

grade celery were available for six of the nine firms shown in Table 12.<sup>8</sup> Two of the six firms were in each of the three areas.

Comparisons between the two firms in each area were made by matching all weeks during which both firms sold Golden type, size 6 dozen, U. S. No. 1 grade celery on an F.O.B. basis (Table 14). Average seasonal prices were then obtained by weighting the average weekly price obtained by each firm by the **least** volume sold by either firm. This was done because price comparisons based on a small volume were assumed to be of less importance than comparisons based on a large volume. By making this type of comparison, seasonal price has the same influence on the prices of the firms being compared. Comparisons were therefore valid between the two firms in the same area, but not between firms in different areas.

In the Sanford area records were available for firms C and D. Firm C used about 74 hours of labor per 10,000 stalks, compared with 93 hours used by firm D. There were 12 weeks during the 1945 season when both firms C and D sold Golden, size 6 dozen, U. S. No. 1 grade celery on an F.O.B. basis. During nine of the 12 weeks firm C realized a higher average price than that realized by firm D. The average seasonal price, obtained by weighting the average weekly price received by each firm by the least volume sold by either firm, was also higher for firm C (\$3.97) than for firm D (\$3.94).

In the Sarasota area records were available for firms N and P. Firm N used an average of about 72 hours to handle 10,000 stalks and firm P used about 102 hours (Table 12). In spite of the large amount of extra labor used by firm P, there were only four weeks out of 10 that firm P realized a higher average weekly price. Firm N used only three-fourths the amount of labor used by firm P, but firm N realized a seasonal weighted average price of \$3.45 per crate compared with \$3.23 per crate for firm P.

In the Belle Glade area records were available for firms I and J, which used about 74 and 81 hours of labor per 10,000 stalks, respectively. During 16 weeks out of 21 firm I had higher average weekly prices. The weighted average seasonal price was \$3.69 for firm I and \$3.54 for firm J.

In all three areas, the organization which used the greatest number of hours of work per 10,000 stalks received a lower

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<sup>8</sup> Sales data were obtained for 18 firms, but information on rates of accomplishment was available for only eight of these firms, two of which did not sell celery in the described classification.