

APPENDIX No. 1

(5) The lack of education along co-operative lines, and the necessary experience in the purchasing of supplies, and the growing and the packing of the very best quality of apples.

(6) The packing of apples very often is very unsatisfactory. We should try as far as possible to have each member's apples packed in his presence, so that each can see for himself the quantity of No. 1, No. 2 and cull apples, that come out of his orchard.

(7) The farmers have been in the habit of receiving cash for their apples when delivered at the railway station, and they like to receive the cash soon after making delivery, so my advice would be to sell in the fall of the year at packing time and make contracts, so that you can settle with your growers as soon as possible.

(8) All apples should be pro-rated, according to varieties and classes, so that every grower will get his full value for his orchard. For instance, Northern Spy and Kings are worth more than Ben Davis or Pewaukees. It would well pay some of our co-operative associations to have their manager take a trip to Hood River, Oregon, or Grand Junction, Colorado, and visit the co-operative associations there and learn their business system of co-operatively handling their apples. Also visit the large receiving markets and learn what pack is most desirable. The reason co-operation is more successful in the Western States than it is here in the East is because the co-operative associations there are made up of members who are business and professional men.

(9) We do not give enough attention and consideration to our home markets.

(10) Each and every member and officer of the association should not only keep the printed by-laws of the association to the letter but should also enter into the true spirit of co-operation by keeping the following unwritten by-laws.

(a) The object of this association shall be bringing together several minds united in one idea.

(b) Speak kindly, be true and do right.

(c) All should agree to do all we can towards growing the very best apples and use as much care in the growing, packing and grading of our apples as do the California Co-operative Orange Growers' Associations in regard to their oranges.

(d) We are in this business for our mutual benefit. We, however, expect losses as well as gains, but we will stand together.

(e) Do unto others as you would like them to do unto you.

(f) We must not be selfish or have suspicion of one another, but everything that is done should be done for the good of the whole association and not for the good of any individual member.

The secret of success for every association will be in the quality of fruit produced and the packing of same, in the most careful manner in desirable packages. I will deal first with the uncared for orchards, owned by many members of our association, the first year they join.

Pruning is the first thought to be considered, which is generally done as early in the spring as possible and should be done in a most systematic way. Do not go to a thirty year old tree and prune same by cutting off a half dozen of the large limbs of the tree and call same pruned. Begin at the bottom of a tree by standing on a step ladder and work around the tree, thinning out the small branches with the saw and the hand pruning shears. It is quite necessary that the lower limbs are thinned quite severely the first year you prune a thirty year old uncared for orchard, then by the use of a 20 or 22 foot ladder thin out the balance of the small branches and be careful and not thin the top too severely where the 22 foot ladder will reach to the top, and if it does not reach to the top I would advise cutting back so you can reach any limb in the tree with a 22 foot ladder and paint all large wounds made in the top of the tree. Always use a fine tooth saw and do not leave any stubs, cutting close to the other limb where the wound is made, the limb left will carry the sap by the wound