.

Mr. Koehler: I wouldn't think that the members just joining should pay.

Mr. Zahl: To expediate matters I will make a motion that they be exempt.

Motion seconded and carried.

Mr. Eberlein: The secretary will now make his report:

THE SECRETARY'S REPORT.

Mr. Steeps: Mr. President and Fellow Members:

I have tried several times during the past month to make a written report, but every time I have tried to come to it, I have thought of so many things I wanted to say that I finally decided I would give it up entirely and discuss in a few words what I think are the real problems of this association.

In the first place let me state to you that the first official duty I performed after getting possession of the books last fall, was to pay to Mr Krier his back salary as secretary, as I already had enough experience in the office to know that he earned it several times over. However, I am very grateful to the members for

electing me to this honor, and I sincerely hope that somebody else will be blessed with it in the future.

I have tried during the past year to carry on the work of Secretary to the best of my ability and not with entire success, as I have occasionally been reminded by letters of no uncertain meaning. Taken on the whole, however, the work has been pleasant and I have enjoyed it.

During the past year I have had much correspondence to answer. Some was from the curious, or those desiring to "work" the Association. These were answered by requesting them to join the Association and the information would be given.

Others, who were real seekers after knowledge and who were willing to join were without exception. I think brought into the fold. They invariably asked before joining, what benefit the Association would be to them in their culture of ginseng.

I have not tried to keep track of the other letters I have received, asking my advice on various questions as for example, "Where can I buy acid phosphate?" "Would you use Pyrox or Bordeaux for blight?" requests for nursery stock, and the other day I had a letter to this effect: "Where can I find the Statute relating to Ginseng Thievery?" This was more than I could answer and, our president being a lawyer, I referred the man to him.

Now, these questions coming to me constantly, have given me ample subjects for thought, as to the real needs of this Association at the present time.

After giving the matter much thought I have decided that, generally speaking the benefits that the members should derive from this organization should be two-fold. The first concerns itself with the production or culture of ginseng, and under this head would come stratification, soil conditions, shade, and the proper method of combating diseases.

The second concerns itself with the marketing of the products of the gardens, namely: seed, nursery stock and the dry root.

Heretofore the Association has devoted itself mostly to the considering of the first proposition and I think that this is right as most of the gardens were young and had little or no root to market. Now, as the gardens are getting older and root maturing, the second point needs our serious consideration. Many have been the complaints during the past year that buyers have not given a "square deal" on the product shipped to them.

In reply to my recent circular letter asking for suggestions for the topics to be discussed at this pro-

gram, a few responded, "Ask Prof. Whetzel to tell us how to overcome blight, root-rot," etc., but many others suggested, "Where can we find better markets?" "Would it be profitable for the Association to organize and export direct to China?" etc.

I think that this brings the problem before us, and the question now is, has the Association been doing all that it could to benefit the members, and if not, how can it be improved? I have thought of this matter seriously and one plan that has come to my mind that may help to solve some of these difficulties is by having the Secretary get out a monthly letter to the members. In it he could publish questions that any of the members might wish to ask, he could insert news items that were sent in, and should any member sell his root and feel that he was beaten he could give his statement in this monthly letter, and thus the buyers, knowing that every member of the Association was to hear about it if he turned away a dissatisfied customer, would be more careful in their deals.

My idea is that we must have a closer organization than we now have. This monthly letter idea may not solve all of the problems but I feel that it will be a step in the right direction.

Of course this can not be a success unless every member takes it upon himself to do his part and contribute items for the letter. The Secretary cannot do it alone.

One further recommendation that I have for a better society, is that a program committee be appointed to work with the Secretary, and when the members are called upon to appear on the program that they accept such invitation, for if all refused, we would not have a program. In arranging the program for this meeting, I have left that part concerning the cultural side of ginseng to Prof. Whetzel who will be with us and have asked several of the members here to give us talks on the marketing end of the proposition.

In closing I wish to again state to you, that, although it has taken considerable of my time, and I am only interested in ginseng as a side issue, I have enjoyed the work and I wish to thank you all for the hearty support you have given me as Secretary.

Mr. Eberlein: Is there any unfinished business to come before the Association at this time.

Mr. Curtis: I would like to ask you about the dog problem of the Association. At the last meeting of the Wisconsin Ginseng Growers' Association, as I remember it, the dog question was left to our worthy friend, Mr. Koehler, to my father, who was not a member at that time, and to Mr. Morgan. The dogs

came in due time, shipped to the city of Wausau, to the police department. I was called on to come out and look at the prizes, and in one box I discovered the yellow hound and in the other I discovered the porcupine. The porcupine was a fairly good dog, but shortly after he arrived, I should say about 8 weeks, I was informed he had died. The detective that had him in charge, said that he had contracted distemper, died, and had been buried by the city fumigator. The other dog remained with the detective for two weeks and he came to see me and wanted to know what to do. I said, "I don't know." He said he didn't want to keep her, so I obligated the prize, she being fed regularly on corn meal and bones. That finishes my report.

I will say further that I imagine that this dog, Lude, must be in the neighborhood of 9 or 10 years old. Her hearing is very bad and her eyesight very poor. I think that it is far beyond the possibility of ever realizing anything of a litter of young from this dog.

Mr. Lohr: Is the dog trained at the present time?

Mr. Curtis: Trained to eat in a first class manner.

Mr. Eberlein: The dog question took considerable time at the last meeting and I think it would be a good matter to dispense with or dispose of the dog to the best advantage, that can be left to the committee.

Motion made and seconded that the dog, Lude, be disposed off for the best price attainable and money turned into the treasury.

Member: Is she of any value at all?

Mr. Curtis: I wouldn't consider her of any value at all. Her eye-sight is nearly gone. You can stand as far as Mr. Maxwell from me and whistle and talk to her and she pays no attention.

Member: I move that we make Mr. Curtis a present of this dog. Motion carried.

C. Mr. Krier, what about the third dog?

Mr. Krier: The dog that Mr. Curtis made mention of was an old dog, she was supposed to be five years old when we bought her and I have another pup for her. I demanded another or else return the dog they sent us, and they sent me a pup and I kept her at my place. Since then she gave birth to 13 pups, eight of which were raised and distributed among several growers throughout the state. I think the disposition of the dog, which you presented to Mr. Curtis is all right, and if he wishes, or sees fit to send it to some dog-heaven in the near future that is all right, it would be the cheapest way out of it. The dog I have is a registered dog, not trained. I didn't attempt to train

her, because I had experience with the first one, and I knew it took a great deal of time and patience, and a man would have to give her a good deal of care each day in order to make a success of her, for that reason I didn't train her, but I bred her and sent out the pups to which she gave birth. I left it to the other members that received these pups to do what they wished; they can train them, or do as they see fit. I think there are five females and there is no question but every member in the association can be presented with a dog.

Mr. Ebelein: The understanding was that under no circumstances the association should be liable in the future.

Mr. Krier: No.

Mr. Ebelein: We have two puppies here and I have made arrangements to have them trained and believe we will have two good dogs in time to come, in the event that there is any blood in them.

Mr. Krier: There is no question about the dogs. We got the dogs and we got their pedigrees.

Mr. Curtis: What have you here?

Mr. Eberlein: Male and female.

Mr. Eberlein: Is there any other unfinished business? Since our last meeting we have to report the death of two of our members, one, the good old standby, Dr. T. E. Loope, of Eureka, and the other, Mr. C. M. Beattie of Antigo.

I think it is only fair at this time that the chair appoint a committee on resolution to prepare a memorial, expressing the sympathy of the Association. The chair appoints Mr. Koehler, Mr. Schwartz, and Mr. Steeps, on such committee.

What is to be done with the resolution when made and prepared?

Mr. Lohr: I move you that the committee on resolutions prepare a memorial and that a copy be incorporated in the minutes of the meeting and that copies be sent to the widows of the deceased members.

Motion seconded and carried.

Mr. Eberlein: Is there any other unfinished business; any new business to come before the Association?

Mr. Card: I have a slight request to hand in. I received a letter from West of Madison, one of our members asking not to put next year's meeting on Monday as they can't reach here, and that it might be later in the week, so I just hand it over to you.

Mr. Koehler: I move that the Association extend their vote of thanks and appreciation to the secretary for his past services, for the reason that his compensation was so small.

Motion seconded and carried.

Mr. Lohr: Is that the past or present: A. Present.

Mr. Eberlein: The next on the program is reading and discussion of papers, but it might be well in view of the fact that Professor Whetzel is not here, that we finish up our election of officers and everything except our program. We can leave our discussions until tomorrow. If that is the desire of the house the matter is open to motion to take up the election of officers, since by the rules and by-laws electing officers is the last order of business.

Mr. Koehler: I move that we dispense with the regular work and elect officers.

Motion seconded and carried.

Mr. Eberlein: The chair appoints as tellers, Mr. Porter, Mr. Zahl and Mr. Lohr.

The election is now open for the office of president.

I wish to say to the members here, that since the organization of this Association I have been the president of it. The duties have not been large, and I have at all times tried to fulfil those duties, but I believe it is only fair and right that now, after so many years, I should step out, which I am mighty glad to do, and ask that this year you will elect some new man. I feel that a good thing should be passed along, and if it is a bad thing one man should not be asked to carry the burden, but it isn't a bad thing and being now in my home city, the place I have wanted to have this Association, I feel it is my duty to step out. I thank you very much for the courtesies shown me in the past. The tellers will now pass around the ballot for president.

Result of first informal ballot for President:

| | | | |
|----------------|----|---------------|---|
| Dr. Card..... | 1 | Koehler | 2 |
| Maxwell | 3 | Curtis | 1 |
| Eberlein | 11 | Krier | 1 |
| Zahl..... | 3 | | |

Mr. Eberlein: I want to thank those that have voted for me and assure you that I earnestly wish you would relieve me this year. I appreciate your feelings towards me and the confidence you put in me, and thank you, but wish you would pass the thing along. I have no preference. I am now laboring under more work than I can accomplish. I am alone in the office, and while I should really like to take it, yet I ask you, those that have been kind enough to vote for me, to vote for some other member.

Result of first formal ballot for president:

26 votes cast.

| | |
|-------------------|--------------------|
| Mr. Curtis.....8 | Mr. Koehler.....3 |
| Mr. Lohr.....5 | Mr. Zahl.....3 |
| Mr. Maxwell.....5 | Mr. Eberlein.....2 |

Mr. Curtis: I wish to say for the benefit of the members that have voted for me in a very kindly spirit, that on my part it will be absolutely impossible for me to accept. My business is such that I cannot take it. It will be necessary to transfer your affections elsewhere.

Mr. Zahl: While declinations are in order it may be possible that some of the members will cast their affections toward me, and I ask them to kindly resist, because I cannot under any circumstances act as president; my time is altogether taken up and besides I am too old a man, and I think you should get a young man.

Mr. Lohr: I thank the members that have voted for me, but I can't accept the position, for the reason that I am located so far away and also am a very busy man; my time is all taken up. I therefore can't accept it, and I wish that the members would vote for some one else.

Result of the second formal ballot for president:
26 votes cast.

| | |
|------------------|-------------------|
| Dr. Curtis.....1 | Mr. Koehler.....5 |
| Mr. Zahl.....4 | Dr. Card.....6 |
| Mr. Krier.....3 | Dr. Burns.....7 |

Result of third formal ballot for president:
26 votes cast.

| | |
|-------------------|----------------|
| Dr. Burns.....17 | Dr. Card.....4 |
| Mr. Koehler.....3 | Mr. Zahl.....2 |

Mr. Eberlein: Dr. Burns is elected the president, and the Secretary will notify him of the election.

Mr. Eberlein: The next thing in order will be the election of vice-president for the ensuing year.

Mr. Steeps: I move that we suspend the rules and that the Secretary cast the unanimous ballot of this society for Dr. Card as vice-president.

Motion seconded and carried.

Mr. Eberlein: The next thing in order will be the election of a second vice-president.

Mr. Zahl: I move that we continue that way and make it short. I move that the Secretary be instructed to cast the unanimous ballot of the Association for Mr. Koehler as second vice-president.

Motion seconded and carried.

Mr. Eberlein: Next in order is the election of the secretary and treasurer.

Mr. Lohr: I move that the rules be suspended and that the president cast the unanimous ballot of the members, for Mr. Steeps as secretary for the ensuing

year.

Motion seconded and carried.

Mr. Curtis: I was afraid that the secretary was going to say something, that is why I wanted to get ahead. The question is open for discussion.

Mr. Eberlein: Yes.

Mr. Curtis: The duties of the secretary and treasurer are somewhat arduous, and the compensation is not sufficient. I move that the secretary be allowed an increase of not less than \$25 in his salary.

Motion seconded that the salary for the ensuing year be \$50.

Dr. Card: I think this, if the secretary has to do what we plan out for him to do, he will earn it. With that monthly letter he will earn his money.

Mr. Steeps: I would like to hand in my resignation at this time. I feel that you are very kind to me in giving me this appreciation. I have done the work for the past year, and I have tried, as I said before, to do the work as well as I could. I would like to have somebody else take it. If I take it I will have to hire a lot of this work done.

Mr. Lohr: I think Mr. Steeps has made a very efficient secretary for this Association the past year, which we have tried to show by increasing his pay double what it has been. I therefore think this, as Mr. Steeps has been elected, he should accept the position.

Mr. Curtis: I agree with Mr. Lohr. With the newly elected president, who is a young college hustler and Mr. Steeps at the quill pushing end of the business, I think there is no reason why we should not get together and have a better organization, if possible, stronger than we have at the present time, and we have had evidence of Brother Burns' ability at the time of the Wausau convention, he is surely full of vigor, life and energy. I think he will lend a good deal to the Association.

Motion made and seconded that the secretary's salary for the ensuing year be at \$50. Motion carried.

Mr. Curtis: Is it self evident that Mr. Steeps has been elected secretary and treasurer, the talk has been secretary only?

Mr. Eberlein: Under the law it follows that both offices are held by one person.

We now must elect three members for the Executive Committee; the present members are Mr. Zahl, Mr. Kohler and Dr. Loope, deceased.

Mr. Zahl: I understand that they were to be appointed.

Mr. Lohr: I move that the rule be suspended and the present officers will hold over another year.

Mr. Eberlein: One, Dr. Loope, is deceased. Does your motion hold good as to Mr. Zahl and Mr. Koehler?

Mr. Lohr: Yes.

Motion made and carried that the rules be suspended and that W. J. Zahl and W. H. Koehler be two members on the Executive Committee for the ensuing year. Motion carried.

Mr. Eberlein: There is still a third member to be elected.

Mr. Fromm: I move that John Curtis be elected as third member.

Motion seconded and carried.

Mr. Eberlein: That closes the election of officers. Mr. Burns no doubt, will promptly name the other committees.

For my own information I would like to arrange that affair tomorrow, so we will know where we are at. How many can stay until 6:30 tomorrow evening?

I feel it would be best to have our outing in the morning and then we can conclude in the afternoon and get home nicely in the evening. The 6:40 is the logical train for all of you to take, excepting those that may want to go East, and I understand there are very few. Therefore I think it might be best for all of you to plan to be here at 8 o'clock sharp, and I will arrange to have some automobiles and take you out to my farm and you can see the farm and ginseng gardens. From there we will go down to the dock and go to the lake and get back here tomorrow noon. We will have a meeting at 1:00 o'clock tomorrow afternoon. I think our program will be quite long.

Mr. Lohr: I move that we meet here at the court house or down at the hotel at 8 o'clock, to go visiting the gardens in the morning, and then meet here at 1:00 o'clock tomorrow afternoon.

Dr. Card: That might be held open to see what Prof. Whetzel has to say.

Mr. Eberlein: I would like to know now. In a small town like this, we will have to arrange it before. It will take some efforts to get the automobiles.

Mr. Zahl: Well, we will all be here anyway at 8 o'clock.

Mr. Eberlein: That is too late if we wait until Prof. Wentzel comes tonight. I think we had better arrange that before.

Mr. Koehler: Hadn't we better have a session tonight?

Mr. Zahl: I think that is a good idea to dispose of all the work we have, excepting Prof. Whetzel's talk on diseases.

Mr. Koehler: That reminds me, we ought to give

the professors more time. Last time we didn't give them enough time. We could get rid of our own stock of knowledge, or whatever you may wish to call it, this evening.

Motion is in order to adjourn until 7:30 this evening.

Motion seconded and carried.

Mr. Eberlein: I might say that the photographer down stairs wants to take our pictures. Let us go down stairs and have at least one taken.

Mr. Steeps: I will try to get the receipts for dues made out during supper period, and if any of you wish to get them, you can do so after that time.

ADJOURNED UNTIL 7:30.

Evening meeting called to order by President, Mr. Eberlein, at 7:45.

Mr. Eberlein: We have several speakers on our program this evening and we wish to close it up fully before Prof. Whetzel arrives tomorrow, thus giving him more time.

For that reason we called an evening session.
The first number is a paper by Mr. Koehler.

MR. KOEHLER'S ADDRESS

Mr. Koehler: Mr. President and Fellow Ginseng Growers:

It has fallen to my lot to speak to you on a rather delicate subject—delicate, first because, as an occasional buyer of nursery stock as well as dry roots, it hits myself smack in the face; second, it may look to some of you that I am advocating a combination in restraint of trade, which would be directly against the laws of the country; and third, it might be taken by some of the members that I am accusing them of ruining our dear hobby, the ginseng industry.

Our Secretary, Mr. Steeps, has asked me to again bring up for your consideration the subject of curtailing production of seed with the view of preventing a possible overproduction of our commodity.

It is true that the prejudice prevailing among the American people as to the medicinal merits of ginseng is fast disappearing, and that as it will again become an official drug in this country—as it was from 1840 to 1880—this will create a larger demand. Germany is investigating the medicinal merits of ginseng on the quiet, and indications are that it will beat the Americans to the goal. All this will help to keep up our market, but there is nevertheless grave danger of an overproduction.

As ginseng culture—while I am largely interested in nearly ten acres of it—is only a side line with me,

and as my regular business has taken up all of my time of late, I have been unable to prepare much original matter, but will take the liberty of quoting from an article which I prepared for the annual meeting of August 10th, 1910, which article as I understand it, was read by the secretary at that meeting, but judging from the minutes of the meeting, the contents of the article at least at that time were not of sufficient importance to warrant discussion or even comment, and I am therefore a little afraid that I may be imposing upon good nature by trying to make you listen to it again at this time:

"I have often asked myself the question why it is that ginseng growers, unlike people in any other line of business, persist in cutting their own throat, or in other words, killing the goose that lays the golden egg.

"As a rule, if a person, or several persons, have made an invention, they do not advertise and distribute their knowledge on the particular subject, broadcast. On the contrary, they have it patented so that they may have the exclusive privilege of using this knowledge. If a person has discovered a rich mine, he does not invite the public to share with him, but pockets the fruits of his labors himself." If a person has a business which brings him good profits, he does not usually open a kindergarten and educate others in that line of business free of charge and thereby create competition. He will cautiously guard his business secrets and will only part with them, if at all, for a good and valuable consideration. Now, why do some of our brother ginseng growers act contrary to these fundamental rules of business? Why do some persist in selling ginseng nursery stock, especially seeds, for a song? Don't they know that with every dollars worth of seed they sell, they are creating a competitor and shortening the life of the ginseng business to some extent? Luckily, however, as a rule, the fellow who disposes of his nursery stock for little or nothing, does not know his business himself, or he would not be doing what he is. And as he does not know the business himself, he cannot give his customer much information, and in many cases the fellow who bought this cheap nursery stock will fail and the nursery stock so sold is just that much off the market.

But why should the nursery stock be sold for less than it is worth? I have in the past years experimented some with the decapitation of seed by nipping off, early in the spring, what would have amounted to about a million and a half of seed, and while I am not yet through with my experiment, as near as I can tell now, it costs about \$1.50 per thousand to produce the seeds at the expense of root. In other words, if the seed

bud is nipped off early in the spring, the root growth will be enough more to make the seed cost \$1.50 per thousand.

Besides the gain in the weight of the root, if not allowed to produce seed, I understand that the root, deteriorates in quality, if allowed to produce seed year after year. In China, in the Province of Manchuria and Korea, where ginseng has been cultivated for centuries (and certainly they should have gained a better knowledge during this long period than we have, of growing this plant), I am told that in order to grow the best root, they do not let those plants which they grow for the dry market, bear any seed at all. Such being the case, it is very probably that if the growers continue to produce seed year after year as they have in the past, our root will deteriorate so that in a number of years hence we will have an inferior article.

We all know that the ginseng business is very profitable. Then why do we not confine the business to ourselves, to those now in it. Or, if any one else, an outsider, wishes to share with us in the profits, why should he not pay for his privilege an amount commensurate with the prospective profits? I have always received what I considered a fair price for whatever nursery stock I have disposed of, and yet I can see where I am thousands of dollars behind what I would have been, had I planted the nursery stock said, and matured it for the dry market. But for the following reasons, I doubt whether I would have ever catered to the nursery trade at all: First: At the time when I started to grow ginseng such beings as ginseng growers were unknown—so far as I knew then, and from what I have been able to find out since, my nearest neighbor ginseng growers were a few in the state of New York and Missouri. Naturally I was ridiculed and considered a subject much more fit for a lunatic asylum than to be let run at large on the streets—everybody claimed the plant could not be grown. When I demonstrated that it could be grown, they prophesied an immediate overproduction and my financial downfall.

Second: Had not at the time when I was thus ridiculed the opportunity of high prices for nursery stock presented itself—prices such as from \$10.00 to \$15.00 a thousand for seed, \$60.00 to \$70.00 a thousand for one year old and \$125.00 to \$150.00 a thousand for two year old roots were rather tempting—and I concluded to sell some nursery stock in order to get on the safe side of the game, only to see my mistake later on.

The two reasons just stated as having been the cause of my catering to the nursery trade in the past—namely, the apparent impossibility of growing the plant

and high prices of nursery stock—are not bothering us today.

The person who can not successfully grow ginseng today has no one to blame but himself, especially is this true with such persons who grow it on such a small scale that they can personally do the work of caring for the garden—where hired labor must be employed there might be some excuse for failure, for it is not always possible to get your employes to carry out your instructions. There is sufficient reliable information to be had today to guide the industrious, energetic grower to success if he will only avail himself of it, and has sufficient energy to study it after he has it. There are various authentic free publications, which treat not only on the diseases, but on the details of successful culture and marketing, which is most important, as well.

To be a little selfish, allow me to state here, that I went to the trouble, and incidentally to the expense, of getting up a publication known as "Ginseng and Golden-seal Growers' Handbook." The getting up of this book and offering it to the growers, has cost me \$1,200.00. It is being offered to the grower for the nominal sum of \$2.50. It is the most complete and the only publication of its kind to be had, yet it is not selling like hot cakes, and I assure you that I am not getting rich at the book business, and my advise to you is to keep out of the book business, unless you are thoroughbred philanthropist and can afford to lose money.

From a philanthropical standpoint I am getting a great deal of satisfaction out of this book business, for letters from those who have bought a copy of the publication, such as: "I would not take \$500.00 for the book if I could not get another." "I would not take \$50.00 for the knowledge gained by reading the book only once." "I would not part with the book at any price." or "Could the knowledge and experience contained in this book have been possessed generally by the growers for the past five years, it would have saved them hundreds of thousands of dollars," are received from nearly everyone who has availed himself of the opportunity of getting one. Even renowned plant pathologist, such as Professor H. H. Whetzel, Prof. L. R. Jones and others have congratulated me upon the fine appearance of the book and say "it speaks not at all badly for the editor." Prof. James G. Morroe, Horticulturist of the University of Wisconsin, says: "I shall be glad to recommend your publication as opportunity offers." But all this "soft soap," while I assure you that it is appreciated, does not produce the necessary coin to buy a dress for the baby.

Another strong evidence that the publication is

worthy of distribution, is that the Saturday Evening Post has accepted an advertisement offering the book and I venture to say that in the entire United States there is today no other private publication on ginseng culture that can be offered through the columns of that Journal.

Some of you may think that I am taking this opportunity to feather my own nest, in reply to such thought permit me to say: Forget your jealousy and your prejudice just long enough to enable you to get one of the books and study it and you will find that it will put by far more feathers in your nest than in mine. You will find two copies of the publication on the desk, one English and one German, which you may examine before you part with your money, for I certainly do not want your money unless you feel that you are getting value received.

But let us get back to our subject:

High prices obtainable for nursery stock can certainly not be given as a reason for selling such today. Nor can the reason of wanting to get on the safe side of the game be given as an excuse for selling nursery stock today, for at the prices at which it is largely being offered, I venture to say that the seller, if he figures his time worth anything, will not only never get on the safe side financially, but will actually lose money. Then why continue this folly?

However, what has been said as to what the continuation of inducing outsiders to engage in the business by making them a present of the nursery stock, will lead to, is not the only danger that is confronting us.

In my opinion, the very same grower who is today underestimating the value of his nursery stock, will do the same thing with his dry roots as soon as he has an amount worth mentioning to offer. And what can be the result? Only this: At first the local buyers of the dry roots will pocket the difference, but soon the Hong Kong market will also be affected for the local buyer has bought the roots at a low price and the Hong Kong dealer need only put up a very lame argument to induce the dealer on this side to sell at a reduced figure, and so on down to the consumer. And the ultimate result will be that growing potatoes at 25c bushel will be better paying business than growing ginseng.

While the ravages of diseases of ginseng have generally been considered a drawback by the individual, I think they have been a decided benefit to the industry, for had it not been for the diseases calling a halt, there would be enough ginseng roots in the United States today to build a bridge to China with it.

Talk about the Heathen Chinaman not knowing

what is good for him. He has his ginseng industry well enough organized to get \$50.00 a pound and over, for his roots. When, by accident, his garden produces more than the market will take, he burns it up rather than dump it on to an over crowded market.

I for one would be strongly in favor of not selling any nursery stock at all, no matter what price can be obtained for it, and would be willing to take the lead in such a movement if I could be only reasonably well assured that all growers would do the same.

"Brother Ginseng Grower, try raising just enough seed for your own use, or as much as you can dispose of for a good fair price besides, and watch the happy result. While I do not believe there is any immediate danger of an over-production in the ginseng business, it is my honest opinion that such an over-production will come in time. However, if the ginseng growers would unite in curtailing production of seed, this overproduction could be postponed many years. Yes, if the growers were well enough organized and would all unite in this practice, I see no reason why the over-production could not be postponed indefinitely.

On the other hand, if some growers are so anxious to make some one a present of their seed, we do not blame any one for accepting it, if the seed is good, as it sometimes is.

Ten or twelve years ago seed cost about \$100.00 a pound and people who bought it at that price, and knew how to take care of it, made large profits on their investment. At that time the price offered by dealers for the dry root was not much in excess of \$4.00 a pound. Why should today's seed be worth only one-tenth as much as then, with the price of dry roots practically double the then current price?

Think this over, brother ginseng grower. I believe these few suggestions are well worth serious consideration. There is no question in my mind but what you will be money ahead by following the course therein outlined.

I might add that my experiment along the lines of ascertaining just how much it costs to grow seed at the expense of the root, is still incomplete. The results above mentioned were obtained by cutting off the seed buds from the plant in the last year before digging for the dry market. It is therefore reasonable to presume that if the plant were not allowed to bear any seed at all during its entire life the results would be a still better showing.

I thank you for the attention.

Mr. Eberlein: Are there any questions you would like to ask Mr. Koehler?

Mr. Lohr: I wish to ask Mr. Koehler how much the increases in weight would be if you nipped off the seeds for three years in succession?

Mr. Koehler: I had that. I had a record, but I haven't got it here. The nipping off as I said was done the last year before the root was set out. I figured at that time it cost \$1.50 per pound. It does that from nipping it off only. It would decrease in weight more if you didn't nip off the seed at all.

Mr. Krier: I just want to say, I am quite sure, in fact I know that the Government of Germany, through its Agricultural Department, was looking into this matter. In fact they were trying to buy seed from me. They didn't get any though. I know they are investigating the Ginseng proposition. I met a consul at Chicago, and he wrote me two letters asking me for quotations; in fact he wanted me to sell him some seed, that he could submit on any charge I quoted. I didn't sell him any though.

Mr. Steeps: I would like to ask if there is any one else here that has had experience along the line mentioned?

Dr. Card: I had a little experience in that myself by taking the seed off a few of them. I couldn't give it to you any more definite than that. The appearance of the plant was nearly a year's difference.

Mr. Koehler: This bud decapitation seems to be a new thing. It might be well for me to state the good of it. At first I remember they didn't let these roots that matured bear any seed at all, the others they wouldn't let bear any seed before.

Mr. Schwartz: I notice in particular in Goodspeed's paper that he recommends leaving the seed on for the last year. He says the root won't be so hard. I would like to ask Mr. Koehler what he thinks of that?

Mr. Koehler: I don't know just how to answer that. My experience has been with nipping off the last year before marketing and I got the highest price paid that year for my root.

Mr. Schwartz: He claims that it isn't quite so heavy, and he claims by leaving on the seed the last year he gets more.

Mr. Lohr: Do I understand of Mr. Koehler, that in nipping off the seed the plants gain one year, that is, the growth in three years is what it otherwise would be in four years?

Mr. Koehler: They gain one year.

Member: Now then, under those conditions it certainly would cost from two to two and a half dollars per thousand to raise seed, wouldn't it?

Mr. Card: My estimation was like Mr. Koehler's.

Member: You mean as near two and two and a half dollars as it would be to two? I think under those conditions that it would be advisable for every member to decapitate. You can't afford to put seed on the market for a dollar or a dollar and a half a thousand, or even seventy-five cents.

Dr. Card: That is certainly a law that holds good in all vegetation. If you allow the plant to grow into seed it uses up some of the energy of the plant.

N. Zahl: I don't want to take up much time, but about this matter of decapitation, I thought it was pretty well understood, that is an old subject. There have been experts in New York State that took this up and the matter was brought before the Ginseng Growers' Association there years ago and so in Michigan. It has been pretty well understood that the root growth more than offsets the value of the seed crop, figuring at \$1.50 a thousand for seed. I think they experimented there for years, and different members and different growers have proved pretty conclusively that the root growth was more satisfactory than the seed growth, because the root was more valuable per pound.

I think that if any one decapitates seed from his plants when they are two or three years old the root is heavier. I thought that was pretty well understood by all the members.

Mr. Ebelein: If there is nothing further on this, we will listen to an article by Dr. Card on the marketing of roots.

DR. CARD'S ADDRESS

Mr. Card: Mr. President and Fellow Culturists of the Beautiful and Historic Ginseng:

I think you will agree with me when I say that most of us grow ginseng, not for pastime, but for the dollars it brings.

Hence, any factor that increases or diminishes in what we get for ginseng, either as dry root, or as seed and plants, is of importance to us. To maintain a high standard of prices seems most desirable.

To do this there must be some means taken to bring about a uniformity of action on the part of ginseng growers.

One grower in a small town has the power to ruin prices and render the business a failure and cause hundreds of growers to go out of the business and take up some other pursuit and that one grower shares in the general ruin.

Each season as the time for harvesting our crop approaches, we begin to get letters and postals from American buyers giving some special reason or cause

why they will be unable to give anything but a low price for ginseng. It is a war-scare, or an express strike, or, well, anything that can be made to look reasonable as an excuse for not paying a good price for ginseng. While at the same time the real facts are that China is only getting about one-twentieth of the amount she is willing to take and pay a good price for. A large per cent of our producers are not in shape to hold their root for better prices. They must sell to meet financial obligations and so they take the price offered.

Some local shark comes along and shows some market report, manufactured to order and so worded as to make the outlook a discouraging one and you let him have the crop and he goes away chuckling over the success of the scheme that allowed him to buy at a price below actual market values. Some of our men in high places are working this same game only in a way not so easily shown up.

Remember this, human nature is the same the world over, only more so in some cases and the ginseng buyer is not the ginseng growers' true friend. For some years it has gradually dawned upon the minds of both producer and consumer that there are a host of middlemen who are getting a harvest at the expense of both producer and consumer. This is true in the ginseng business.

To eliminate the middleman, as far as possible and remember the lives on both sides of the great waters, seems most desirable. To get producer and distributor or consumer in closer touch or relation seems very desirable.

It should result in better prices for the grower and also enable the consumer to procure his supply of ginseng at a more reasonable price.

Now, you will ask, "How can this be done?" One of our prominent producers said to me at our last meeting.

"I have sold abroad and have been skinned too I find fully as much profit selling at home where I can see my weights and know what I am getting."

This man evidently sold to a middleman across the water, and they are as full of tricks as our own American buyers are.

But to get to the business of my story.

Last May, I received a pleasant, personal letter from a large firm in China, telling me that I had been recommended to them, by our Counsel General, Amos P. Wilder, as a man worthy of their confidence, and asking me to send them a sample of such ginseng as I could supply them with in quantity, and a quotation, or price of

the goods, and they would, if it compared favorably with their present source of supply, as to quality and price, be able to do a large amount of business with me.

I sent a pound of ordinary ginseng roots, not the choicest, but an average lot and named a price of \$14.00, laid down in Hong Kong. In return, I received payment for my sample, and an assurance that they wanted my goods this fall.

Now, why must we take an average price of less than seven dollars for our roots, when such channels as this are open to us?

Why not establish, in some way, an agency to handle our crop in some safe way and get better prices?

The time will not allow me to enlarge, and try to show a way to sell our seeds and plants at better prices, but it can be done if we will only unite in the matter, and stand together in demanding these better prices, and refusing to cut prices.

I thank you for your kind attention.

Mr. Eberlein: Are there any questions to ask Dr. Card on this proposition?

Mr. Koehler: I would like to ask Dr. Card, if he has been in correspondence with this Hong Kong firm? (A.) I have had two letters

Member: And it still looks favorable? (A.) Yes.

Mr. Koehler: I have been in correspondence with a dealer in Hong Kong seven or eight years. I don't believe they have offered as high a price as that. Was that American money?

Dr. Card: Yes.

Member: As I remember the average quotation I got from Hong Kong was about \$12.00.

Mr. Zahl: How much was that in Mexico? (A.) I forgot that. They are paying more for the cultivated there than they are for the wild. I got something like \$12.00.

Dr. Card: The offer of price was made by me, it was not his price offered to me. I put as high a price as I dared make, knowing as little as I did. There was nothing said whether my root was wild or cultivated.

Mr. Steeps: Do you think that if you sent root over there in any quantity, that they might beat you down on it?

Dr. Card: In his first letter to me he stated that if my root suited him in quality and price we could do a lot of business. I have no doubt in my mind, that if I had a thousand pounds to sell, I could sell it.

Question: How would you export it?

Dr. Card: By express.

Question: How would the rates compare with the

profit of the middleman? (A.) Rates are very low. The freight to Hong Kong is not double that to San Francisco.

Question: You do not remember what it cost you to ship the pound?

Dr. Card: Not exactly.

Question: You sent it by mail didn't you?

Dr. Card: Yes, I mailed that pound

Mr. Koehler: I looked up the rate question some years ago, and as I remember it now, it was \$1.25 a pound, the express and insurance. I came in contact with a firm in Hong Kong in 1909, by the name of Jones & Co. They said they had some men in the East here, paying them two or three thousand dollars a year, and I took it that they couldn't get enough, or they wouldn't pay that, they would let the merchant and druggist pick it up. I talked to him about the over-production and he said there wasn't any danger, and I said, "If you are so enthusiastic over the thing, why don't you grow it?" I said I would give him the culture if he would keep me posted on the market. He referred me to the Hong Kong house.

Mr. Zahl: Is it Sherman & Co.?

Mr. Koehler: Fong Tong, I think.

Mr. Zahl: I would like to ask Dr. Card (he stated that they didn't ask if it was wild or cultivated) which was it?

Dr. Card: It was cultivated.

Mr. Zahl: The figure that Mr. Koehler gave was on a basis of peco. I have exported Ginseng to China. They give you quotation from 3,600, which is 133 pounds. Now, you can divide that price \$3,600 peco by 133 1-3, and then you say you got something like \$27 or \$28 a pound. This is in Mexican money. The price of silver now is 44 or 45 cents or 46 cents, which have, or which may be, and then you get the price of our money in gold, which will be about \$12. 3,600 a peco amounts to \$12 in our money. I sent four whiskey barrels of Ginseng to Hong Kong and the matter of freight is only a small thing. It only costs us \$2.00 to send four barrels from here to San Francisco and from there it was transferred on a steamer and as I remember it, the freight wasn't near as much to Hong Kong as it was to San Francisco. It wouldn't figure hardly anything. The insurance was light too, so that the expense of exporting is not very large.

Mr. Koehler: You shipped by express or freight?

Mr. Zahl: I shipped by freight. I dealt with Mr. Nemer, if I remember the name, G. H., of the Northwestern railroad of Chicago. That was his old address. You can easily get that, and he will give you the in-

formation you need to ship directly to San Francisco, and the agent transfers it over to the steamer, the same transfers are made. You have to have a Chicago man to look after this thing for you.

Question: That was express and insurance?

Mr. Zahl: I had out a man to look into that and he informed me that it costs \$1.25 per pound including insurance. The freight on a pound is five cents. I don't think it was ten cents from here to Hong Kong. On 2,000 dollars worth of root I paid something like \$27.00.

Member: As I have said to some of our members before, if we could get our business well enough organized, to get some one to sell our stuff at Hong Kong, because Hong Kong is the chief distributing point, and get around this fellow that is trying to rob.

Mr. Lohr: Mr. Zahl, you shipped by freight. I presume that it took about six months to make the return did it not?

Mr. Zahl: No, sir, it took about seven weeks each way. It took the steamer about 23 or 24 days and then there would be some delay in transferring, and as I remember it was only between two and three weeks from here to San Francisco, so I think about 7 weeks for each way, that would be 14 weeks, but I got my money.

Member: Now, under these conditions, couldn't the association some way or another, do the business direct with getting an agency, some reliable man, of course, to take up that matter and establish a central market for members to ship roots to. Some one could weigh them, and pay a certain amount of commission, say 5% and that he would have to turn the bill of sale back to the member that shipped it, in said lots, and whatever business was done give surety bonds. Now, of course, I am only making that suggestion to hear what the rest of the members have to say about it. If we can double the price it certainly is advisable to do that and cut out the "cut-throats," as we call them.

Mr. Eberlein: I would like to ask Mr. Koehler a question: There are a few of us here who will have quite a few roots. Why wouldn't it be advisable to hire a man to take it over there, if we can double it?

Mr. Koehler: I don't think we can double it. If I had the stock I would go over there with it.

Mr. Eberlein: We can scrape it up with the members here.

Mr. Koehler: Just how this thing had been taken care of I don't know. I haven't given it much thought.

In regard to the Association I wouldn't be prepared to say, but I think it is well enough to discuss this thing and possibly leave it to some committee to work out some plan. This calls to mind the certificate of the 5th year. The Government certificate shows that the average price for the 5th year stands \$14.70 a pound.

Mr. Ebelein: Is that China or here? (A.) Here. In 1909 the average price was \$6.82, in 1910, \$7.49, and 1911, \$7.06.

Mr. Zahl: Not wild. (A.) No.

Mr. Zahl: I cannot quite understand how the Government can get those figures?

Mr. Koehler: Well, it has puzzled me.

Mr. Zahl: I doubt their accuracy.

Mr. Koehler: I don't suppose it is very accurate.

Dr. Card: I figure quite a little on this, and that I, or you, or any one else can buy the stuff here and send it to China, take out all the expenses and have 50% over market price here. If it is an \$8 price you can add \$4.00 net to that. Well, if that doesn't look good to the ginseng growers, and it doesn't look hard to me when such channels as these are open, to deal direct. When there is enough ginseng to go to China with it, it would be my idea to send a man there. If I had a thousand pounds today, I would send it the same as I sent the one pound. I got my information from the Consul General, and when he writes me a letter, I know what he says is so. He put this man in touch with me, what he says I know is so. He said I could trust them. I said to him when he wrote me to write me in American money, because I know nothing about their foreign money. The offer I received was \$14 in good clean money.

Mr. Lohr: Isn't it a fact that almost all American ginseng sent to China is handled by brokers and exported to China? (A.) Supposed to be. On the other hand the majority of our goods sold here is sold to brokers or sharks, whatever you want to call them.

Mr. Lohr: It goes through three hands where, on the other hand it would save at least the profits.

Dr. Card: If that isn't practical tell me why.

Mr. Eberlein: There are at least four rake-offs, as they call it, between the big grower and the consumer, and between the smaller grower and the consumer there are four or five. We sell to New York. There are the exporters in New York. They sell and export to China. He sells to Hong Kong or some other part of China. They sell to some other local dealers out in the country. There is four or five. Of course we could afford to cut out the last man and we can cut out the two on this side.

Mr. Krier: The question is will they buy it from you?

Dr. Card: You have my experience to set that off.

Mr. Krier: That may be an exception.

Mr. Koehler: In answer, Mr. Krier, that argument may hold good for distributing the ginseng in China, but to ship from here to the Chinese dealers it wouldn't hold good there, they are open to buy.

Mr. Krier: Perhaps they want to protect these Chinamen we have right in New York. They wouldn't buy from the white men.

M. Lohr: Why couldn't the members of the Association ship direct, if it is a reliable firm, whether it is a small shipment or a large shipment, that would be immaterial.

Dr. Card: Well, I presume from the fact that the American Consul has stated that they are reliable, that it wouldn't have to be guaranteed. You couldn't present me with a hundred instances. That is the only point I go by, why any man couldn't do what I did.

Mr. Eberlein: Is there any further discussion on this proposition? I believe it is best to get some accurate information on this point. Circuit Judge Grimm at Jefferson, told me last summer, that he exports all of his ginseng to China. He is one of the circuit judges of this state, and is absolutely reliable. I believe it might be well for one of us to write him. If I remember rightly he didn't get any such money as you fellows here talk about.

Mr. Zahl: I guess everybody is getting tired. I am just going to give you a little of the experience I had in the summer of '90, and the Free Coin Silver Bill came nearly passing, and we were very close to being placed on similar basis, but it failed to pass. That year I bought and paid as high as \$3.75 a pound for it; it started that year at \$3.35, I think. When the silver agitation dropped, the price of ginseng dropped and I think I had some three or four thousand dollars' worth of root and I sent most of it to New York, and while it was going there, down went the price of ginseng, because the silver bill failed to pass and that meant that the price of ginseng would drop that much. Well, it was only \$1.29, and the next I knew it was worth fifty odd cents an ounce, and the Mexican was something like 45 cents. I lost money on ginseng that was enroute to New York. I had something like four or five hundred pounds, and I thought I would play even. I was then in correspondence with Charles Seymour, who was a minister in the western part of the state, and he put me in correspondence with people in China, with whom I after-

wards did business. I sent some ginseng to China at that time. I sent samples to two or three different houses in New York, and the best I could get was \$3.00 a pound. I exported four whiskey barrels of it, which was what I spoke of before. I got my money for it, and it netted me about \$3.25 a pound after deducting freight and insurance, so I figured I was 25 cents better off if I sold it to New York, but still I didn't get what the price of ginseng was that fall. I paid \$3 75 right in the streets of Antigo and bought it all over the country, as far down as New London. Come down here to Shawano and bought it from Naber. Now, what I was getting at is this, I am afraid that Dr. Card's figure wouldn't hardly hold up if he wanted to sell much ginseng. I don't doubt but what he got his \$14 for his pound, but I doubt very much if you send any quantity to China, that you would get that money. The first thing if you did business in that way, would be to find out if your buyers are reliable. Ac. Mr. Curtis says, "The money first and let the ginseng go afterwards." I sent \$2,000 worth of ginseng once to Hong Kong and dealt with a firm that failed, and I got \$49 out of it, that is all, so you had better know who you send your ginseng to, and try to get your money in advance, if you can't, you are taking some chance when you send it there. I don't think there is so much difference between the price in China and here. I can give you the name of a firm that you can deal with, and that is reliable too. Now, it may be possible that you might have heard of Shewan & Company, Hong Kong. Mail directed that way will reach them. They might not have done the right thing with me, I don't say that they did, or I don't know that they did, but I didn't get very much above the American quotation here, and I don't doubt but what the price I should have got at that time should have been better than what I did get. These commission merchants charge you commission.

Dr. Card: I am afraid our brother has left us in doubt. Any man who would doubt the Consul's word would doubt Jesus Christ's if he was on earth. Can you point to me a more reliable authority than our Consul General? If so, I will take my seat and sit still. But when he recommends any one to me that is worth a lot to me. I wasn't dealing with any two, three or four men, I was dealing with the best there is.

Mr. Eberlein: I suppose you thought so too, Mr. Zahl? I suppose you got your advice from Consul?

Mr. Zahl: From Charles Seymour, who was our minister for a good many years. As I said, I didn't doubt but that Dr. Card got \$14 for his pound, but for all he can produce, I have doubts about it. It seems

to be a moonshine story. Too good to be true. Of course I may be wrong. I shall be glad to try it, but I would like to be sure of the money first.

Mr. Koehle : It is all better than quotations I have had. \$12 is as high as I have ever had, and that isn't the average. The average is only about 28 or 29 and 36. 2,000 peco is 132 pounds. About how many pieces to the pound?

Dr. Ca d: I didn't count the pieces.

Mr. Zahl: Have you any idea?

Dr. Ca d: No, some were large and some were small.

Mr. Eberlein: If there is no further discussion on this question, the question box can be disposed of.

Mr. Zahl was on to give some of his experiences on exporting but he has probably covered the situation.

Mr. Zahl: I didn't prepare any. I have been too busy, but the most of it has been pretty well covered, and I don't think I would have anything new to say. I would like to ask Mr. Koehler whether he got cash from them or sold to local commission men?

Mr. Koehler: I dealt with a commission firm. As I remember, this fellow wrote, "I suppose you know that we wouldn't pay cash, but we would pay some advance, a percentage of advance we got fixed between our San Francisco men." He says no one will buy the root direct, no one in Hong Kong will do that.

Mr. Eberlein: In the question box we have two questions to discuss tonight. The first question is: "Should not the Wisconsin Ginseng Growers' Association get to some agreement relative to the sale of ginseng nursery stock, so that some uniform price be maintained in the future for nursery stock?"

The question is now open for discussion.

Mr. Steens: Mr Eberlein, if the Wisconsin Ginseng Growers' Association, should pass a resolution, for instance, to charge \$5.00 a thousand for stratified seed, and all of the members agreed to adhere to this, would that be a trust?

Mr. Eberlein: It would have to be a technical legal proposition. I hate to answer that without looking it up.

Member: That is the thing we would have to know first before we could go into any such an arrangement.

Mr. Eberlein: We could get around that very nicely. Why argue it when there isn't a thing, that the Association, as such, can do, that would cut any figure at all. I dare say 20% of the growers in Wisconsin belong to our Association, what good could we do. I know gardens, the gardens of Judge Grimm, three or

four acres, as nice a garden as you would want to see. He doesn't belong to the Association. If we put the market up he would keep on selling. It has got beyond the time; it should have been started long ago. There was a time when there were only about four growers in Wisconsin.

Mr. Loh: I am of the opinion that it would hardly be necessary to have a resolution, and I think that a verbal agreement on a certain price would stand among the members just as well. They all seem to be fair and honest men, and whatever price they agree upon they would certainly stand by it.

Mr. Eberlein: That wasn't the point I raised. It wasn't the form of the agreement, whether it was to be in writing or otherwise, it is whether it would do any good on account of the fact that a small number of the growers in Wisconsin are members of our Association.

Mr. Schwartz: I don't believe we could do anything along that line. If we sent a price and set a price on our goods, the result will be that the state will be flooded with outside stock.

Mr. Loh: Isn't that just as well as the statement made before to keep them off, and you are making an additional profit. That will keep the rest of the new growers out of business, unless they want to pay the price. I know when I went into it I paid a fair price.

Mr. Eberlein: I paid \$10 for seed when I went in it.

Mr. Zahl: I paid \$20.

Mr. Eberlein: There is nothing the Association can do to hold up the nursery stock. I should think that is the proper solution of the question. It is now too late. If we were only four in the state, or if we had all the growers here in the state of Wisconsin, we might be able to do something.

Mr. Zahl: If you had every grower in the state of Wisconsin, I don't see that you would be any nearer than you are now. Michigan produces splendid ginseng.

Mr. Loh: Any one that is getting started in the business doesn't know the growers, and some times buys of the first one he calls on.

Mr. Eberlein: The second question is "Could it not be made possible by the Association, that a direct market with some reliable dealer be obtained, for the sale of Ginseng?"

We have probably covered that far as we know, but I think we might appoint a committee to take up this matter and report at the next meeting.

Mr. Zahl: Now, you spoke about the Circuit Judge

Grimm, why not open up a correspondence with him? I think he might impart information, and then we can open up a correspondence with Hong Kong. Or probably the secretary can work it out during the winter months.

Mr. Lohr: I move that the chair appoint a committee of three, including the secretary as one of the members, to investigate the matter relative to direct rate of China. It does no harm, even if it does not help.

M. Fromm: Will you repeat the motion? (Motion repeated.)

Motion seconded and carried.

Mr. Eberlein: The chair will appoint on that committee besides the secretary, J. H. Koehler and Dr. Card.

Dr. Card: I am inclined to refuse. I feel insulted, and feel like handing in my resignation.

Mr. Zahl: I think you have misconstrued all I said.

Mr. Eberlein: The position that Mr. Zahl took was that the fellow was just baiting you on.

Dr. Card: I was recommended by the highest authority and Mr. Zahl says that it looks like moonshining.

Mr. Zahl: I guess you were the only one that understood it that way.

Mr. Eberlein: Just what did you mean?

Mr. Krier: Doctor, you know what you told me before supper about joshing?

Dr. Card: That doesn't apply here.

Mr. Eberlein: Now, Mr. Zahl, just what did you mean to say, wasn't it that you figured that the fellow was just baiting him on?

Mr. Zahl: Whatever I said I will stand by. I don't think Dr. Card would accept anything I said. What I said is in the minutes. I said it seems to me like "moonshining," I didn't say it was moonshining.

Mr. Eberlein: I am sorry that this happened. The position as I understood it, and I think the house will agree with me, that your version of it is true, in that you got \$14 a pound. I believe that is what they told you. I am afraid, however, that when you come to selling a big quantity they will fool you.

Dr. Card: I don't think a man of that standing was fooling. When the highest authority in China says that, he very likely isn't fooling to my mind.

Mr. Koehler: I can see where the doctor is positive that his opinion is correct, because this Consul is a personal friend. Otherwise we have all had some very conflicting reports. Perhaps you remember the

time some six or seven years ago when an article was published in the St. Paul Magazine to the American people, that there was absolutely no market in China for the American Ginseng, and I dug into that and I found that 75% handled in that City that very same year was American. Now, I think Mr. Zahl had similar experience, and that is why he feels as he does, and the doctor feels different on account of his personal acquaintance. I doubt if he sells them a thousand pounds, that he will get \$14 a pound for it.

Mr. Eberlein: Do you intend to ship it?

Dr. Card: I haven't any to ship.

Mr. Eberlein: Why not get together and ship it?

Mr. Koehler: I will put in ten pounds.

Mr. Eberlein: I will put in ten pounds.

Member: So will I.

Mr. Eberlein: I appointed Dr. Card on the committee and I think he will think it over, and if at any time you feel like trying it, we will all pull together and ship some. I hope it is right, but I am a little afraid of it. I know Mr. Wilder personally, and he is a reliable man, but he is new there yet.

Mr. Koehler: How long has he been there? (A.)
The third year.

Mr. Eberlein: Is there any other business before the house.

Mr. Steeps: I was going to suggest as a member of this committee that I have no Ginseng to market this fall, it might be a good plan to try out. Ship a few pounds to different people and then give the growers the results by letter.

Mr. Lohr: I have some to ship.

Mr. Eberlein: Would you be willing, doctor, to have us ship in?

Dr. Card: I don't know, you will have to let me cool off.

Mr. Eberlein: Is there anything further to come before the meeting?

I see we have with us Dr. Burns; we are mighty glad to see you. We might inform you that we have elected you as our next president of our Association. Speech. (Talk by Dr. Burns.)

Mr. Eberlein: Is there anything else to come before this meeting?

Mr. Eberlein: I see Mr. Jacobson is also here. We would like to hear from him.

Mr. Jacobson: I don't think I have anything to say.

Mr. Steeps: I was in correspondence with Prof. Whetzel some time ago and he said he would be glad to answer any questions that the growers might bring

up at this meeting. Anything that he would be able to answer, and if you have some problem that is bothering you, it would be a good time to get it in shape to present it at the meeting tomorrow.

Mr. Eberlein: There is one other thing. This year I have been using Pyrox for spraying, and I find it a very good article. The only trouble with it has been that it is hard to get. We sent to Goodspeed for the first 100 pound lot. It takes about three or four weeks to get a batch of that. I have tried to arrange with one of our druggists here, Mr. Gallagher, to keep it in stock, and he said he would if he would be insured of enough purchase to may it pay. He can afford to sell that Pyrox, I think, even cheaper than we can get it for by shipping to New York. I think he could at least save us the freight on it, and any one here who wishes to lay in a supply for the next summer, before you leave, if you will let me know how much you want, I will arrange with Mr. Gallagher to get it, and if we can get a liberal amount, he probably will arrange to carry it next summer so that if you run out of it, you can get more. I am satisfied he would at least save you your freight on it, so if you care to lay in a supply let me know. I might say in this connection, that I am not making anything on this proposition. The only thing I am making is to have it handy, where I can get it.

Mr. Lohr: I move that we adjourn until tomorrow morning at 8 o'clock.

Mr. Curtis: Have you ever tried to take it up direct with the manufacturers?

Mr. Eberlein: I think I have, and I couldn't get any better prices than Goodspeed's. Can you buy it cheaper?

Mr. Curtis: I forgot now the price of it. I've got quotations at home.

Mr. Lohr: It is 20% off on the list price given in Special Crops.

Mr. Eberlein: Well, if we can buy it direct from the manufacturers and save, it would be better than to buy from anybody else, but I understand that they have their agents and they just simply charged you the retail prices.

Mr. Curtis: I bought some years ago, and bought it direct. I got the Bordeaux and also the Pyrox.

Mr. Eberlein: Did you get it cheaper?

Mr. Curtis: I know I did.

Mr. Lohr: I had some shipped to me. Twenty-five pounds, two years ago, and it is 20% off of the list price.

Mr. Eberlein: Then I advise you all to buy direct.

Mr. Lohr: I wouldn't order from Mr. Goodspeed; he gets his commission. He has arrangements with this firm.

Mr. Curtis: He doesn't have anything to do with Wisconsin.

Mr. Koehler: I am supposed to have the agency at Wausau.

Mr. Eberlein: If you can get the wholesale price by buying direct, then buying direct is the thing to do.

Member: I have looked into that pretty closely and they gave me a list of the agencies, and their figures are exactly the same as everybody else's. You can't buy it one cent cheaper.

Mr. Lohr: That is what I paid.

Mr. Steeps: Where can you get acid phosphate?

Answer: Armour & Co. Chicago, Ill.

Motion made and seconded that we adjourn until two o'clock tomorrow afternoon.

TUESDAY SESSION.

Meeting called to order by Dr. Burns, in the absence of the President, M. G. Eberlein, at 2:30 p. m.

Professor L. R. Jones, Department of Plant Pathology, University of Wisconsin.

PROF. JONES' ADDRESS

Members of the Wisconsin Ginseng Growers' Association:

Friends: It gives me pleasure to meet with you again this year: I told you at Wausau, a year ago, that I came in my official capacity as plant pathologist to acquaint myself with your work and problems, especially as concerns ginseng diseases. This year I have the added incentive in the desire to be with our guest, Professor Whetzel, and to hear his discussion. You will recall that it is our privilege in Wisconsin to share in some measure in the benefits resulting from the experiments upon ginseng diseases conducted by Messrs. Whetzel and Rosenbaum in New York state under the auspices of the U. S. Government. When the widespread importance of these became apparent we joined with others in recommending that the government secure the cooperation of Professor Whetzel that his work might be made national in its scope. As one result Mr. Rosenbaum spent a month in Wisconsin last summer visiting Wisconsin gardens and working at Madison and now Professor Whetzel is here. As many of you know, Professor Whetzel has further put us, both you ginseng growers and myself, under obligations to him by consenting to answer directly the inquiries from Wisconsin ginseng growers relative to the diseases of this crop. The result is that we have forwarded to him

all such letters sent to the University during the past year. He is, therefore, already well in touch with your problems and many of you have personally profited by such advice. We hope that this arrangement is to continue another year. There are, however, other types of questions, such as one asked me just before the meeting was called to order, relative to soil acidity, upon which someone at the University will always be ready to advise you. Therefore you may feel free to continue to direct your inquiries there as heretofore.

It has been suggested that your next meeting might be held in Madison. If so, I am sure that you may depend upon a cordial welcome to the city and the University. We cannot show you much of interest, in the way of ginseng gardens, but if Professor Whetzel or Mr. Rosenbaum will come and conduct a ginseng disease school as they have done in New York, we will furnish the laboratories and microscopes for your use.

I must not forget, however, that we are all here this afternoon to attend a short session of such a school, since we are to have a lecture from Professor Whetzel and I am as eager as you to have that begin.

Dr. Burns: You will now listen to that great expert, Professor Whetzel.

PROF. WHETZEL'S ADDRESS

Professor Whetzel: Mr. Chairman and Members of the Association:

I should be delighted to come to your Madison meeting next year, if I could, but I am afraid that I shall be in Germany. Mr. Rosenbaum will be very glad to come, I think, and bring materials necessary for the laboratory work. I think the suggestion to go to Madison is a very good one. For the past two years we have had what we call a ginseng school at Cornell, a three days' meeting of the Association. If you hold your meeting at Madison we shall be glad to furnish any materials and to send anything in the way of specimens we can to help out. Dr. Jones will, of course engineer the game for you.

What I shall say to you this afternoon will depend on what you want to hear. I have no particular subject to discuss. Before I forget it, if there are any of you who have not received a copy of Bulletin 250, all you have to do is to send your name and address and request to me at Ithaca and a copy of this bulletin 250 will be sent you. I have been advised that an extra large edition of this has been published so that we will have plenty for all of the ginseng growers who want one. You may be interested to know that I have a list of over 2,500 ginseng growers, if I remember cor-

rectly, who are growing ginseng in the United States and have received or should have received a copy, as I have sent their names to the Department of Agriculture to have a copy sent them. If your name is not on this list and you have not received this bulletin, I shall be glad to send you a copy if you will send your name and address.

I hardly know what to discuss with you this afternoon. Perhaps a little review of what Mr. Rosenbaum has been doing the past year will be of interest. From what I know of the diseases of ginseng in this and other states, I should say that there are two diseases which cause the greatest amount of loss. These are the *Alternaria* Blight, with which you are all familiar or will be sooner or later, and the Fiber Rot or Rust. It is particularly of the Fiber Rot or Rust that I desire to speak this afternoon.

This Fiber Rot or Rust is now the most serious disease that you are up against. We have had our lesson in New York with this trouble, and you are just beginning to get yours. This disease is known under a number of names. It is described by Van Hook in Cornell Bulletin 219 as "End Rot" because it attacks the ends of seedlings and rots them off. The name "Fiber Rot" has been given because of the fact that the fibers on older plants are very frequently rotted off and the plants, because of this, show premature ripening or coloration of the foliage. When the disease has reached a severe stage it often causes a rusting of the surface of the main roots or even of the base of the stems. If older plants continue to be affected by this disease year after year, the tops gradually grow smaller, ripen earlier each season and finally growth practically stops. The surface of the roots becomes very rusty and often rot. This is especially true if the season be a wet one.

When growers first brought this plant from the woods and put it under cultivation they observed one important condition which was necessary to the successful growth of this plant, namely shade. They at once began to devise means for shading the plants and they now have that phase of the question fairly well in hand. Two other factors of very great importance were very largely overlooked. One of these was soil drainage. Under normal conditions in the woods the plants grow in a soil that is quite thoroughly drained by the roots of the trees. Very few ginseng growers at first thought is necessary to provide tile drainage in their beds. There are very few soils or locations where there is not need of tile drainage. Even in the most sandy soil a tile drain under the middle of each bed will do wonders toward reducing the amount of Soft Rot,

which is sure to occur in wet seasons. Another important condition existing in the forest where the ginseng grew wild is that of acidity of the soil. Most forest soils are acid on account of the large amount of humus which is present, giving what is commonly known as humic acid. Not only did growers ignore this important fact, many of them of course not knowing that forest soils are acid, but having from their experience or from reading, learned that lime is very important in the production of certain crops, proceeded at once to use it on their ginseng bed. Others used wood ashes which contain a considerable amount of lime. Throughout eastern ginseng gardens lime was used quite extensively. The result was that the soil was changed from an acid to an alkaline condition, or as was the case in many gardens, made more alkaline than it was to begin with. The fungus which causes the root rust or fibre rot is, as you may know, very much favored by the presence of an alkaline condition in the soil. The result has been that the rust has caused a great amount of loss in New York and other eastern states. This fungus which causes the rust grows on the roots of many other plants, even weeds. It is usually present in most cultivated soils. When, therefore, ginseng is planted in these soils and conditions are made especially favorable by the application of lime or wood ashes the rust fungus rapidly gains headway and often times causes very serious losses. Briggs of the United States Department of Agriculture, working on the root rots of tobacco caused by this same fungus found that by applying acid phosphate to the soil losses from the disease were greatly reduced. Following this suggestion we used acid phosphate for ginseng with the result that we have had very marked reductions in the amount of injury from the disease. Many growers have used it now in New York for the past three years and generally with very satisfactory results. In many cases the soil was too alkaline to be neutralized by the amount of acid phosphate applied. Here, of course, the results of the experiment were not very satisfactory. In the majority of cases the application of from one to two tons per acre greatly improved the condition of the plants or eliminated the disease entirely so that now the use of acid phosphate on ginseng beds has proved to be quite profitable for the ginseng growers in New York. Acid phosphate as you know is simply rock rich in acid phosphate treated with sulfuric acid to make the phosphate more readily available. You understand this acid phosphate is applied to the soil not as a fertilizer but as a fungicide to prevent the rust fungus from attacking the roots. It is held that the application of acid

phosphate makes the soil acid, a condition unfavorable to the growth of the rust fungus.

It has been suggested by Dr. Coville of the United States Department of Agriculture, that since it is an acid condition we need, it might be obtained by mulching the beds in autumn with freshly fallen oak or soft maple leaves. These leaves are known to contain a high percentage of acid which is leached from the leaves into the soil by the autumn rains. Mr. Rosenbaum is making a thorough test of this but it will require several seasons before we shall have definite and conclusive results to report. Let me urge you, however, to avoid the use of lime and ashes, and apply a moderate amount of acid phosphate (one to two tons per acre) wherever your roots show traces of the rust. Apply each year until the plants show the proper improvement. It may be applied and worked into the upper three or four inches when transplanting beds or as a top dressing on beds occupied by roots or seeds.

When Dr. Miyake from Japan was here, he offered two suggestions from his experience with what he took to be this same rust disease in Korean ginseng gardens which have proven of especial value to the ginseng growers of this country. The first of these suggestions was that of dipping badly rusted roots in bordeaux before transplanting them. He has tried dipping the roots in many different kinds of solution, but bordeaux has given strikingly better results. He found that in one season's growth after dipping, the rusted areas sluffed off, the roots coming out white and clean. Experiments made by Mr. Rosenbaum with bordeaux and pyrox (a commercial bordeaux) during the past season gave results entirely in line with those reported by Dr. Miyake. The roots were simply dipped until thoroughly wet in bordeaux or pyrox of the strength ordinarily used in spraying and set immediately into the beds. His second suggestion was with reference to the use of formalin (or formaldehyde) for sterilizing the soil in which seedlings are to be grown. Seedlings suffer not only from the rust, commonly called end rot in seedlings, but also from damping off of the stems at the surface of the soil. The formalin treatment consists in drenching the soil with a solution of formalin (about 1 part to 50 or 75 parts of water) before sowing the seed. This kills the end rot fungus and the damping off fungi in the soil thus protecting the seedlings the next season. The formalin should be diluted according to the wetness of the soil to which it is applied. You should aim to get about one gallon of the strong formalin as you buy it thoroughly distributed through the upper eight inches of each 100 square feet of soil. Therefore, the wetter the soil the

less water you use to dilute the formalin to be applied. The soil should stand untouched after drenching until dry enough to work easily. Then spade up a couple of times before planting. It will be safe to plant seed or roots within a week or ten days after treatment. We have been able by this treatment with formalin to increase the stand of seedlings from 35% to 95%. Dr. Miyake reports similar results in Korea.

There are three important measures, therefore, to be taken to rid your beds of the rust. They are, (1) Treatment of the soil with the formalin drench, (2) Application of acid phosphate and (3) Dipping the roots in bordeaux. Whether one or all of these are to be applied in a given case must be determined by conditions. The grower will have to rely upon his judgment.

Now if there are any questions I will be glad to answer them.

Member: What is your choice as a mulch?

Professor Whetzel: I haven't any. If I were to grow ginseng and could get what I wanted for a mulch I'd use buckwheat hulls. Not that something else may not be better, but I have seen such fine results with buckwheat hulls that I prefer that.

Member: Will you please give me your prescription for treating the soil with the formalin solution.

Professor Whetzel: Apply formalin (40%) diluted with water (usually 1 part to 50 or 75 parts of water) to the soil so that you will get one gallon of the strong formalin as you buy it, on each 100 square feet of bed, wetting the soil to the depth of about eight inches. Remember the amount of water used in diluting this gallon of formalin will depend upon the amount of water already in the soil. The wetter the soil the less you dilute.

Professor Jones: Here in Wisconsin we call it formaldehyde. You all understand that the term formalin is only another name for the same material.

Member: Formaldehyde will disinfect the soil for what diseases?

Professor Whetzel: Presumably for all root diseases of the seedling, and older plants and for damping off of the stems.

Member: What is meant by damping off?

Professor Whetzel: Damping off is the name of certain diseases which effect the stems of seedlings at the surface of the ground, rotting them and causing the tops to fall over.

Member: I have some three-year-olds the roots of which are beginning to rot. What would be the best thing for them?

Professor Whetzel: Tile drain the beds. The roots are most likely affected with soft rot. Tile drainage will do more to check soft rot than anything else I can suggest.

Mr. Eberlein: How many applications of formalin would you make?

Professor Whetzel: Do you mean would I treat the beds every season?

Mr. Eberlein: No, I mean, how many applications would you make in getting on that one gallon per 100 square feet.

Professor Whetzel: Put it on at one application. Have the beds spaded up loose or apply it as the men spade up the soil.

Member: Would it be well to cultivate the plants?

Professor Whetzel: I think it would.

Member: How would you mulch, heavy or light?

Professor Whetzel: I should apply an inch to an inch and a half.

Member: Would you consider rotten sawdust good for mulch?

Professor Whetzel: I hardly think I should use it, though I have seen fine gardens so mulched.

Member: How would cornstalks, cut up fine, do?

Professor Whetzel: I do not know.

Mr. Steeps: Will an application of vitrol in the fall decrease the blight next season.

Professor Whetzel: I have suggested its use for that purpose though I have no proof that it does actually decrease the blight. I think burning the beds over with straw would be better.

What else do you want me to talk about.

Dr. Burns: I happen to know that you have an idea of what an association like this ought to do in a practical business way for its members. I think we would all be very glad to have you tell us something of your ideas on the subject.

Professor Whetzel: This question of the organization of growers for business purposes is a hobby of mine. It is always dangerous to get a man going on his hobby.

I have been interested for the past three or four years in working out some cooperative schemes with associations of growers in the State of New York and the results have been so beneficial to the growers that I have become very enthusiastic over the work.

In the first place I believe an organization of this sort should pay for what they get, or in other words put enough money into the proposition so that they cannot afford to allow it to be unprofitable.

An association of growers to be of marked financial benefit to its members must have capital to work with.

The membership must represent assessable capital, so that money may be had to carry on the business of the association. If you gentlemen were sufficiently well organized, incorporated perhaps under the laws of the state, you could do many things as an association for the benefit of your members which you cannot now as individuals accomplish.

Here are a few of the things I believe you could do. You could establish a central dry house, where all the green root when dug could be sent, properly dried by an expert at drying, properly picked and graded and marketed, thus getting for every member the top price for his product, relieving him to two of the most difficult phases of the business, drying and marketing, and leaving him to devote his energies to growing the crop. The fact that you sold your annual out-put as one man would attract the best buyers and get you the highest prices.

Another thing you could do, would be to guard against failures of growers, which gives a black eye to your business. The association should have a board of directors who would have full charge of your business. They should hire a general manager responsible directly to the board of trustees. This manager would have direct charge of the central dry house, marketing, etc. You would pay him a salary. When it became known that certain growers within or without the association were about to go to the wall from hard luck or otherwise, the manager would visit him, look the situation over and if on his report to the directors the proposition seemed to warrant it, this grower might be loaned association money to pull him through with the association taking a lean on the garden or the directors might buy the man out at a fair price, dig and market such roots as were ready, selling or otherwise, disposing of the nursery stock. A failure would thus be avoided, to the good name of the business.

An association garden might be established for growing to maturity such nursery stock as thus came into the hands of the association or for growing surplus nursery stock of members.

The association would thus become a clearing house for surplus nursery stock, seed, etc. The over production of seed and consequent unprofitable cutting in price could be regulated by the association and in a thousand ways the business be benefited to the advantage of every member.

You could buy your fungicides, blue vitrol, lime, pyrox, etc., in quantities through the association at much lower figures than you now buy it as individuals.

You could maintain under Dr. Jones' direction here

a pathologist who could give all his time to studying and investigating the diseases of your crop. He would save you many times the salary every year.

In short such an association can do everything in a business way that you, as individuals now do, can do it better and more profitably to you individually, but it can also do many things which you as individuals cannot hope to do.

Membe : You would make the association a clearing house through which to handle all our stock, seed, seedlings, etc., which we have to sell.

Professor Whetzel: Yes.

Member: Does your scheme include direct exporting?

Prof. Whetzel: That is a matter for you fellows to work out. At first you would probably sell your dry root in this country, selling it, however, as an association you would have a large quantity to market at one time, and could thus get better considerations from buyers. You would not have to go to the buyer or write to him. He would come to look the crop over and dicker with you for it. In time, as the association grows, you might consider exporting to China. At that time however it would probably be necessary to send a representative to China to look the whole situation over and to handle the business for you at that end or at least to arrange with some party over there with whom you could do the business.

Mr. Eberlein: Such a scheme would have to be handled on a pretty good guarantee that the ginseng industry is permanent.

Prof. Whetzel: In my opinion the ginseng industry is just as permanent as any other industry of that sort. The Chinese will continue to use this drug for many generations yet no doubt. While I am not a prophet I am inclined to believe that when conditions become more settled in China the price of ginseng will actually go up and that there will be a much greater demand for it even than there has been in the past. Now, Dr. Jones, I think it is your turn to talk.

Prof. Jones: We at Madison shall be very pleased to do what we can to work out any of these suggestions. I am certainly in accord with Professor Whetzel that there should be a closer association of ginseng growers. I know Professor Whetzel well enough to believe that such a thing can be worked out if he says so. Professor Whetzel is a shrewd man and has offered some good suggestions but I think it is up to you to work this out yourselves. It isn't for him and it isn't for me at Madison, to work it out for you. I am very confident that that matter of organization is right. During the past

two years I have had my hands so full of other things that I haven't had time to think much about ginseng. I have been thinking about peas, however. You perhaps know that Wisconsin grows more peas than any other state in the United States. The pea growers of this state got together earlier than you did, six or eight years ago. Each one worked out his own particular problem by himself and the first time they got together as an association they could not agree on anything and had to quit the meeting. Now they get together in fine shape and work in perfect accord. That association is this year paying a man from our laboratory \$100 a month to work on the diseases of peas for them. He inspects their fields and finds out the troubles and offers such suggestions as he can, looking toward the control of the trouble.

If there is anything we can do we shall be glad to do it, but let me repeat once more these are things for you to work out yourself.

Mr. Ebelein: Dr. Jones, just what has the University been doing for the ginseng growers, if anything?

Prof. Jones: Nothing that I know of in detail. We have a drug garden down there. Professor Cramer is in charge of it and in cooperation with Dr. True of the Department of Agriculture at Washington has turned out a considerable amount of work on drug plants. I do not know how large the drug garden is, some acres in extent, I think. I understand they are going to put in some ginseng down there. In fact, I think they are working on that now. While they have been working on drug plants in general they have, of course, kept more or less in touch with the development of ginseng in the state. Aside from that they are doing nothing for the ginseng growers.

Professor Whetzel: I don't want you to get the wrong impression about the ginseng work in this state. I want to assure you that Dr. Jones is doing much more for you ginseng growers than he has admitted in his reply to that last question. It has fallen to my lot to carry out for the United States Government the ginseng investigations in the eastern part of the United States. I want to assure you that I have had the most hearty cooperation of your plant pathologist here, Dr. Jones. He has done everything he could to make the work pleasant for me in this state, and to assist me in helping you growers. We fellows in plant pathology have been trying to do just what I have been advising you to do, namely cooperating. For example, Dr. Jones is working on the diseases of cabbage. We are looking to him for our suggestions and much assistance in the control of cabbage diseases. We are endeavoring to work out the

diseases of ginseng with the expectation of giving him all the information and assistance we can for the benefit of the ginseng growers in this state.

I should not want to leave this meeting without giving you growers an opportunity to expend some of your own money in carrying out the ginseng disease investigation. I believe that no man should get something for nothing. I believe that the ginseng growers should support with their own dollars and cents the investigation of the diseases of this crop. If it is worth anything to them to have these diseases investigated and methods for control worked out they ought to expect to help pay for it. In New York State the growers for the past three years have been annually raising a sum of from one to two hundred dollars which has been placed at our disposal for carrying on ginseng disease investigation in that state. This year the Michigan Ginseng Growers' Association and the Ohio growers have also voted a special fund for this purpose. In Michigan they have provided an annual tax of one dollar a member, while in Ohio they have merely raised a fund by subscription. This money is put in the hands of the treasurer of the state association with instructions that it is to be drawn upon by me upon the presentation of itemized bills for traveling expenses or other expenses in connection with ginseng disease investigations carried out by myself or my assistant. I am hoping that when the money provided by the United States Government is no longer available for the ginseng disease investigation, and we can hardly expect that the government will continue year after year to provide the necessary money, I am hoping then that there will be money available from the growers with which to continue the investigation of the diseases of this crop. I feel sure that the ginseng growers in the State of Wisconsin will also want to contribute their share toward this ginseng disease fund, and while it may not be necessary to draw upon this fund to any great extent just for the present the fact that it will be accumulating for future use will be a source of satisfaction to every ginseng grower because he will know that there will be at least one fund for continuing this work, which I believe you all agree is very important. It seems to me from what I know of the ginseng business the question of diseases is the most important proposition with which the average grower has to contend and about which he knows the least.

Now, it is up to you fellows to do whatever you like in this matter. If you want to raise money by special tax or by special subscription, or if you do not desire to raise any money for the purpose, that is your business. I merely wanted to present the situation to you, to tell

you what is being done by growers in other states and then to leave it up to you. I think it will pay you, however, to put your money into such a proposition. I have found that wherever a man's money is there is his interest also.

I hope the time will come when there will be a man stationed in this state, giving his time very largely to an investigation of ginseng diseases. You will, of course, look to Professor Jones to provide such a man. In fact, I hope that it may come within another year. There is certainly enough ginseng grown in the state of Wisconsin to warrant the growers in raising money to keep a man working on the diseases of this crop such as the pea growers have already done.

Professor Jones: I believe it is a wise thing for you to get a man to look into the diseases of ginseng, but remember this, you should thank Professor Whetzel at the same time for what he has already done for you. There is not another man that does you any more good than he. He has something like twenty five men working under his direction in the State of New York. Only one of these men, Mr. Rosenbaum, is giving his time to ginseng. The other men are working on the diseases of different crops. All of this adds nothing to Professor Whetzel's income. It merely adds so much more to the work which he has to do. Do not think, therefore, that in suggesting to you that you raise this money for the ginseng fund he has suggested anything for which he should thank you. Rather you should thank him for pointing out a way by which you can so effectively help yourselves.

Dr. Card: I don't want to be first in this matter, but I think it is our opportunity, and whether it is by subscription or assessment, you can call on me for \$5.00.

Mr. Eberlein: I presume that matter can be taken up by the association later, that is, as to whether to assess or subscribe a certain sum to be used for the purpose designated by Professor Whetzel. When we get through with this session we can take it up before the close of the meeting.

Mr. Koehler: What amount would be considered fair to contribute toward that sum?

Prof. Whetzel: The more the better. It is largely a matter of how much you think it would be worth to you to have this investigation continued. If you fellows put up enough money you can, of course, have a man to yourselves, as I have already suggested. If you put up only a small amount you can only expect a relatively small amount of attention. It costs about \$100 to make a trip like this to Wisconsin and see much of the ginseng business of the state. Of course, what I

should like to see done would be to see you raise enough to have a man all the time. There isn't any definite amount that any one of you should give. Give whatever you think you can afford to give, that is, give what you think the proposition will yield you in financial return.

Mr. Koehler: Can you give us an idea how much other associations are giving.

Prof. Whetzel: Between 100 and 200 dollars a year.

Member: Can you give us an idea how strong the associations are?

P of. Whetzel: I think we have about 100 growers in New York State who belong to the Association. Many of our growers have gone out of the business because of the diseases which they have encountered the past four or five years. Michigan, if I remember rightly, has 100 members. Ohio has about 60. The Ohio fellows have just got started last year. I am inclined to think that they will crowd the other state associations in the next year or two. I am looking for big things in Ohio. Mr. Rosenbaum thinks that Ohio, is, perhaps, the greatest ginseng state he has yet visited.

Mr. Lohr: Will this matter be taken up immediately?

Mr. Ebelein: I suggest that we close the discussion first on the question of diseases, etc., the thing for which Professor Whetzel and Professor Jones especially came.

Member: What do you think of pyrox?

Professor Whetzel: So far as our observations go it appears to be very effective against the ordinary blight. It is more expensive than bordeaux mixture. You can make what is practically the same as pyrox yourself by adding arsenate of lead to the ordinary bordeaux mixture. If you have been using only a small quantity of this fungicide it will perhaps be more profitable to buy it already prepared in the form of pyrox. Then, too if you are not absolutely sure how to make the bordeaux and are apt to make mistakes it may be more profitable to buy the prepared mixture.

Member: About how many times would you spray during a year?

Professor Whetzel: Four times a year for the ordinary blight.

Member: When would you start?

Professor Whetzel: The first application should be made when the plants are coming up. As the plants come up irregularly during about two weeks in the spring, the first spraying will be what one might call a continuous performance. That is to say, it may be necessary to spray practically every day in order to get each

plant as it comes through the ground. For the first application I think it desirable to use a weak solution. In fact, I think it desirable to always use a weaker solution than that usually used by most growers. The next application should be made when the leaves of the plants are well expanded, effort being made this time to cover the tops of the leaves thoroughly and also to cover the stems thoroughly on all sides from top to bottom. The third application should be made just before the blossoms on the seed head begin to open. This time the stems and leaves of the plant will be thoroughly expanded and any parts not covered by the second spraying will be covered at this time. Then too, the seed head which is apt to blight, should be thoroughly sprayed at this third application. The fifth application should be made just before the berries begin to swell enough to make the head solid. You should spray when you can still get into the center of the seed head with a fine mist, and cover the little stems which support the berries. This will prevent the fungus from getting a start in the center of the seed heads and causing the seed to shell. It may be necessary if the season is wet to make a fifth application. I should certainly not expect to spray more than five times any season.

Member: Do you mean that it is not advisable to spray the plants that you have sprayed once while they are coming up?

Professor Whetzel: You misunderstand me. I should spray the plants when they are coming up. Of course, in going over the beds day after day as the plants come through to get the new ones that have just come up you will, of course, spray those that you had sprayed the previous day to some extent. This will do no harm. They will perhaps have made some growth and will be all the better for the second application which they get. The point I desired to make was that all plants should be thoroughly sprayed at least once during the time when they are coming up.

Member: Do you believe in spraying the underside of the leaf?

Professor Whetzel: No sir.

Mr. Lohr: Is it not a fact that by adding about four pounds of the arsenate of lead you would produce the same formula as pyrox?

Professor Whetzel: The manufacturer will tell you no. They simply have some secret method of putting the arsenate of lead and the water together, but you can get approximately the same thing by adding the arsenate of lead to the ordinary bordeaux. The government analysis shows that the pyrox is made of these three ingredients, copper sulfate, lime and arsenate of lead.

Mr. Fromm: Would it not naturally occur that some of the plants would become affected before they were sufficiently out of the ground to be covered by the bordeaux or pyrox.

Professor Whetzel: You misunderstood me I think. The spores germinate soon after they are formed if there is sufficient moisture present. The cold weather of the fall would not prevent these spores from germinating. You will, therefore, see that it is not the spores that are carried over the winter. Any that are formed in the fall will have germinated. They will die because there are no living plants on which to establish themselves. They pass the winter as mycelium on the old dead stems on the ground. In the spring these produce a new crop of spores and you will therefore see that there is very little chance of the plants becoming infected before they come through the ground. If the plants be sprayed when they are coming up and expanding they will for the greater part, be thoroughly protected against infection by this fungus. If in addition to this spraying you are careful to remove and burn diseased tops every fall you will do much toward reducing the losses from blight in your garden.

Mr. Fromm: If for instance, the plants came up and there was very cold weather, wouldn't there be some danger of injuring the plants by spraying?

Professor Whetzel: You can injure your plants very easily when they are coming up by spraying them, especially if the weather is cool. I have seen many cases where growers have killed their plants by spraying them on an afternoon or a night on which there is a heavy frost. Even a heavy frost may seriously injure ginseng. The only thing I know to do in such a case is to watch the weather carefully and when there is prospects of a frost refrain from spraying the plants if there is any chance of their going into the night wet. I have only known of one season in which injury from spraying plants during cold weather has been at all serious. Another important thing to do is to keep a sharp lookout on the stems of the plants just after they have come up in spring and when any blight cankers or black spots appear on the stems near the surface of the ground take these stems out and destroy them.

Mr. Fromm: Presuming you had sprayed for a week and cold weather set in and you were prevented from spraying, wouldn't the spraying you had done before that time be injurious?

Professor Whetzel: I do not think so. Spray early in the morning if you are expecting cold weather so that the plants may be thoroughly dried before night.

Dr. Jones: When you are right up against this particular blight you sometimes get a little downcast. I have been working for twenty years with the diseases of a great many plants and if I were to start in the ginseng business today the first thing I should do would be to clean up. Above everything else start clean and then keep the garden clean. When you have sprayed thoroughly throughout a season and have gotten rid of much of the disease, have removed the diseased tops and burned them and cleaned the garden out generally, you may enter into the next year's business with the confidence that if you spray thoroughly the blight epidemic will never get you again. After having once gotten rid of the disease and having your garden clean it will be much easier to keep them so. Seed disinfection, root disinfection and soil disinfection will also be found important factors in getting rid of many of these diseases that are troubling you.

Professor Whetzel: It is very easy to carry the Alternaria Blight from garden to garden. I have made it a practice in New York State when the blight was bad there, to carry with me a pair of overalls and a jumper and put these on when I went into a ginseng garden in which there is blight, taking them off when I came out, so as not to carry the disease into other healthy gardens that I might visit. There are always beds that are off the line of travel and are not visited by other people.

Mr. Eberlein: If there is no further discussion we will have a short recess.

RECESS.

Mr. Eberlein: Meeting called to order. Is there any new business?

Mr. Curtis: I wish to suggest that we make a motion that the money be raised by subscription, instead of assessments and give a chance to the man who wants to be liberal to give more.

Mr. Lohr: The members that have expressed themselves willing to subscribe \$5.00 may then have their offer accepted.

Mr. Eberlein: The motion stands without any second. Up to this time the motion stands that a subscription be taken to raise this fund.

Motion seconded. Carried.

Dr. Burns: Is it the plan to follow Professor Whetzel's suggestion to have this kept in the treasury as a special fund to be drawn upon by him, or sent on to the Special Crops?

Dr. Card: To keep it in our fund.

Mr. Eberlein: The matter is open for debate. By whom will this subscription be gotten out and who will

circulate it?

Mr. Steeps: I suggest that the new president be appointed to act as the collector of this subscription.

Mr. Lohr: How is that understood, immediately or at some future time?

Mr. Eberlein: As soon as he wants to give it his attention.

Dr. Burns: I feel it is clearly within the duty of the secretary and treasurer to handle the fund of the association. It is the duty of the secretary and treasurer to collect it and handle it, and I hope the motion will be voted down. He will be mailing out matters to you once a month and it will save the association in stamps.

Mr. Steeps: I would like to explain that I thought that perhaps our incoming president would be able to collect that better than I could. We voted yesterday to tax all members of the association \$1.00 to pay the reward that was offered here, about one-third of the members have paid this, so that I will have to get busy and collect the rest, and I will also have to get after them for dues, if I get after them for too many things, it will be a hard proposition to do anything with them.

Mr. Eberlein: I suggest that the secretary call roll and take each member's subscription.

Motion made and seconded that the president collect the subscription. Carried.

Roll called and subscription taken. Recess to give President time to collect amounts subscribed.

RECESS.

Meeting called to order by Mr. Eberlein:

Mr. Eberlein: Is there anything else to come before the association?

Mr. Koehler: If there is nothing else I would like to suggest that I believe there are some fellows that come to our meetings to sponge on us and get the information we pay for, and get it free of charge—now wouldn't it be proper to ask these people who come in to become members, or close our doors?

Mr. Eberlein: So far as I am concerned I believe this much. What is the use of being a member if others can get the benefits without paying any money? I feel that a fellow who is willing to come here and hear what we have got, is willing to become a member. There may be exceptions however. We have with us an old gentleman today, who is too poor to become a member, and in that class of cases, we should extend him the right, but where people have the means, they should be required to join in the paying, or not listen to the discussion.

Mr. Schwartz: I agree with you that they should pay for their information, because we have to pay for it. If they want to come to the association let them pay their dues.

Mr. Waelzel. That is entirely outside of my lines of business, but it used to be the rule to have open doors in the fruit organization. One association charged a dollar a year for membership and the other two dollars. One association got along fairly well and the other one nearly died, and about four years ago the New York fruit organization closed their doors at their meetings and charged \$2.00 dues, and if you called there they charged you 25 cents admission. Because it cost something to get inside they all wanted to get in. It will pay you to close your doors.

Mr. Krier: While I was acting as secretary and treasurer, I had an inquiry as to membership, and when a person was eligible I always answered the letter, but I always requested that they remit either \$1.00 admission fee or \$2.00 membership fee, before I forwarded the literature, and told them that they could have that, but not before they paid for it. I think the same thing applies to the open doors. If we closed them they will be more anxious to see what is going on inside, and I think it is our only remedy to make an effort to close our doors.

Mr. Koehler: I by no means wish to insinuate that our grandfather here is sponging on us. I don't think we had any strangers here, but I know when at Wausau last year, there were a few. They talked about becoming members, but up to this time they are not members.

Mr. Steeps: I have continued this policy that Mr. Krier started, and I think that in all cases I got the membership fees, or they didn't get a report.

Stange: I would like to contribute anything I consider fair and I would like to be able to become a member.

Mr. Eberlein: The matter discussed, ought to be taken up in a motion.

Mr. Curtis: I move that we, as an association, have our annual meeting of our association behind closed doors, charging an admission of 25 cents, not less, for visitors, per session.

Motion seconded and carried.

Mr. Steeps: I was going to raise this point? Now, suppose there are two people in partnership in a garden, carrying one membership fee, would it be all right for both of them to come?

Mr. Curtis: Two of them can get just as much information as one. While I was out on the lake there,

if my father had been here he would have been in another boat and got what I missed.

Mr. Kcehler: I think that one should be considered as a member and the other as a visitor.

Mr. Lohr: I am too, of the impression that where a garden is owned in company of two, it is really one, for the reason that each one only gets half of the profit out of the garden, while on the other hand an individual owns it alone, he gets the whole of it.

Member: Where there are two partners, they are brothers generally, and wouldn't it be hard on them to pay for two?

Dr. Bu:ns: I move that the Professor solve this problem.

Professor Whetzel: I will merely tell you again what we do in the fruit association. We have what you have too, where two men own a garden they have one membership in the association. It is a matter of the association to define whether the individuals constitute membership. I really can't solve the problem, I am not a supreme court. If this is an individual membership proposition, why then every individual man and woman must have an admission ticket and pay the fare.

Mr. Eberlein: Not because I am interested, because the garden out there is owned by my brother and me, and he has attended this association, do I make this statement; I don't expect him to be here next summer, so it is immaterial how it goes, and I should like to have you feel that you can bring your wives, and the ladies bring their husbands without paying anything additional. I am only too sorry that you didn't bring your wives along this time.

Mr. Curtis: We have got to have money to do business on. We are making assessments from one to two dollars to meet our expenses and carry on our business. A year ago I didn't belong to the association. I am not a grower of ginseng, except as a manager. I have charge of my father's garden. I joined the association to get the benefits. I haven't a root in the world that belongs to me. I think everybody is entitled to pay for the knowledge they get. I was perfectly willing and I think anybody else should be.

Mr. Eberlein: What will we do with this?

Member: I move that we proceed to further business and leave the matter to the executive committee.

Motion seconded and carried.

Mr. Eberlein: The auditing committee will please make their report first.

Mr. Lohr: Mr. President, as chairman of such committee, I wish to say that the auditing committee

has checked the vouchers of the treasurer and find them correct as the secretary read them off at the session yesterday afternoon.

Mr. Eberlein: What will you do with the report of the finance committee?

Membe.: Motion made to adopt. Seconded. Carried.

Mr. Eberlein: The Resolution Committee will now report.

Mr. Koehler: Whereas, the "Grim Reaper" has taken from our midst two of our fellow members, Dr. T. E. Loope and C. M. Beattie, and whereas we have missed their council and companionship at this, our annual meeting,

Be It Resolved, That we hereby express our regret in their loss to this association and that we tender to the families of the bereaved, our sincerest sympathies.

Be It Further Resolved: That a copy of this resolution be incorporated in the minutes of the meeting and that copies be mailed to widows of the deceased.

(Signed)

J. H. KOEHLER,
J. W. SCHWARTZ,
H. J. STEEPS.

Mr. Eberlein: What will we do with the resolution?

Membe.: I move that we adopt the same. Seconded. Carried.

Professor Whetzel: I understand you have raised some money now, and I want to find out how to spend it. I was wondering, do I understand that this money is to be put at my general disposition for investigation of ginseng diseases?

Mr. Eberlein: I suggested that since you are going to get it any way you might just as well get it first as last.

Professor Whetzel: I want the treasurer to keep it. Take for example this trip, if I exceed my government allowance, I may want to place that expense somewhere, and I want to know if I can draw it.

Mr. Curtis: We haven't got a great deal, but I think if he wants to draw on it for express, for mail, or other kinds of expenses, it would be satisfactory to us.

Mr. Lohr: Was it not understood that this money was to be used by Professor Whetzel for the investigation of the different diseases of ginseng?

Mr. Burns: In order to get this thing on the record, I move that this fund be placed at the disposal of Professor Whetzel, to be used as he uses the funds of other associations.

Professor Whetzel: These moneys are spent for

the following: Travelling expense, hotel bills, expessage on exhibits which are information for you fellows, and incidental expenses in connection with materials that may be used. Suppose Mr. Rosenbaum came out and experimented and we had to buy some things, expenses of that sort, for which an itemized statement is sent to your secretary, showing just what it was spent for. You can make any kind of arrangements. The only point is that you know how your money was spent. Whenever you mistrust my judgment it is easy to cut off. I charge the same as I charge against government funds, living and travelling expenses when on the road, and the other incidental expenses which the evidence will show. It would look funny to you if I bought a washtub, but you must trust to my honesty in this case, that I use this for ginseng.

Motion seconded and carried.

Mr. Burns: Before we adjourn I will appoint the following committees:

On Membership Committee we will continue the three members as they are, viz.:

J. W. Schwartz, Spring Green.

Mr. Thomas McKinney, Berlin.

R. M. LeMieux, Lafarge.

Mr. Steeps: Last year, when new members joined the association, our secretary could not be with us, we had Dr. Burns acting as secretary, and during the shuffle the addresses of the new members were lost before they got to me. I have been striving all year to get their addresses. Some were easy to ascertain and I still have four members who paid their membership fees and annual dues last year, whom I have not located. I will read their name, probably some of you know where I might locate them. (Names read and some addresses given.)

Mr. Zahl: I suggest that you send them a letter before sending them literature, because if the addresses are not correct the letters will be returned.

Mr. Steeps: And I have one more point that I think should be brought before the meeting at this time. In as much as it concerns our president, I will place it before you, it is in the form of a resolution drafted by the resolution committee, and reads as follows:

Whereas, the Wisconsin Ginseng Grower' Association at this their fourth annual meeting, have enjoyed the hospitality and entertainment extended to us by our President, Mr. Eberlein, and his fellow townsmen of Shawano, be it resolved.

That we, as an Association, hereby extend to them our appreciation and thanks and cordially assure them

that our stay in their city has been most pleasant to all.
(Signed)

J. H. KOEHLER,
H. J. STEEPS,
J. W. SCHWARTZ,
Committee.

Resolution unanimously adopted by a rising vote.
Moved, seconded. and carried that we adjourn.
Adjourned.





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