

the drive for local retail meat dealers' business was intense.

During the early twenties The H.H. Meyer Packing Company ran into increasing operational difficulties, due in large part to the increased competition and demands of the post-war economy. The condition of the plant was deteriorating and the company, in 1926, did not own one square foot of land outside its buildings and had no land for expansion.

This fact became of major importance when, in 1926, the Federal Meat Inspection Division at Washington, D.C. advised the Meyer Packing Co. that it would have to cease slaughtering hogs at its present plant unless it could build a complete new slaughtering plant detached from the existing buildings. The new regulation was that hog runs, hog pens, inedible department, casing department and the slaughtering of hogs could not continue to be carried out in the existing building.

Because of the situation and the intensifying struggle for markets, N. Raymond and Harry Meyer persuaded their nephew, Henry Harold Meyer, who was the first-born grandson of Henry Huschard Meyer and widely experienced in business and accounting practices, to come to Cincinnati and join the firm as secretary and general manager.

Henry Harold Meyer was born in Hodgeman County, Kansas (Meyer Ranch of 640 acres), August 30, 1888, the son of Edwin Carlos and Ida Mae (Chapman) Meyer. His father, after attending high school in Cincinnati, was a student for one year at Ohio University, Athens, Ohio. Having an intense interest in the west and a desire to be a cowboy, he went twice to Texas in summers and finally settled in Hodgeman County, Kansas in 1884. Edwin Carlos Meyer was born November 2, 1864 at Lawrenceburg, Indiana. On visits to the local post office and general store, he met Ida Mae Chapman, a native of western New York State (Chautauqua County - born July 25, 1864), who had gone west to visit relatives and who was working as a clerk in the combined post office-general store. They were married August 10, 1885. During the late 1880's and early 1890's the grain business suffered reverses and Edwin Carlos Meyer, suffering from ill health, returned to Cincinnati with his family in March, 1893.

In 1894 H. Harold Meyer lost his father at the age of six years. His mother decided to leave Cincinnati and move back near her parents at Westfield, New York. H. Harold Meyer had one sister, Bertha Mae, born in Kansas, June 4, 1886. She married Dr. Arthur W. Dieffenbach, Dentist, 1908, at Westfield, New York, - their children - Maxwell - Jeanne and Barbara.

Young H. Harold Meyer grew up in the grape region of Western New York at Westfield, N.Y. and graduated from Bryant-Stratton Business College in Buffalo, New York, in June, 1908. He began his business experience on September 1 of that year as bookkeeper of the Saturn Club of Buffalo. A year later, September 1, 1909, he began his long association with the grape industry by becoming bookkeeper and assistant to Ray Moon, the auditor and office manager of Walker's Grape Products Company.

North East, Pennsylvania. When this company went into receivership on September 29, 1910, he became a salesman for nine southern states with the Fernald Manufacturing Company of North East, Pa., selling carriage hardware and saddlery specialties, consisting principally of buggy boot springs and anti-rattlers. Not caring for selling, he returned to book-keeping in 1911 with the Jacob Dold Packing Company of Buffalo and, the next year, took a similar position with the Buffalo Builders' Supply Company of Buffalo.

In 1913, Mr. Meyer graduated from a two-year higher accountancy correspondence course with the LaSalle Extension University, Chicago and took a two-year correspondence course in physiology and psychology from Dr. Catherine M. H. Blackford.

August 16, 1913, H. Harold Meyer went with the Welch Grape Juice Company of Westfield, N.Y., where he had attended high school. Dr. Charles E. Welch, president of the Welch Grape Juice Company, had purchased at receiver-ship sale the Walker's Grape Juice Plant of North East, Pa., June 2, 1911.

In May, 1914, the Welch Grape Juice Company, Ltd. of St. Catherines, Ontario, Canada, a wholly-owned subsidiary of the Welch Grape Juice Company, Westfield, N. Y., was building a new plant and Harold Meyer was named branch manager. In the same year he was married to Hallie Rouse of North East, Pa.

In 1915 he was sent to the Welch Grape Juice Company's branch plant at North East, Pa., as chief clerk and assistant superintendent and in the same year was made a director of the Welch Company of Pennsylvania, wholly owned subsidiary of the Welch Grape Juice Company of Westfield, N. Y. In 1916 he was called back to the main office in Westfield as head of the cost department and inventory control.

During the next ten years Mr. Meyer spent most of his working life in the fruit preserving, canning, and grape juice industry, serving in an executive capacity with the Welch Grape Juice Company both in Westfield and St. Catherines, and as auditor and assistant manager of the Naboth Vineyards, Inc., of Brocton, New York. From 1922 to 1926 he was general manager, treasurer and director of the Keystone Cooperative Grape Association which represented over three hundred grape and fruit farmers in northeastern Pennsylvania. Mr. Meyer also served from 1918 to 1919 as examining auditor with the Federal Trade Commission, Washington, D.C., and in 1925 was elected to the city council of North East, Pa. He was made chairman of the Water Works Committee.

His vast knowledge of and experience in the grape industry led Mr. Meyer to write two comprehensive histories of the business. The first, "A History of the Grape Juice Industry and Growers of the C & E Belt - 1917-1926", was printed in 1965. The second, and enlarged edition, entitled, "A History of the Grape Juice Industry of the Chautauqua and Erie Belt", was completed and printed in June, 1969, in time for the one hundredth anniversary of Welch Grape Juice founded by Dr. Thomas B. Welch in Vineland, N. J. Copies of the two articles can be seen at the Chautauqua County Historical Society,

Westfield, N. Y. and also at the Patterson Library at Westfield, N. Y.

On coming to The H. H. Meyer Packing Company on June 2, 1926, Mr. H. Harold Meyer faced a monumental task of putting the company on a sound financial and productive footing. In addition, it was imperative that the plant undergo physical expansion and modernization to meet the increasing demands of the packing market.

Upon assuming his duties at the Company, Mr. Meyer first applied his intimate knowledge of business and accounting procedures to modernizing the office methods of his grandfather's company. Under his direction a re-financing program was arranged and the first of a series of property acquisitions, new building construction and improved plant facilities was begun.

The latter was not easy. The company had been located in the same spot ever since 1888 when Henry Huschard Meyer purchased the Metz Packing Company on Clarkson Street and started the Meyer-Huschard Company. Clarkson Street later became Linn Street and, finally, today's Partridge Place.

When Harold Meyer came into The H. H. Meyer Packing Company on June 2, 1926, and took over the management of the company, it was not a large organization. A check survey of the total square feet that comprised all of the property owned by the company at that time was 28,680 square feet, or about two-thirds of an acre. The buildings covered this total two-thirds of an acre and the company did not own any surplus land or buildings, so that it was obvious the company could not expand without purchasing new property. The purchase of land and buildings had to be done in order to expand the business in production and sales.

The problem was two-fold -- money and land. The property immediately adjacent to the existing plant was zoned for residence purposes. After securing three different pieces of property across Wilmink Alley on Bank Street opposite the plant, the company sought a change in zoning to manufacturing. The Zoning Board was, at first, lukewarm to the request, but the company, through its attorney, Judge John Weld Peck, succeeded in getting the zone change. Following a hearing before the then city manager, C. O. Sherrill, called by residents in the neighborhood opposing the change, the company and the residents reached an agreement satisfactory to all.

The result was that a new building, connected with the old one by a bridge 22 feet across Wilmink Alley, was completed and put into operation on November 1, 1928. Under its agreement with the neighboring residents, the company installed in all four floors of the building a central system of controlling odors and cooking steam going into the atmosphere.

Neither the Meyer family nor the company had the funds to finance this undertaking, so it was necessary to go to the public and sell new 6½% preferred stock at \$100 per share. Some \$300,000 of this stock was sold.

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History of H. H. Meyer Packing Co.

I should mention here that after Henry Huschard Meyer sold out his interest in the Roth-Meyer Packing Company in June, 1892, and then changed the name of the company, Meyer Huschart Company, to The H. H. Meyer Packing Company, the H. H. Meyer Packing Company had twelve (12) years of losses. In minutes of the Director's Meeting, 1905, Henry H. Meyer said that after thirteen (13) years, this past year is the first year the Meyer Company has shown a profit for the year. The loss during those thirteen years was \$89,000.00. This was a complete loss because the Company did not consider depreciation as a cost item during all those years. This is not meant to be critical but to prove you must have faith, perserverance and hard work.

How H. Harold Meyer happened to come with the H. H. Meyer Packing Co. The year 1923 I was manager of the Keystone Company of Norht East, Pa. April 18,, 1923 - Openning day of the Cincinnati Baseball game (the Reds) - Roland Meyer, My Uncle (not married) and Secretary Treasurer and General Manager of the Meyer Company was killed in an automobile accident (I attended his funeral). His father having died May, 1919. Roland was 36 years of age and from reports was not doing as much as he should in his management of the H. H. Meyer Packing Co. Raymond Meyer his older brother age 48 and President of the Company was the hog buyer for the company at the Cincinnati Livestock Yards, from 1901 to may 1919 or 19 years, when Roland died- Raymond came in the office to manage the company and that was a big change from hog buyer to general management. H. H. Meyer Packing Co. never slaughtered hogs until 1901 - all previous years they purchased green cuts - Hams, Bacon etc. and just cured and smoked meats and processed sausage manufacturing.

In 1926 when H. Harold Meyer came with the H. H. Meyer Packing as general Manager. Raymond Meyer remaining executor of my grandfather will died in December 1932. In my grandfathers will it read that if Roland and Raymond passed away before the ten years after his wife's death, then the Central Trust Bank of Cincinnati was to have charge of the Estate. The Bank declined to be named the adminestrator and then through the family Harold Meyer was made adminestrator of the estate in 1933.

1923 - Clarence Meyer, the oldest of the three brothers then living, was not working for the Meyer Company. He left the Meyer Company in 1907 and purchased a farm at Cleves, Ohio in 1908. Clarence - died April 1, 1938

Raymond Meyer in 1923 wanted me to come with the Meyer Company after the death of Roland. However, my salary with Keystone was \$6,000 per annum and Ray did not think he could pay me that much. Then, too, I knew something about the grape business and never before worked with my relatives. I just did not care to come to Cincinnati and take over the management. In 1924 Ray Meyer wrote me and again wanted me to come. Well, January 1, 1924 my salary with Keystone was increased to \$8,000 and I wrote Ray. Again Ray said he could not pay that much. Again in 1925 Ray wrote me that the Meyer Company wanted me, but on January 1, 1925 my salary was increased to \$9,000. After again talking with Mr. Frank Crandall of Westfield, N. Y. I wrote Ray of my \$9,000 and that I did not care to come.

During most of year 1925 and during the first two months of 1926 My Uncle Raymond wired me five different times to come down to Cincinnati for week-ends. I could leave Friday night and arrive Saturday A. M., going back to North East, Pa. the Sunday night train-arriving in Erie, Monday A. M. Ray never offered to pay expenses for any of the five trips.

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January 1, 1926 Keystone increased my salary to \$10,000 per annum, In last of February 1926 Raymond and I got together on my salary of \$8,000.

On my arrival in Cincinnati, June 2, 1926, I found that the Meyer Packing Company had not been doing well for a few years, so I had my problems.

Harry Meyer, my Uncle told me after I had been with the Meyer Company about six months that I should have been with the company ten years ago. Raymond, my uncle, also said about the same. Gordon Meyer, my cousin and son of my uncle Clarence, said his father told him many times that if I or someone did not come in to manage the Meyer Company in 1926 that the Meyer Company was done.

Harry Meyer died at age of 52, June, 1930 Raymond Meyer died in December, 1932 age 57. Clarence Meyer died in April 1938, age 69.

In the summer of 1916, my wife, and I visited my grandparents and other relatives in Cincinnati.

At this time, my Uncle, Roland Meyer, Manager of the H. H. Meyer Packing Company, took me through the Meyer plant. I asked him at that time if the Company owned any building or land around the plant for future expansion. He said "No, we don't own a foot of land adjoining our plant and we don't want any because this is a poor location for a packing company."

Then when I came to the plant ten years later in June of 1926 I remembered his remark about the poor location and it was only natural for me to make a complete check. In making this check I determined it was a perfect location - near the Stockyards, the cold storage buildings, railroads and most desirable for distribution of product to customers. It was like the hub of a wheel.

His decision in 1916 by not wanting any additional land or buildings for expansion proved out my findings when I came in 1926 because there was still no land or buildings adjoining the plant for expansion and there was no off-street parking space for a single automobile.

J. H. Howard 11/19/47

I would like to go back to my early boyhood days in Westfield, N. Y. and enumerate the many jobs I worked at up to the time I went to School in Buffalo-Sept. 6, 1906.

1898 - Ten years of age, worked for Welch Grape Juice Co. pasting labels on filled grape juice bottles. We had a square board about 2 feet square. We would apply the paste over this board, then lay the labels in the paste, then pick up the label and paste it on the glass bottle of filled grape juice.

1899 - Eleven years of age, summer job. worked for the United States Canning Co. on the pea grader. Received seven (7) cents per hour.

1900 - Twelve years of age - summer job, same as 1899 but received eight (8) cents per hour. The longest day was 19 hours. Also, while going to school I worked during 1899 and 1900 at Wm. H. Harper's grocery store nights after school and Saturday during which time I did odd jobs. I remember my saying to my grandfather (Joseph Chapman) who stopped at our home that I worked 19 hours in one day last week at the Canning Company, His reply was--young man let me tell something "hard work never killed a man but worring about it has".

1901 - Thirteen years of age, worked for Wm. H. Harper that summer and drove delivery wagon with one horse. Had to get to the barn at 6:00 A. M., feed the horse, clean out the stable and currier off the horse while eating and have the horse and wagon at the grocery store by 7:00 A. M. After delivering all day, Monday to Friday, then after getting horse to barn, feed and bed down, would hurry home, eat dinner and go back to store and work until closing the store about 9:00 P. M. On Saturday nights we would deliver as late as midnight before getting the horse to the barn.

1900 and 1901 I operated a pop corn stand for Mr. Barden on Saturday nights during the grape harvesting season. September and October many people (men and women) came from nearby towns to work in the grape vineyards and they held the grape picker's dance in the old Well's Hall, now the Masonic Temple. We had the pop corn stand on the sidewalk at the foot of Well's Hall. Dance was 8 to 12 P.M. Used an old hand popper over a kerosine oil flame and it meant a lot of arm motion. I remember 1901 we had the pop corn stand next to Minton Hotel for two days during the centennial (100 years) for Westfield, N. Y. I popped in 5¢ bags over \$25.00 worth of pop corn and had some sores on my hands from shaking the popper so much.

1901 - 1902 - 1903 - Harold Meyer was lantern boy for the Cresent Hose Company of the Westfield Voluntary Fire Department. The fire department at that time consisted of two hose companies and one hook and ladder company. Each company had two lantern boys. Harry Borden was the other lantern boy with me for the Cresent Hose Company.

1902 - Fourteen years of age, worked for W. J. Hungerford. Drove delivery wagon for his grocery store. Received \$3.00 per week.

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1903 - Worked in fall of year, last of September and October, for Mr. and Mrs. James Hale who had the Western Union Telegraph Office in their home, corner of Union and Main Street. I rode my bicycle delivering telegrams and receiving telegrams from the out of town buyers of grapes during grape season.

1903 - Fifteen years of age, worked that summer for Hungerford but received \$4.00 per week. Stores in those days were open until 9:00 P. M. Monday to Friday and on Saturday to 10:00 P. M.

1904 - Harry Bardin and Harold Meyer unloaded all the wire brick from box cars and piled up the brick which was used in building the new New York Central Depot at Westfield. Because the brick was brittle, we were not allowed to use gloves, for if one little chip was off of a brick, it ruined the entire brick and could not be used. We worked 10-hour days - 7:00 A. M. to 6:00 P. M. Pay - 17-1/2 ¢ per hour.

In fall 1904 grape picking time Harold Meyer was employed by the Nickle Plate Railroad as weigher for all grapes loaded in refrigerator cars of 10 and 11 tons capacity. This was at the Gale Street Station which was open only during grape season. In fall of year 1900, 80,000 tons of grapes were produced in the Chautauqua and Erie Grape Belt. Only a few hundred tons went to the grape juice people at that time. 1904 - 75,000 tons produced.

1905 - In the fall Harold Meyer was again employed as weigher for the Nickle Plate Railroad Company. When the grape season was over, Harold Meyer was given a railroad pass to Conneaut, Ohio and was given a job in the Yardmaster's office. This was a terminal yard. However, worked only one day and decided did not want to follow railroad work, so came back to Westfield and again went back to school.

1906 - George Minton and Harold Meyer worked on the construction of the Welch Grape Juice Company's plant built on the west side of North Portage Street. Our job was to install all steel reinforcement in the concrete column. A wood frame box was built about 2' to 2-1/2' square about 12' high. We would place four 12' long steel rods down each column of the box, then one of us would go down by ladder, the ladder would be pulled up and the one at top would drop squares over the four rods and the one down in the box column would wire these squares to the four steel rods, about every foot, and then work to the top by standing on the squares.

September 6, 1906 Harold Meyer entered Bryant and Stratton Business College, Buffalo, N. Y. He boarded with, Mr. and Mrs. Morse at 403 Jersey Street. The first week in October, 1906 Harold came down with typhoid fever and his mother came to Buffalo and took him to the Sculs Hospital, South Portage Street, Westfield, N. Y. He was in the hospital six weeks and then came home until the first of January, 1907 when he went back to Buffalo, N. Y., clerked for A & P Grocery Store until July - then came home and again entered Bryant and Stratton Business College September 1907.

1907 - During the summer worked as Clerk in Wm. H. Thompson Clothing Store Westfield while Mr. Thompson and son, Roland, went on their vacation.

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1908 - H. Harold Meyer graduated in June 1908 of the Bryant-Stratton Business College in Buffalo N. Y. With the College assistance he was employed as bookkeeper September 1, 1908 with the aristocratic Saturn Club of Buffalo, N. Y. salary \$65.00 per month all meals free and did not have to eat with all employes of the club. 1908 was hard times, hard to get employment.

1909 - July and still with Saturn Club, Buffalo. I took my vacation in July to visit my grandparents and other relatives in Cincinnati. On my return I stopped off at North East, Pa. Walkers of Erie, Pa. were building the largest grape juice plant in the world - it would be ready for operation for the 1909 fall grape crop. I was interviewed by Mr. F. J. Walker and son Wm. H. Walker and employed to start work September 1, 1909 as bookkeeper and assistant to Mr. Ray Moon - Auditor & office manager. I had only worked for the Walker Grape Products Co. about three months, when the head bookkeeper of the First National Bank of North East, Pa. was leaving January 1, 1910 to accept a position with the Erie Trust Co. Bank at Erie, Pa. this position at North East, Bank was offered to me at salary of \$65.00 per month. I had always thought I would like Bank position So 1909 I went to Mr. F. J. Walker and Son Wm. H. Walker and told them of my offer and desire, they tried to discourage me, but said go ahead and take the bank work position and if you find you have made a wrong decision and have the bank work out of your mind, then come back with us. I started at the bank January 2, 1910 and in three days I knew I had made the wrong decision, so went back with the Walker's. Bank work did not have the action I wanted.

I should record here - remark made by my grandfather H. H. Meyer during my visit with them in July 1909. My grandmother told me that she said to my grandfather, "Why don't you take Harold into your business", My grandfather replied, "Bertha, I have spoiled all of my own sons and now you want me to start spoiling my grandson".

1910 - November 1st
Walker - Grape Products Co. North East, Pa. went into receivership on September 29, 1910. Harold Meyer worked for the receivers of the company until October 31, He then accepted a position as traveling salesman with the Fernald Manufacturing Co. of North East, Pa. His territory was nine Southern States selling Carriage Hardware and Saddlery specialties, consisting principally of buggy boot springs and anti-rattlers, Not caring for selling, he secured a position as bookkeeper with the Jacob Dold Packing Co. of Buffalo, N. Y. year 1911.

1912 - Left Dold Company September 1912 to accept position as head Bookkeeper the Buffalo Builders Supply co. of Buffalo, N. Y.

1913 - August 16th went with the Welch Grape Juice Co. at Westfield, N. Y. in accounting department.

1913 - Harold Meyer graduated from a Two year higher accountancy correspondence course with the La Salle Extension University, Chicago, Ill.

1913 - 1914- 1915 - 1916 - 1917 - 1918- Harold Meyer was with the Welch Grape Juice Co. and the recap of these years has been recorded on page eleven and in history of the H. H. Meyer Packing Co.

H. Harold Meyer

Library Receives H. Harold Meyer History & Portrait

WESTFIELD—The Patterson Library is honored to have been presented with a 3 volume reference copy of "A History - The H.H. Meyer Packing Company, Cincinnati, Ohio, 1973."

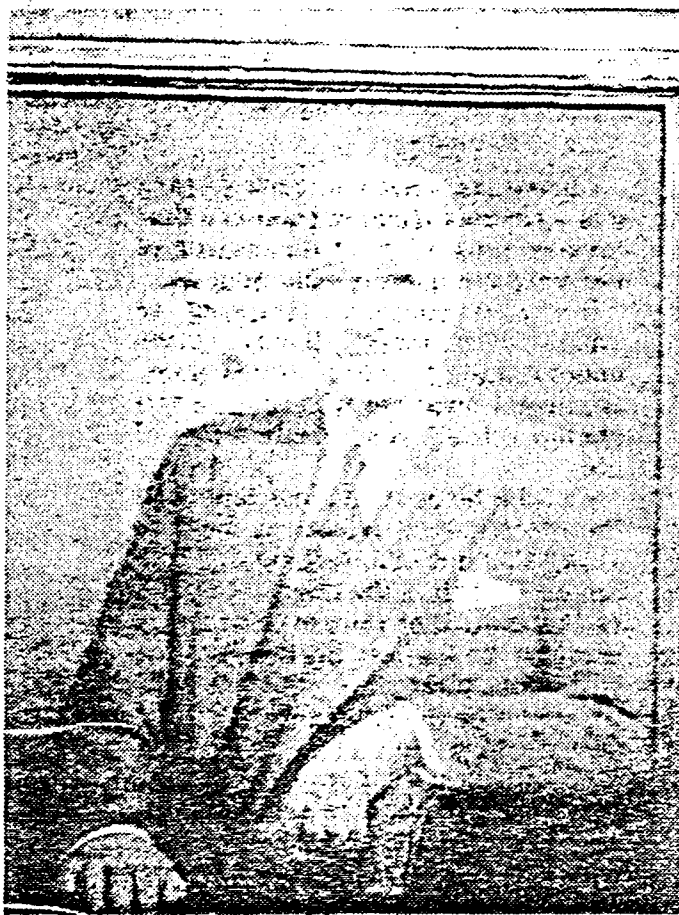
Written by George P. Stimpson, the text and many illustrations are both a history of the meat packing industry, the 100 year old "Partridge" trade name and the company founded by his grandfather, and the illustrious career of Mr. H. Harold Meyer; first in the grape industry with the Welch Grape Juice Company and the Keystone Cooperative Grape Association, then as head of the H.H. Meyer Packing Company.

His knowledge and experience in the grape industry led Mr. Meyer to write "A History of the Grape Juice Industry of the Chautauqua and Erie Belt," in 1969. Copies are available at the Patterson Library.

After his father's death in 1894 when Mr. Meyer was six years old, the family lived in Westfield, where he excelled as an athlete and developed the discipline of mind and body that has served him well for over 80 years.

Only five years after he assumed the leadership of the H.H. Meyer Packing Company, Mr. Meyer was recognized by the industry by being elected treasurer and director of the American Meat Institute, a position he held for thirty-three years.

Always remembering his boyhood home of Westfield, Mr. Meyer was instrumental in helping found the Westfield Memorial Hospital. He also served on the Boards of two Cincinnati hospitals. The Chautauqua County Boy Scouts received his help in the Camp Merz Development Program. In education, Eisenhower College received generous support and Westfield's Patterson Library has been honored with major gifts to its Endowment in memory



H. Harold Meyer Portrait

of Mr. Meyer's mother and wife.

At the request of Patterson Library President, Mr. G. Patterson Crandall, who wanted to commemorate Mr. Meyer as a benefactor to Westfield and the Library, a fine portrait done by noted artist Herman H. Wessel was given to the Library by Mr. Meyer. The painting was placed on the Library Mezzanine.

Librarian James Wheeler has expressed his appreciation of Mr. Meyer's continuing interest and thoughtful gifts of books. Several times a year, Mr. Meyer sends books on sports, history, and biographies. When he learned of the Library's Robert Harter Memorial Natural Science Room, Mr. Meyer sent a prized mounted sailfish. As

with many former Westfield residents, Mr. Meyer keeps in touch by reading the Westfield Republican. He recently helped a Girl Scout doing research on the Penn-Central railroad station by writing her his recollections of working with Harry Barden and unloading the bricks for the station in 1904. Mr. Meyer continues to have many friends in Westfield, spanning several generations.

His History, now in the Library, will be read with interest and as an inspiration to all of the virtues of hard work, application, and dedication.

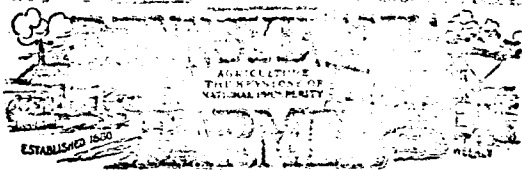
Presbyterian Notes

First Presbyterian Church
South Portage Street
Sunday, December 15th

Church School begins at 9:30 a.m. There is a Bible Study group called Encounter which meets in the Parlor and an adult discussion group called

Christmas Children's

Published Weekly
Two Years, \$1.50
Five Years, \$3.00



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Whole No. 1204

Harvest Time in the Penna. Grape Belt

This Erie County Cooperative Association Markets Perishables by the Trainload

By C. L. WHITE, Associate Editor

THE Keystone Cooperative Grape Association, of Erie County, Pennsylvania, has been called the most successful farmers' cooperative organization in the state.

Three facts are offered as evidence that this organization is unusually successful: First, its members are satisfied with the way the business is run by the officers; second, the buyers of its products are satisfied that they have been treated fairly; third, savings of \$49,500 have been accumulated in four years, mostly from economies in operation.

It was a bright October morning, in the midst of the grape picking season, when we visited the headquarters of the association in the town of North East.

We had spent the previous night in Jamesport, New York, and had driven that morning through beautiful Lake Chautauqua, half hidden in fog, to Westfield. Turning west from there, along the shore of Lake Erie, we had soon realized we were in the grape country. We had passed wagonloads of grapes, scores of them. All headed toward one of the great grape juice plants at Westfield we learned later.

Crossing the state line into that projecting corner of Pennsylvania that stands out so prominently on the map, we had seen great vineyards, some occupied by busy pickers, and others dotted with white baskets inverted over the tops of the grape vine stakes, waiting to be filled.

Sold 500 Carloads in Fourteen Days

Only fourteen days of the grape shipping season had passed when we arrived at the association's offices in North East that morning. But in those fourteen days the Keystone Cooperative Grape Association had loaded and sold 500 carloads of grapes. Beside these, as we learned from the manager, Mr. H. H. Meyer, the members had loaded the equivalent of 150 carloads to a grape juice plant at North East.

Let us try to get an idea of what it means to be in charge of a marketing project like this one. Suppose we put ourselves in the shoes of the manager of this organization for a little while.

Here we are in a room with two or three chairs, and a big desk topped with two telephones. One of the telephones rings. It is the man in charge of one of the loading stations where grapes are being loaded into railroad cars from motor trucks. He tells us that he has just finished loading two cars. We take down the initials and numbers of the cars on a chart prepared for the purpose.

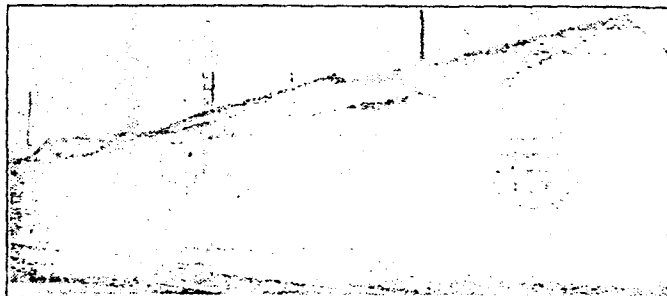
We ask the loader how they are coming, and he reports that he will probably have two or three more cars filled before night. That is not welcome news, for there are nine other stations just as busy piling the baskets away in the refrigerator cars, and no one is very anxious to buy those grapes.

It is now noon. The loading reports continue to come in. We know that we shall have forty cars on the sidings before night. We know, too, that we shall have to sell those grapes before midnight, for there will be another forty cars loaded tomorrow.

We call up a good customer 200 miles away on a long distance telephone. He tells us that

grapes are going very slowly. People seem to be "fed up" on them. He cannot handle any more unless the price goes down. He is afraid that he will have to sell his last carload for less than he paid us, or they may spoil on his hands. We don't like to see him in a fix like that; we would like to reduce our prices enough to start people buying. But, this is a producers' organization. What will the growers think about receiving low prices?

Now it is two o'clock. We have thirty cars



Loading grapes into refrigerator cars at North East, Pennsylvania.

we should sell before night. Nobody wants them at our figure and we cannot cut our price without causing great loss to our growers. What shall we do?

Thirty cars of grapes. Two hours until the markets close. Nobody wants grapes. What shall we do?

We are sure we wouldn't know what to do in such a case, but H. H. Meyer, manager of the Keystone Cooperative Grape Association, does know what to do, and that is one of the main reasons why this organization is considered a

model of what a cooperative can be. His prize customers go back on him. He knows where to find more. And the grapes are all under a distinctive label. People who bought Keystone grapes last year know where to look for more of the same kind.

With the aid of the long distance telephone and the telegraph, Mr. Meyer can keep in touch with the situation everywhere in his territory. If his dealer in one town has all the grapes he can use, he telephones or telegraphs to another town, and another and another, until he has found buyers.

If heavy shipments by competitors make it impossible to sell all the grapes on hand without "flooding the bottom out of the market," the cars are held for a day or two until there is a good opening for them. This can be done safely, for the grapes are all in refrigerator cars, which are really cold storage plants on wheels.

After dinner we take Mr. Meyer in his office while we went on a little side trip with J. F. Bimber. One of Mr. Bimber's duties is to manage the cooperative's basket factory that makes more than three-quarters of a million baskets a year. He took us out to a farm near the lake to see Charles H. Hays, then the president of the organization.

Mr. Hays told us some more about the workings of the association and its history, tracing it back to the old Keystone Grape Company from which the present organization grew.

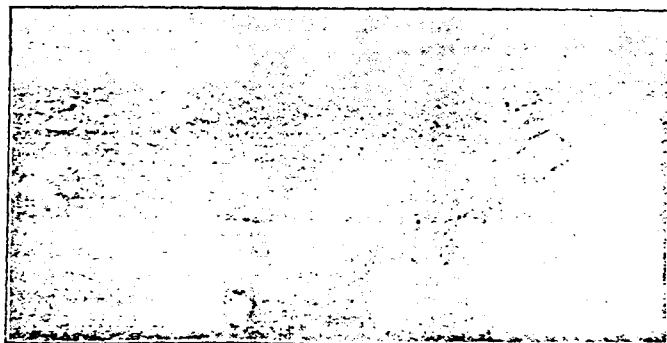
The idea of cooperative effort isn't new to these Erie County grape growers. Back in 1894 they organized, with other growers across the line in New York, the first farmer-owned selling agency. In 1901 the acreage of grapes in Erie County had increased so much that the growers there decided they should have an organization of their own. The result of this decision was the organization of the Keystone Grape Company, chartered under the corporation law of Pennsylvania. Although this company was a stock corporation, it was, in spirit and intent, a cooperative. The law at that time made no provision for stock corporations.

Organized under New Cooperative Law

In 1921 the Keystone Cooperative Grape Association was organized under the new Pennsylvania cooperative law. Mr. Hays gave P. R. Taylor, head of the State Bureau of Markets and S. S. Lehman, then county agent in Erie County, a large part of the credit for the formation of the new organization. The Keystone Grape Company had operated successfully for twenty years and had built up good will among buyers that was of inestimable value to its successor.

The growers changed from the stock company to the cooperative form of organization with a little shifting of officers as possible. D. C. Bostwick, who had been president of the company, became chairman of the board of directors of the cooperative. Upon the retirement of Mr. Hays last winter Mr. Bostwick took his place as president. The whole board of directors of the old company was drafted into the new organization, the five of them, together with seven others, making up the directorate of the cooperative association.

The cooperative took over the real estate of the Keystone Grape Company which it had



These baskets will soon be carrying Concord grapes to city buyers.

model of what a cooperative can be.

Mr. Meyer was in just such a dilemma when we called at his office this Wednesday noon. He had about forty cars of grapes that were being loaded that day, and buyers weren't anxious to take them off his hands.

Whether Mr. Meyer has been in such difficult situations so often that he has gotten used to them, or whether he is too good an actor to show his worries, we don't know. But certainly he didn't appear troubled as we discussed the organization and its ways of doing business over the dinner table.

Perhaps one cause for his not worrying was his thorough knowledge of the market. He spends over a month each year visiting prospective buy-

July 9/25
American Fruit Gro



THE KEYSTONE Co-operative Grape Association, organized in Erie County, Pa., in 1921, has enjoyed a remarkable success. It began operations by taking over an old stock organization, the Keystone Grape Company. There were 40 members at the start; now there are 290. The association markets the grapes from 5000 acres, which is about 60 per cent of the acreage in the county. Each member contracts to deliver all his grapes to the association, and he has the privilege of withdrawing annually. Not a single member has withdrawn during the last two years except a few who have sold their farms.

The association has been financed by membership notes at the rate of \$25 for each member, plus \$5 for each acre of grapes grown. The method is raising about \$55,000 at the present time. Practically all members have also shared in the purchase of \$20,500 worth of certificates of indebtedness. This collateral is used for the purchase of property. These certificates, which were issued on a three-year basis, were renewed recently on the basis of present acreage. The organization enjoys a splendid credit with local banks and has had no difficulty in financing its operations.

The association has been able to secure prices, as good as, or better than, those obtained in other grape districts. The management has proceeded on the principle that satisfied customers are a good asset. Emphasis has been placed on developing customers in smaller markets. All packages are labeled. In 1924 experimental packing of small baskets in central packing houses, for sale through chain stores, was started. This proved quite successful. Arrangements entered into with the Welch Grape Juice Company for sale of the juice grapes, have proved satisfactory. The association manufactures most of the baskets used by its members, and it also handles fertilizers, spray materials and vineyard supplies. The supply business in 1924 amounted to \$127,655.64. All supplies have been sold at market prices; thus friction with dealers has been avoided.

The success of the association is said to be due largely to the manager, H. H. Meyer, and to a board of directors which has taken its responsibilities seriously and which has co-operated with the management.

CONTEST FOR COUNCIL ELIMINATED BY WITHDRAWAL

North East Breeze.
A. I. Loop Leaves Clear Field for Fred Grimshaw and H. H. Meyer.

Aug 14 1925

While the filing of nomination petitions is possible up to next Tuesday, it is not likely that any others will be filed for councilmen in North East borough, and the withdrawal this week of A. I. Loop leaves Fred Grimshaw and H. H. Meyer as the only candidates in the Second ward, with two to be elected. In the First ward, with only one to elect this time, C. C. Cain has no opposition in sight. As Messrs. Grimshaw and Cain are now members of the council, we will have but one change in the membership of that body for the next two years, according to the present program.

Mr. Loop in an informal statement to the Breeze and Advertiser this week said:

"There is to be no contest in our ward. As soon as I learned that Mr. Meyer's name was to go on the ticket, I went to him and told him that if he was a candidate, I would withdraw."

"He is a good man—just the kind of man we need for the place. They can't put anything over on him."

But there still is prospect of a lively contest for burgess, as it now seems certain that the names of E. M. Evans and A. S. Knepp are to go before the primaries for that nomination.

in and out of the tent of the

Back 703

from place of the song

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OCT 11 1946
 Oct-11-1947 WHO'S IMPORTA



MEYER, HENRY HAROLD, President of The H. H. Meyer Packing Co., was born on Meyer Ranch in Hodgeman County, Kan., August 30, 1883, the son of Edwin Carlos and Ida May (Chapman) Meyer. His great-grandfathers were Jacob Meyer and Major John Anderegg, and his great-grandmothers were Anna Marie Huschard Meyer and Felicitas Renner Anderegg. His grandparents were Henry Huschard Meyer and Bertha Anderegg Meyer, and Joseph Chapman and Mary Rice Chapman. Mr. Meyer received his schooling at the Westfield (N. Y.) High School and at Bryant-Stratton College, Buffalo, N. Y. On November 25, 1914, he married Hattie Rouse. Mr. Meyer began his career as a bookkeeper in 1908, and until 1914 he was employed as cost accountant, salesman and office manager for various Buffalo firms. He was appointed Manager of the Welch Grape Juice Co. Ltd., St. Catherine, Ont., Canada, in 1914, after which he served in an executive capacity at the main office of the Welch Grape Juice Co., Westfield, N. Y., from 1915 to 1918. After serving as Examining Auditor with the Federal Trade Commission, Washington, D. C., from 1918 to 1919, he was Office Manager and Assistant General Manager of the Harvard Products Co., Brocton, N. Y., from 1919 to 1922, and General Manager and Treasurer of the Keystone Cooperative Grape Association, North East, Pa., from 1922 to 1926. He became Secretary, Treasurer and General Manager of The H. H. Meyer Packing Co., Cincinnati, Ohio, in 1928, and has served as President and Director since 1932. Mr. Meyer is a Member of the Advisory Board of The Fifth-Third Union Trust Co., Cincinnati, and a Director of Mohawk Provision Co. and the Estherville Packing Co. He was formerly a Member of the Board of Directors of The Welch Co. and of The Bank of Commerce & Trust Co., Cincinnati. Active in behalf of the meat packing industry as a whole, he served as Director of the Midwest Meat Packers Association, from 1933 to 1937, and has been Secretary-Treasurer and Director of Institute of American Meat Packers (now American Meat Institute), 1931-45. On May 31, 1943 he was appointed by War Food Administrator, Chester C. Davis, as consultant for the War Meat Board. He is a Member of the Board of Directors of the Bethesda Hospital, Cincinnati. While serving as General Manager and Treasurer of the Keystone Cooperative Grape Association, Mr. Meyer was elected a Member of the City Council of North East, Pa., for the term, 1925-28. Secretary-Treasurer and Charter Member of Board of Directors, American Meat Institute Foundation, Oct. 1944—Director, Emanuel Community Center, Cincinnati. Member of Scottish Rite Masonic Bodies, the Shrine, Elks, Y.M.C.A., Methodist Episcopal Church, Clubs: Cincinnati, Chicago Athletic Assn. and Makelewan Country. Golf and boating are his favorite recreations. Residence: 358 Shiloh St. Office: Central Ave. and Linn St., Cincinnati, Ohio.

LAKE ERIE GRAPE BELT 1926

LOSES VALUABLE MAN

North East, Pa. Bridge 2/25/26

Manager Meyer of Keystone Cooperative Grape Association to Leave North East

Mr. H. Harold Meyer, treasurer and manager and one of the directors of the Keystone Cooperative Grape Association for the past four years, has resigned his position and has taken a position as secretary and treasurer and assistant general manager of the H. H. Meyer Packing Company of Cincinnati, Ohio, a company which makes a specialty of pork products under the popular trade name of Partridge Brand meats.

Mr. Meyer's affiliation with the H. H. Meyer Packing Company means the fourth generation of Meyers in the packing business. The H. H. Meyer Packing Company was founded by his grandfather. And his great-grandfather before him was also in the packing business.

Mr. Meyer's many friends and business associates through the entire belt will feel keenly the loss of him, as he endeared himself to all through his generous, courteous and kindly nature. Mr. Meyer has done much for the Concord Grape Belt through the New York as well as the Pennsylvania section. He had the interest of all at heart and entered into his work with enthusiasm and interest.

The Keystone Cooperative Grape Association has grown materially through his capable and efficient management and the fact that during the past three years not a member has been lost through dissatisfaction and during these four years the membership of the association has more than doubled, proves him to be a man of fine personality and keen business ability.

It was largely through his initiative and efforts that the Concord grape associations of the Chautauqua and Lake Erie belt had a meeting and declared themselves in opposition to California grape growers receiving a lower freight rate on grapes shipped to the east. At this meeting of the associations, Mr. Meyer was appointed to go as representative to the hearing before the Interstate Commerce Commission that was held in San Francisco in December, 1923, and the evidence given by him as a witness on the stand is incorporated in the Interstate Commerce Commission decision in declining to give California a lower freight rate on grapes. Mr. Meyer in cooperation with the officers of the Chautauqua and Lake Erie Association in Westfield has attended many other hearings and spent much time and money in an effort to protect the Concord grape industry through New York and Pennsylvania.

It was also at his suggestion that an annual scholarship fund was given by the Keystone Cooperative Grape Association to the North East High School, and according to record, this is the first Cooperative Association in history that has done this.

He has made many improvements to the office building, warehouse and factory which has resulted in better working conditions for those employed and also to better carry out the work of the association.

The employees and members of the Association have nothing but the highest praise for him and will feel perhaps more keenly than anyone his loss.

Mr. Meyer has spent many years in the Grape Belt section, working in preserving and grape juice plants in Brocton, N. Y., Westfield, N. Y., and North East, Pa., and this has given him a wide acquaintance in the Chautauqua and Lake Erie Belt. The feeling through the belt towards Mr. Meyer's business ethics can best be expressed by what one manager of a large fruit products plant in the east end of the belt said, that Meyer's word was as good as his bond and that his fairness in his business had created for him an exceptionally good feeling among those with whom he came in contact.

Mr. Meyer entered into the life and work of the community with the same enthusiasm and interest as displayed in his work. He was a public spirited man, being councilman of the second ward of the North East Boro, on the water and finance committee. Also one of the directors of the North East Golf Club and was one of the original organizers of the Lions business men's club.

The good wishes of all go with him in his new field of endeavor and his North East friends are sure that he will be very successful and will

endear himself to the people of Cincinnati as he has done with the people through the entire grape belt.

FACTS ABOUT GRAPE

INDUSTRY OF CALIFORNIA

North East Brazil March 23
**Ninety Per Cent of Country's Grapes Grow
 In Pacific Coast State. 1925.**

The following address of H. H. Meyer, manager of the Keystone Co-operative Grape Association, before the North East Lions Club Monday evening will be of interest to all growers and shippers of grapes in this belt:
 Club President, Club Members and Guests:

I have been asked to talk to you on the grape freight rate question in a comparative way between California grapes and our own eastern Concord grapes.

When I was asked to give you this talk, I was prompted with the thought that perhaps none of you realize the enormous and speedy growth of the state of California. I do not mean by that, that I am thinking of population alone, for I am thinking of all lines of industries in California. And for that reason, I wanted to give you some statistics on the state of California, believing that you would no doubt appreciate more the talk on the California freight rate question.

After I had gone into the idea of prefacing my talk on the freight rate with these statistics on California, I found when I had concluded with these statistics I had taken up one-half hour talk alone on the state of California, before arriving at the freight rate question. Knowing that it would be impossible to take an hour of your time to make this talk, or combining the two, the statistics of California and the freight rate question, I have been asked to give this to you in two different talks. So tonight, we will confine our thoughts to the statistics of California in a brief way and follow this talk one week from tonight with a talk on the California freight rate question and also the new freight rate question which has confronted us recently.

The population of California in 1915 was 2,940,000 people. The population in 1924 was 3,913,000—an increase of about 1,000,000 people in nine years, or an increase of 30 per cent.

The estimated fruit acreage set out to California fruit alone for 1919 was 920,000 acres, and at the close of 1924, there were 940,000 acres set out to fruit of just four different varieties, viz: grapes, oranges, lemons and grapefruit. The grapefruit represented only 6000 acres of this enormous total of 940,000, which roughly shows that on three fruits alone there were practically 934,000 acres.

California's production of fruit and produce averaged 600 cars every twenty-four hours, for each day of the 365 days in the year of 1924. In 1925, during this year, California shipped 218,869 cars of just fruit and

Now, in order that we might know something of the increase in total shipments of fruit and produce in the past few years from the state of California, I think we should ascertain the total shipments for the year 1919 in a comparative way with the year of 1924. We find, on investigating these records, that in 1919 only 108,000 cars were shipped or, in other words, California has over doubled its annual shipments of just fruit and produce in five years time.

Taking these 218,869 cars shipped in 1924, we find that grapes led with 55,932 cars; oranges came second, with 44,757; lettuce third, with 18,330; cantaloupes fourth, with 18,210; and lemons fifth, with 13,544. All other products fell below the 10,000 car mark.

As you all know, California ships many cars of apples, asparagus, cabbage, carrots, cauliflower, celery, cherries, onions, peaches, pears, prunes, plums, potatoes, tomatoes, watermelons, etc.

Then, too, California has a tremendous acreage set out to field crops. I will not burden you with giving you the complete acreage of these field crops, but I do feel that you will be interested in knowing something of the field crops that constitute this large acreage. We find that there are 748,000 acres set out to wheat; 1,095,000 acres to barley; 300,000 acres to beans; 2,066,000 acres to tame hay; and 233,000 acres to cotton lint. This enormous acreage of field crops totals up to 5,260,000 acres.

Now, of the total shipments of fruit and vegetables we are, of course, interested most in grapes, and for a short time I will ask you to bear with me on a brief study of California grapes.

There are what we might term three main classifications of California grapes:

1. Juice or commonly called Wine Grapes.
2. Table Grapes.
3. Raisin Grapes.

Now, here I would like to make an explanation regarding the raisin grape, for I do not want you to interpret the meaning that these raisin grapes are shipped east in dried form, for these raisin grapes are shipped east in a fresh state, and are sold as table and wine grape varieties.

Right here let me interpose a question of my own—"What is a wine or juice grape?" I will answer this question by saying that any grape grown is a wine or juice grape, out of which juice, wine, syrup and many other products may be made. It is a well known fact, which can be substantiated over a long period of years, that when only the so-called table grapes of California were shipped into the eastern consuming market, thousands of tons of them were bought periodically for wine purposes whenever the markets were glutted and delivered prices were low.

The preceding is given you in order that you will know that not only the wine grapes of California are made into wine, but also many thousands of tons of the table and raisin varieties.

Now, wine or juice grapes are classified under:

- A. White Wine Grapes.
- B. Black Wine Grapes.

There are 17 varieties of white wine grapes and 28 varieties of black wine grapes.

The table grapes are classified as follows: 21 varieties of white, and 14 varieties of red, and 31 varieties of black.

The raisin grapes are white grapes, and there are 15 varieties.

The best wine grapes, or at least the varieties that are most in demand in the eastern markets, are: Black Varieties—Alicante, Zinfandel, Petite Sirah, Mission, Matarao, Black Prince.

White Varieties—Golden Chasselas, Riesling, Burger.

The four main varieties of raisin grapes are: Muscats, Thompson Seedless, Sultan, Zante Currant.

These four varieties of raisin grapes alone represent 342,000 acres, and these 342,000 acres represent over 50 per cent of the total acreage set out to all varieties and kinds of grapes in the state of California.

The Muscat grape with 119,000 acres, is growing in favor as a wine grape in the eastern markets. This Muscat grape is a white grape, and produces white wine, but in many cities the purchasers of juice grapes are now blending these Muscats with our Concord in order that they may have a red wine.

The Thompson Seedless grape is chiefly a raisin grape, but is a fair table grape and is used to some extent as a wine grape. California has 206,000 acres set out to these Thompson Seedless grapes, and when, combining the acreage of Thompson Seedless with 119,000 acres of Muscats, we have 325,000 acres, or in other words, two varieties alone represent 95 per cent of the total acreage of raisin grape varieties of California. This variety of grape, because of its over-production after prohibition, ruined the raisin grape industry, and if the desperate owners of this variety continue to go ahead grafting over the Thompson Seedless to the black varieties of juice grapes, they will, no doubt, ruin the wine grape market with an over-production of these black grapes. Prof. E. F. T. Biletti of the University of California has displayed much interest, and has sent out considerable literature, urging the Thompson Seedless growers to discontinue the idea and practice of grafting over these Thompson Seedless to the black juice varieties.

Now, just as a matter of computation, let us take the total acreage of these Thompson Seedless, of 206,000, and consider that if 100,000 acres of this were grafted over to the black juice varieties, that we would immediately have, in two years time, an increased tonnage of 400,000 to 500,000 tons of black juice grapes. It might be of interest to you to know that these Thompson Seedless grapes

can be grafted over to the black juice varieties with a loss of a year's production.

Another comparison that I would like to make of interest to you would be to take the net returns to the grape growers of California for the year 1923, and the net returns to Thompson Seedless growers for the same year. For this computation, we have taken just four of the varieties that I believe are representative of the table grapes, in order to make this comparison. They are as follows:

Variety	Return per Ton
Cornichon Grapes	\$4.25
Emperor	\$3.61
Malaga	\$2.75
Tokay	\$3.01

Average on four varieties \$3.41
 Thompson Seedless, \$7.50 per ton
 (Shipped as table grapes)

You can readily appreciate that this Thompson Seedless not only increases the price of all grapes, but they also lessen the demand for grapes in general, because of their inferior quality.

In order that you might know what an over-production of table grapes means to prices, I want to give you the average net return to table grape growers, and total tonnage production, beginning with 1919, down to 1924, inclusive.

Year	Production	To Growers
1919	200,000 T.	\$3.00 T \$5.00
1920	190,000 T.	\$3.00 T \$5.00
1921	210,000 T.	\$3.00 T \$5.00
1922	308,000 T.	\$2.00 T \$5.00
1923	442,000 T.	\$2.00 T \$5.00
1924	480,000 T.	\$2.00 T \$5.00

You can readily see that when they increased 50 per cent in tonnage, their revenue dropped one-third, and when their production over-doubled, their returns per ton decreased to less than half.

Perhaps the next thing of interest to you would be to know something of the present grape acreage in California—bearing and non-bearing.

The following is the grape acreage in California at the close of 1924:

Bearing	Non-Bearing	Total
Wine 127,052	31,357	158,409
Table 104,203	48,377	152,580
Raisin 297,164	60,291	357,455
Total 528,419	140,025	668,444

With an acreage of 528,419 acres in 1924 and a yield per acre under normal, California shipped 218,869 cars. Now, in 1927 this non-bearing acreage of 140,025 acres will all come into bearing, and then this acreage will no doubt ship 75,000 to 85,000 cars, providing it is a normal yield. In fact, California now estimates a shipment of 75,000 cars for 1925.

Ancient Water Clock

The Tower of the Winds is the water clock erected at Athens, Greece, in the Second or First century before Christ. It is octagonal in plan, 42 feet high and 28 feet in diameter. The top of each side is surmounted with various symbols of the wind. Originally the structure was surmounted with a bronze Triton, which served as a weather vane.

in order that you might know something of the grape acreage planted since 1919, I give you below, the following:

24,000 acres planted in 1920
24,000 acres planted in 1921
22,216 acres planted in 1922
24,779 acres planted in 1923

19,900 acres planted in four years. Careful study of these statistics gives a clear conception of the tonnage which, under normal conditions, is likely to be produced during the next three years when this year's crop as a basis for computation. However, relatively it may be, or if a normal crop 1923 be taken as a basis, the crop in 1927 runs up into amazing figures of a possible production. Another question that is no doubt your mind is—what was the grape acreage of California at the beginning of prohibition, as compared to the present time?

Recapitulation.

1919	Bearing	Bearing
Grape Acreage	97,000	
Grape Acreage	55,000	
Grape Acreage	170,000	
	322,000	

1924	Bearing	Bearing
Grape Acreage	127,000	34,357
Grape Acreage	104,000	48,377
Grape Acreage	297,000	60,291

528,000 143,025
Grape bearing acreage since 1919, 64 per cent. Increase bearing acreage since 1919, 47 per cent.

question next comes to my mind—how do our large Concord growing sections of the east, combined, compare with California of grapes?

and L. E. Belt,	35,000 acres
New York Belt,	15,000 acres
River Belt,	8,000 acres
of Michigan,	25,000 acres
of Missouri,	13,000 acres
of Ohio,	8,000 acres
Canada,	6,000 acres

Total, 110,000 acres. In addition, however, that grapes are planted in practically every state in the Union.

119,000 acres are practically out to the Concord variety. New York is an exception. 15,000 acres are only about 100 Concord, and remaining is of the Catawba, Niagara, and other varieties.

on a comparative acreage making California 671,000 and the mentioned acreage compared to the eastern sections, we find California has 71 per cent of the total acreage. But when we take that comparison from an acreage basis, we find California produces about 100 per cent of all the grapes grown in the United States. This is not because of California's size, but because of the average yield per acre. The average yield of the state of California is 4 tons per acre, while the average yield of our own Chautauqua and Lake Erie belt is only 2800 lbs. per acre, or less than 1½ tons. I want to say here that the Concord growing sections of the east had no material increase in five years except Missouri, and a few other states. California has over doubled.

and raisin grapes were as follows:
Wine Grapes 18,000 cars
Table Grapes 24,000 cars
Raisin Grapes 14,000 cars

Total, 56,000 cars. The following is a recent estimate of what California expects to ship in 1925:

Wine Grapes	22,856 cars
Table Grapes	34,624 cars
Raisin Grapes	14,817 cars

Total, 72,297 cars. Again, these figures are misleading in this respect—that we should not interpret the thought that only 18,000 cars of grapes coming from California in 1924 were used for wine and juice purposes, because it is a well known fact that many thousands of tons of table and raisin grape varieties are also consumed by the eastern purchasers for manufacturing wine.

In order for you to appreciate this terrible invasion of California grapes in the past few years, I want to say that in 1917 California only shipped 13,000 cars; and in 1923, 55,000; or an increase in six years of 323 per cent. And these 13,000 cars for 1917 were all of the table varieties.

I do not believe that we could consider our talk on the statistics of California complete, especially when we are talking on the California grapes, without taking into consideration some brief figures regarding the sweet and dry wine production for that state prior to and after prohibition, and with this thought in mind, I would like to give you a few facts regarding the wine situation in California.

There was a time a few years ago, before the advent of national prohibition, when practically none of the so-called juice or wine grapes were transported out of the state of California. All of these wine grapes were made into wine in some 700 wineries in that state. Growers received anywhere from \$10.00 to \$30.00 per ton, in the days prior to prohibition.

In 1916, these 700 wineries produced:

19,262,475 gals. sweet wines.
23,000,000 gals. dry wines.
42,262,475 gals. Total

These wineries consumed 380,000 tons of grapes in order to produce 42,262,475 gallons of wine.

In 1923 they produced:
2,763,424 gals. sweet wines.
7,464,783 gals. dry wines.

10,228,207 gals. Total

This shows a decrease of over 32,000,000 gallons, or about 76 per cent decrease in 1923 from 1916.

This 76 per cent decrease was certainly a surprise to me, for I was of the opinion that the decrease in manufactured wines in the state of California was of a much larger percentage since the advent of prohibition.

The wineries in California, prior to prohibition, used 350,000 to 400,000 tons of grapes each year for the manufacture of wines, and since the advent of prohibition, that tonnage has decreased to about 60,000 to 90,000 tons per year. Of course, this additional tonnage that was formerly made into wine in California is now being shipped east in a fresh state and manufactured into wine by the consumers.

California wine production within the state for the year 1923 is about on a parallel with the sale of medicinal wines for that same year, I want to give you the sales of dry and sweet wines for that year.

During the year of 1923, the wineries of California sold 7,297,047 gals. of dry wines, and 2,363,784 gals. of sweet wine, or a total of 9,660,831 gals., were sold, and as just previously given you, the production of 1923 for the wineries of California or a little over 10,000,000 and the sales of over 9,623,000 shows that they are trying to keep their wine production on a parallel with their sales.

At the present time, there are 28,829,000 gallons of wine in storage in California wineries, and this is the lowest quantity at the close of any one year since the advent of prohibition.

Now, these figures almost make one wonder whether there is less drinking of wine since the advent of prohibition.

However, I am not taking issue with the drys or the wets in this talk; therefore will only say that 50 per cent of the Chautauqua and Lake Erie grapes were consumed by the grape juice companies of this section during the four years preceding prohibition, and since that time the grape juice companies have consumed only about 16 per cent of this crop. This shows that in the past four years, 34 per cent more of this belt's crop each year is being shipped for juice purposes, that prior to prohibition was made into grape juice and shipped as such. This increase, since prohibition, will average about 21,000 tons annually.

In closing my remarks, I would like you to permit me to make a suggestion that I believe the Concord Grape growers of this section should heed.

Organize and perfect a Protective League Association for the entire Chautauqua and Lake Erie Grape Belt. This League to be made up of all shippers, associations, independent shippers, and also the independent growers that ship their own grapes. The old saying "United we stand; divided we fall," I think, could well be applied to our own Chautauqua and Lake Erie Grape Belt.

However, I will not say more on this subject at this time, owing to the fact that at the close of my talk on the Freight Rate question, I will give more information regarding this subject.

Lions Select Delegates.

At the meeting of the North East Lions Monday evening, C. J. Southwick and R. D. Anderson were named as delegates from the local club to attend the great international assembly to be held at Cedar Point, Ohio, June 29 to July 2. Every Lions club in the United States and Canada is required to have at least one delegate at this meeting.

The social committee reported that announcement of the Ladies Night to be held April 11 will be made at the regular meeting next Monday evening.

Several guests were present at the meeting, one of them being Postmaster R. B. McCord, who gave a short talk on the new postal rates which are to go into effect April 1.

H. H. Meyer, former secretary of this club, gave a comprehensive talk on the California grape industry, making some striking comparisons with conditions in this belt. The address of Mr. Meyer is printed elsewhere in this paper.

To Tell All Grape Facts

IS OBJECT OF PROPOSED \$3000 ADVERTISING FUND

Vincent Squillante Says Big Crop Prospect Should Be Made Known to Buyers and Consumers

New York, May 2.—With reports from California grape growers as good an authority as J. L. Noyes, of the California Fruit Exchange, as to the fact that he expects to see California ship 100,000 cars of table and juice grapes this season, Vincent J. Squillante, who last year headed a committee, in making known through the trade press and the and Polish papers an expected shortage of grapes, this week declared it just as important that prospective buyers be apprised of the prospects of a large crop this season.

"We raised a fund of \$4,300 last year to tell of conditions," said Mr. Squillante. "I think we should raise \$10,000 this year. Every contributor to the fund must realize that the grower, shipper, and buyer was benefited by the fund. Of the \$4,300 expended last year, there still remains \$200 to be raised from those who pledged to assist. Some of the contributors, however, did more than they originally pledged, and I am told me they will be willing to assist more this year."

As a preliminary to starting an advertising campaign this year, Mr. Squillante has already visited all sections of the state where juice grapes are extensively raised. He found that considerable work was on hand, but predicts that if the shippers of the juice are apprised of the expected grape crop expected they will be able to supply and there shouldn't be an early demand for new crop grapes.

With far better terminal facilities than used for handling juice grapes in this coming season than a year ago, Mr. Squillante says the trade should be able to handle more grapes in a shorter time than formerly.

The grape movement from California this season, as outlined by Mr. Squillante, is given as follows: July, 1,200 cars; August, 8,500 cars; September, 32,000 cars; October, 25,500 cars; November, 10,000 cars; December, 300 cars.

"If the trade approves," said Mr. Squillante, "I would favor beginning the advertising campaign in the last week of the newspapers early in July, and in the papers just before the movement of grapes under way. All we want to do is to let the facts in the case, but the results of last year would be a good example should drop out this year. The results should be shared by a great many who are in belief with our contribution."



WESTFIELD BOY HONORED

Another Westfield boy has been called to a place of high honor and great trust in the acceptance of the position of secretary and treasurer and general manager of the H. H. Meyer Packing Co. of Cincinnati, O. This Westfield boy is Mr. Harold H. Meyer, the manager of the Keystone Co-operative Grape association.

Mr. Meyer's affiliation with the H. H. Meyer Packing Co. means the fourth generation of Meyer's in the packing business. The H. H. Meyer's Packing Co. was founded by his grandfather. His great-grandfather was also in the packing business. This Packing Co. makes a specialty of just pork products.

Mr. Meyer finished his education at the Westfield schools and then took a course in Bryant and Stratton college, Buffalo, N. Y. Since graduating from this institution Mr. Meyer has been actively engaged in the grape belt section. He has been engaged in the manufacture of grape juice and grape products in Brocton, Westfield and North East. Through his activities he is well known in the Chautauqua grape belt.

His fine business qualities and his fairness in all his dealings have won for him a fine standing in the business world. His many friends and business associates through the entire belt will feel keenly the loss of him, as he has endeared himself to all through his generous, courteous and kindly nature.

Mr. Meyer had the interest of all the grape growers, both in New York and Pennsylvania, and has done much for the betterment of all conditions relative to the growing and marketing of the grapes from this section.

The Keystone Co-operative Grape association at North East, Pa., will greatly miss Mr. Meyer as manager. During his connection with that organization it has been built up to one of the largest and best managed organization of its kind in the east. During his four years of management the membership has been doubled and during the past three years the association has not lost a member through dissatisfaction, which speaks well for Mr. Meyer's ability.

His activities for the entire belt is well known. It will be recalled that Mr. Meyer was the belt representative before the Interstate Commerce commission at San Francisco, Calif., in opposition to the No. 2 reduction in freight rates on California grapes. The evidence of Mr. Meyer before that commission had a great weight in deciding against the proposed reduction. In addition to this work he has appeared in connection with the Chautauqua and Erie association of officers at different times in Washington, New York and other places in connection with matters affecting the growers' interests.

Mr. Meyer is at present a member of the city council of North East and has given that body his best endeavors and of his vast business ability. Many changes for the betterment of that city have been suggested by him besides being a member of the city council, Mr. Meyer belongs to many societies and clubs of his community.

The best wishes of all in this section go with Mr. Meyer and all wish him the same success he has achieved in all his undertakings.