

March 31st. 1932.

My dear Bob,

I received your letter of the 8th. this I will reply to later.

This is just to follow up the correspondence re. Perkins & Adimson.

I wrote to and afterwards saw Chambers regarding your remarks about our export business. You will find enclosed a copy of Chambers' reply and also a copy of George Barrit's report on his trip over there. I would like to hear what you have to say about it.

I have not had a talk with Barrit as yet but I hope to see him soon and will see what he has to say about the trucking idea. No doubt the trouble would be to handle the irregular shipments.

There seems to be trouble in selling the larger sizes at a high enough price to make it pay. There does seem to be a demand for some large apples, but the growers who send fruit over in the Presentation cars are asked by their freinds to send the smaller sizes. They trade certainly demand the small sizes. What is your opinion?

The Auditors report is just in. I am trying to get my statements out before sending on to you. Their balance sheet shows that after allowing ~~for~~ \$1404. for depreciation there is a loss of \$3161. In making out the inventory of the fruit unsold I tried to make a close guess on it but there is no telling how it will turn out. If my guess should be correct our cash position would be \$1757. poorer than last year.

The costs of producing are considerably reduced from last year.

1930 Orchard cost was	\$15,032.
1931 .. .. .	9,567.
1930 Picking Packing	\$17,077.
1931 .. .. .	14,201.
A total reduction of	\$ 3,341.

I will be writing you in a few days about this with all the details.

We are having a dull wet Spring. The pruning will be finished this week. We are going to apply fertilixer to most of the orchard and if the moisture conditions continue as good as it now looks we will seed down all possible to sweet clover. The land needs the green crop and for this year should be cheaper to handle.

*you get all at home for holidays*

*John D. [Signature]*