

the account of the shipper, who, in the meantime, maintains title to the celery. The shipper pays the transportation, terminal and commission charges and bears the risk of loss in transit.

**Delivered sale**, as used in this study, generally means that the shipper delivers the celery to the destination specified by the buyer. The shipper pays all the transportation charges and bears all risks in transit, other than normal deterioration. Transfer of title to the celery takes place at destination, but the sales price is usually established before shipment takes place. The buyer has the right of inspection at destination for the purpose of determining, before acceptance, that the goods were as ordered at time of shipment.

**Price arrival sale**, as used in this study, generally applies to an arrangement between the shipper and buyer, whereby the shipper sends the celery to the destination, bearing all transportation costs and risks involved. The buyer inspects the celery on arrival and a price is mutually agreed upon. Under such a sale the buyer and seller usually have a previously arranged working agreement.

**Sales jackets** are files, maintained by the shipper, which include all papers pertaining to the sale of a particular carload of celery. Among the papers kept in the sales jackets are copies of the bill of lading, invoices, loading slips, receipts, inspection certificates and correspondence concerning the sale of that particular car.

A celery **washhouse** is a warehouse located at the shipping point. It contains facilities for retrimming, culling, washing, packing and loading the celery. Many washhouses also include a precooling unit for the purpose of cooling the celery before it is loaded in refrigerator cars.

## APPENDIX B

### METHODS OF STUDY

Very little work has been done in applying work simplification techniques to the business management problem of agricultural marketing. Considerable use was made of these techniques in this study. As the survey progressed, it was found necessary to revise procedures constantly. The data on which this study is based were obtained during the period April, 1943, to February, 1946. Five distinct approaches were used as follows: