

celery season⁶ was spent doing the field work on this phase.

A printed schedule was not used in the field because each firm had somewhat different crew organization, making the use of a fixed schedule unwieldy to handle. Detailed information was recorded in field note-books which later was summarized on prepared schedules.

APPROACH 4.—QUALITY OF WORK

The degrees of excellence or thoroughness must always be considered when several methods of doing the same work are compared. For this reason, samples of packed crates of 15 firms were carefully examined and scored. These firms were visited throughout the 1945 season. Packed crates of celery were weighed, opened, and the contents of each carefully examined. The data concerning each of these crates were recorded on a prepared schedule. A total of 511 records was taken in this manner and the sales price was determined for each lot.⁷ Little use was made of sales data thus obtained because it was found that the examined lots of celery were sometimes combined with other lots and sold as a unit, thus losing the individual identity of a particular lot. It was not practicable to obtain enough records to take into account the numerous conditions other than quality which affect price during a given season. It was, however, observed that insofar as workmanship was involved, the same firms usually put up about the same quality of pack throughout the year. The records of excellence or thoroughness of workmanship were used to account for differences in the end-product by different methods of operation.

APPROACH 5.—CELERY SALES RECORDS

Sales information was obtained from 18 organizations for the 1945 marketing season.⁸ Data were recorded on a prepared form for each lot of celery shipped by rail. Shipments via motor truck were not used in this study because the volume moved in that manner was very small and the sales records did not reveal destination of such shipments.⁹ This phase of the study was

⁶ The celery season includes December of the preceding year and the first 6 months of the year named. For example, the 1944 season included December 1943-June 1944.

⁷ For definition of terms, see Appendix A.

⁸ 1945 season includes December 1944-June 1945.

⁹ The Florida Crop and Livestock Reporting Service of Orlando reported a movement of 11,037 car-lot rail shipments and 405 car-lot truck shipments during the 1945 season but the truck shipment data are incomplete.