to a common point for packing. Such a system would allow for a maximum of flexibility between the number of sorters and packers, would help overcome the difficulty of the first packer packing heavier crates, and would result in the automatic sorting of packed crates of a common size and thus eliminate the need of a sorting room.

On many occasions during this study 16 workers were observed in a four-chain house sorting and packing sizes 10's and XX's, when the total number of stalks of these sizes on all chains combined was not large enough to keep over two persons fully occupied had they been on a common chain.

Much experimentation is needed before plans for such a revised arrangement could be completed. A "pilot" plant would have to be constructed, experimented with, and probably rebuilt many times before such plans could be considered complete. It goes without saying that such a project carries beyond the scope of this study, other than that the findings of this study indicate the problem.

PART III — DISTRIBUTION AND SELLING

AVAILABLE INFORMATION

Very little information is available concerning the selling and distribution of Florida celery. For the most part, it is limited to data included in daily Federal-State Market News Service reports, statistics released by the Crop and Livestock Reporting Service of the United States Department of Agriculture, and the Federal Census on Agriculture, published by the Department of Commerce. Such reports include data on volume of rail and truck shipments, daily price ranges for specified sizes and types of celery on the F.O.B. market, daily car-lot arrivals and price ranges on a limited number of the largest markets, county acreages, and production and value data by states. Production and value data by counties were made available begining with the 1946 crop.

To obtain additional information, sales records for the 1945 season were secured from 18 Florida firms. These data covered six firms in each of the three major producing areas. The six firms in the Sanford area handled about 37 percent of the total volume sold by these 18 firms, compared with 36 percent in the Belle Glade area and 27 percent in the Sarasota area. This