

DECAS CRANBERRY SALES



CODE BOOK for WISCONSIN GROWERS 2009

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INTRODUCTION



Dear Wisconsin Grower,

In order to assure that all growers fully understand the rules, procedures and standards relative to the 2009 harvest season we are providing you with this codebook. Although some of this information has already been shared with you we think that this format is informative and convenient for most growers.

As in past years, crop payments will be based on delivered weight minus rot, debris, and moisture. In this year's Code Book the quality programs are outlined for fruit delivered cleaned and also for fruit delivered to receiving stations uncleaned.

In addition to providing fair compensation programs, our goal is to increase the volume of quality fruit delivered to us so that we can generate the highest value possible for Decas and the grower. It seems only fair that those growers that consistently deliver high quality fruit get paid more than growers that deliver poorer quality. Likewise, growers should be aware that they will receive the highest returns if they can avoid combining good quality fruit at delivery with lesser quality deliveries.

This year we have retained our incentives that make it easier for growers to reach the incentive thresholds and the Large Fruit Incentive continues to have an increased bonus for high quality Stevens fruit. This change worked well for 2008 and we hope that we can help growers earn incentives and continue to promote the delivery of fruit that satisfies our finished product programs.

Please read the information contained in the Codebook and as always feel free to call us with any questions. ph: (508) 866-8506

Wishing you a successful harvest,

Sincerely,

A handwritten signature in black ink, appearing to read 'John C. Decas', written over a vertical line that extends from the signature down to the typed name below.

John C. Decas
Chairman of the Board

2009 WET HARVEST MOISTURE DEDUCTION



MOISTURE DEDUCTION

In order to focus our lab testing resources on fruit attributes that are more important to Decas and to Wisconsin growers we no longer conduct moisture level testing on delivery samples. For the 2009 harvest we will continue to apply a standard 1 ½ % moisture deduction. By eliminating the moisture testing requirement, our improved lab efficiency will allow for additional lab testing as necessary.

GROWER WATER SUPPLY



Growers must inform the handler (Decas) in the event that their water supply has been contaminated in any way or treated with any pesticide applied by a municipality, government agency or property association.

2009 RULES & PROCEDURES FOR DELIVERY TO WISCONSIN RECEIVING STATIONS



1. Deliveries with excessive amounts of unusable fruit and /or debris, very low color, contamination, or evidence of hail damage may be rejected at the discretion of the Receiving Station Supervisor. Growers are required to provide advance notice when shipping fruit with these issues as special handling procedures may be necessary.
2. Before growers may begin making deliveries to any Receiving Plant, Decas Cranberry Sales must be in receipt of:
 - a. An up to date property map showing acres contracted to Decas Cranberry Sales. The map should include a drawing or map of the beds, acreages and varieties, and list the nearest street address to the farm. Please include a grower phone number on the map.
 - b. a 2009 pesticide use form
 - c. Organic growers must also submit a valid n.o.p. and e.u. organic compliance certificate, fertilizer records, and a signed clean truck affidavit.

Grower documentation should be sent to: David Nolte
Decas Cranberry Products
4 Forge Drive
Carver, MA. 02330
ph. (508) 866-8506 x 116
fax. (508) 866-9020
dnolte@decascranberry.com

DEFINITIONS / GLOSSARY



CONSIGNMENT Consignment fruit is accepted with the understanding that low fruit quality makes the load *potentially* un-usable or un-saleable. The price eventually paid for consignment fruit is at the discretion of Decas Cranberry. Percent unusable fruit will be deducted from the pack out quantity for consideration of payment.

DEBRIS (TRASH) Is defined as berries less than ¼ inch diameter plus any non-fruit material included in the delivery. Debris includes sticks, leaves, weeds, seeds, vine, bark and other foreign debris.

PACKOUT Is defined as the fruit that has been through the cleaning process and placed in a bin for transportation to a freezer. This fruit is primarily made up of “USABLE” fruit.

PACKOUT % Is determined by dividing the Pack out Weight by the Raw Weight. This figure is a relationship of weights only and is not necessarily a measure of the rot and debris content of either the raw or usable fruit. However, higher quality fruit will tend to have a higher pack out % value.

RAW WEIGHT Raw fruit weight is the weight of the fruit that has been dumped into the pools. This quantity is determined by subtracting the truck’s empty weight from its full, loaded weight. Growers are not paid based on the raw weight.

REJECTION Occurs when fruit does not meet minimum Decas quality standards. Fruit that has been rejected has been determined to be un-usable or un-saleable. Generally, rejections occur before the truck has been unloaded and the fruit is returned to the grower. If fruit is delivered into the pools and is subsequently determined to warrant rejection, the grower is responsible for the disposal and disposal costs.

TAcy Is an industry accepted measurement of the color content of fruit. Very low colored or “green” fruit tests as low as 10 TAcy, while fully ripened, dark red fruit may test as high as 72 TAcy.

USABLE Usable fruit is defined as fruit which is reasonably firm, not broken, and free of decay and pest damage. Non-frosted fruit with some soft spots and minor bruising but no other objectionable characteristics is considered usable. Red frosted fruit can be considered usable as long as it does not constitute more than 10% of the total delivery. Unusable fruit may be referred to in the code book as “ROT”.