

# **DECAS CRANBERRY**

**CARVER RECEIVING STATION**



## **CODE BOOK For MASSACHUSETTS GROWERS 2009**

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# INTRODUCTION



Dear 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 you have probably seen this information before it is important that every grower is familiar with the various Receiving Station programs.

In this Code Book we mention fruit sampling several times as pre-harvest fruit sampling and the interpretation of resulting test data can sometimes create confusion. Please read the fruit sampling statements carefully and feel free to call us if you have any questions.

You will find much of the information similar to past years; however, we ask that you review the sections on incentives and assessments as they can affect your grower returns. In all cases we will continue to base decisions on the quality of the *delivered* fruit as opposed to pack out. This will allow us to inform you within 24 hours whether or not you will be subject to quality assessments as well as be able to supply incentive information upon request.

**Last year we adjusted some of our incentives to make it easier for growers to reach the incentive thresholds and the Large Fruit Incentive increased the bonus for high quality Stevens fruit. We will try this again for 2009 with the hope that we can help growers earn incentives and continue to promote the delivery of fruit that satisfies our finished product programs. Our packout incentive, which is only offered by Decas, remains in effect.**

Our goal is to increase the volume of quality fruit delivered to us so we can generate the highest value possible for Decas and the grower. It seems only fair that those growers that deliver high quality fruit get paid more than growers that deliver poor quality. Please read the information contained in the Codebook and as always feel free to call us with any questions.

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 LARGE FRUIT QUALITY PROGRAMS



This section deals with the 2009 Decas quality assessment programs for wet harvested large fruit. Please read the section entitled “2009 Wet Harvest Fruit Quality Programs All Varieties” on page 7 for additional programs that apply to large fruit. These programs apply only to fruit delivered to the Decas Receiving Station in Carver, Massachusetts.

## LARGE FRUIT INCENTIVE

The Large Fruit Incentive gives a grower an additional payment, over base price, for large fruit varieties that meet certain quality standards.

For this incentive:

- Additional payments are:
 

<b>Stevens</b>	<b>+ \$4.00 per barrel</b>
<b>Other large varieties</b>	<b>+ \$3.00 per barrel</b>
- For the purposes of this Code Book large fruit varieties will be defined as those with cup counts that are consistently less than 100.
- Delivery (pool sample) must be at or below **6%** for **rot and debris** combined **AND Color** must test at or over **20 TAcy**.
- Incentive is paid on packout quantity.
- Incentive is paid on individual deliveries.

## COLOR - large fruit

TAcy	RESULTS
20 +	Eligible for Large Fruit Incentive (with 6% rot or less)
17 - 19	Base price
16 and below	\$5.00/bbl assessment

If fruit is delivered after the appropriate variety “Amnesty” dates there will be no color assessments. These dates will be strictly enforced. If deliveries are made before the variety “amnesty” dates they will be subject to assessments. See page 8 for the amnesty date schedule.

- Large fruit that has too much rot to get the large fruit incentive is eligible for the \$1.00/bbl color incentive at 35 TAcy
- Fruit with low color *and* high rot will most likely be rejected
- Test is performed on delivery sample
- Assessments are calculated on packout quantity
- Assessments are applied to individual deliveries
- ***Please be aware that pre-harvest SAMPLES may not be representative of the entire bog. Growers should sample multiple locations and give themselves a margin of error when determining date of harvest.***

# 2009 WET HARVEST SMALL FRUIT QUALITY PROGRAMS



This section deals with the 2009 Decas quality assessment programs for wet harvested small fruit. Please read the section entitled “2009 Wet Harvest Fruit Quality Programs All Varieties” on page 7 for additional programs that apply to small fruit. These programs apply only to fruit delivered to the Decas Receiving Station in Carver, Massachusetts.

## COLOR – small fruit

The Color Incentive gives a grower additional payment, over base price, for fruit that tests at or over 35 TAcY. This incentive does NOT apply to fruit already getting the Large Fruit Incentive or to fruit being assessed for poor quality reasons.

TAcY	RESULTS
35 +	Eligible for incentive
17 - 34	Base price
16 and below	\$5.00/bbl assessment

If fruit is delivered after the appropriate variety “Amnesty” dates there will be no color assessments. These dates will be strictly enforced. If deliveries are made before the variety “amnesty” dates they will be subject to assessments. See page 8 for the amnesty date schedule.

For the color incentive:

- Additional payments are:  
**TAcY at or over 35** **+ \$1.00 per barrel**
- The color incentive may not be combined with the Large Fruit Incentive.
- Incentive and assessments are paid on packout quantity
- Incentive and assessments are paid on individual deliveries
- Fruit with more than 10% combined rot and debris will not be eligible for the color incentive.

# 2009 WET HARVEST FRUIT QUALITY PROGRAMS ALL VARIETIES



This section deals with the 2009 Decas quality programs for all varieties that are wet harvested. These programs apply only to fruit delivered to the Decas Receiving Station in Carver, Massachusetts.

## OVERALL PACKOUT

The Overall Packout Incentive gives a grower additional payment, over base price per barrel, if their overall, year-end packout average is at or over 95%.

- Additional payments are:
  - **Packout Average 95% or higher +\$1.00 per barrel**
  - Based on the packout average for the entire year
  - Paid on packout quantity
  - Can be combined with Color or Large Fruit incentives

## EXCESS ROT AND DEBRIS

The excess rot and debris assessment reduces the overall payment on fruit that does not meet our minimum standard.

Rot and Debris	RESULTS
15% - 30%	Rot and debris % (weight) will be deducted from the delivery weight and grower will be paid on the remaining fruit
Over 30%	Rejection likely

- Assessment is applied to all varieties with excess rot and debris
- Test is performed on delivery sample
- Assessment is calculated on delivery quantity
- Assessment is applied to individual deliveries
- Can be combined with Low Color Assessment

## VARIETY "AMNESTY" DATES FOR COLOR

**IMPORTANT:** Growers may deliver fruit prior to the "Amnesty" dates if they feel the fruit color (TAcy) is high enough to meet program requirements. Please keep in mind that fruit delivered prior to the variety "Amnesty" date will be subject to assessments if the color (TAcy) is too low.

VARIETY	AMNESTY DATE
Early Blacks	October 1
Ben Lears	October 1
Stevens	October 10
Howes	October 15

*(call the Receiving Station for amnesty dates for other varieties)*

### FRUIT SAMPLES:

We permit growers to bring fruit samples to the Receiving Station for quality testing to help them make harvesting decisions. However, growers should expect sample test information to vary from actual delivery test results as cranberries are a difficult crop from which to collect a representative field sample. Sample testing is done for grower informational purposes only and does not represent an "OK" for delivery.

## 2009 RULES & PROCEDURES FOR DELIVERY TO THE DECAS RECEIVING STATION



***Decas must be notified 24 hours prior to all deliveries and cancellations of deliveries. Fruit deliveries that arrive without prior notification may experience substantial delays.***

1. Before berries are delivered to the receiving station growers must submit their **pesticide application record**. Based on the pre-harvest intervals of the pesticides used each grower will be assigned a “first delivery date”. No berries will be accepted before the grower’s “first delivery date” has passed. Current contact information for the grower should appear on this document.
2. Growers are required to supply Decas with a **current exhibit A or other acreage map**. The map should clearly show all bogs contracted to Decas, the acreage and varieties for each section, and the nearest street address to the location. Current contact information for the grower should appear on this document.
3. Upon entering the Carver property, all drivers must log in at the intercom station. This station will be clearly marked and directly accessible from the vehicle. The **driver** must identify **both the grower and the grower’s identification number** to assure the grower gets appropriate credit for berries being delivered.
4. At the intercom station the delivery will be logged in and drivers will be asked to proceed to a specifically marked truck lane. Berries will be examined and a test sample taken if berries are questionable for acceptance.
5. It is the responsibility of the driver to uncover the truck prior to coming to the scale. We have two rolling ladders available to facilitate this process, and we will help as time permits.
6. As soon as an appropriate pool is available, drivers will be asked to proceed to the truck scale for weighing and then on to a specific pool.
7. **All trucks must have a minimum rear clearance of 13 inches**. This clearance is essential to preventing damage to our pool walls and to your truck. Trucks without a minimum 13 inch rear clearance will not be allowed to deliver.

8. Large trucks will be unloaded at one of four water tower stations, and smaller vehicles or dump trucks will be unloaded at one of four smaller stations. Each station will be clearly marked, and Decas employees will be available to assist you. **All trucks must be watertight.** The rear gate can be mesh. **Trucks that leak excessively will be identified as such and must return empty for inspection before subsequent deliveries. Leaking trucks will be banned from further deliveries until repairs are made and the truck has been re-inspected empty.** *Please be sure to test your truck's ability to hold water before arriving at the Receiving Station.*

If your trucks are used for multiple purposes, please make sure that there are not any rocks, debris or diesel residues left in the truck before loading. Every year our pool pumps are damaged by debris delivered with fruit from gravel trucks. If this continues to be a problem, Decas may require a pre-loading inspection for gravel/dump trucks. We appreciate your cooperation with this issue.

9. TRUCKS LATCHES – SIDE OPENING: Several pools at the Receiving Station do not have catwalks that provide safe access to the rear of trucks during unloading. As a result, truck gates that can only be opened from the rear pose a safety hazard to Decas employees and growers. **Trucks without side gate latches will have to wait for pools with catwalks to become open before they can be unloaded. Drivers will be required to open the tailgates on any vehicles that do not have side gate latches.**

10. Samples will be taken from each delivery and will be tested for percent rot, debris, and color with random sampling for pesticide residues.

11. Decas reserves the right to delay the unloading of any load delivered if the load has excessive rot or debris that will result in slowing down deliveries at the expense of other growers. Such a delay could be to the end of the day. Extra costs incurred may be charged to the grower.

12. As in previous years, Decas reserves the right to reject any load delivered if the load has excessive rot or debris and cannot be cleaned to minimum standards acceptable to our customers. The same applies to inadequate color.

13. The Receiving Station will open on Monday, September 21<sup>st</sup>.

14. Please check the Receiving Station delivery hours that accompany this letter, as the schedule varies somewhat from year to year. We will shut the plant down for an employee lunch break every day from 12:00 noon until 12:30 pm. and an employee break from 5:00 pm until 5:30 pm.

## DECAS RECEIVING STATION DELIVERY HOURS - 2009

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
	15-Sep	16-Sep	17-Sep Practice	18-Sep Practice	19-Sep	20-Sep
21-Sep 9 - 5	22-Sep 9 - 5	23-Sep 9 - 5	24-Sep 9 - 5	25-Sep 9 - 5	26-Sep 9 - 5	27-Sep CLOSED
28-Sep 9 - 6	29-Sep 9 - 6	30-Sep 9 - 6	01-Oct <b>Early Back to Back Hours</b> 9 - 6	02-Oct 9 - 6	03-Oct 9 - 6	04-Oct CLOSED FOR POOL CLEANING
05-Oct 9 - 8	06-Oct 9 - 8	07-Oct 9 - 8	08-Oct 9 - 8	09-Oct 9 - 8	10-Oct <b>STEVENS</b> 9 - 8	11-Oct 9 - 8
12-Oct <b>Columbus Day</b> 9 - 8	13-Oct 9 - 8	14-Oct 9 - 8	15-Oct <b>HOWES</b> 9 - 8	16-Oct 9 - 8	17-Oct 9 - 6	18-Oct CLOSED FOR POOL CLEANING
19-Oct 9 - 8	20-Oct 9 - 8	21-Oct 9 - 8	22-Oct 9 - 8	23-Oct 9 - 8	24-Oct 9 - 8	25-Oct BY APPOINTMENT
26-Oct 9 - 6	27-Oct 9 - 6	28-Oct 9 - 6	29-Oct 9 - 6	30-Oct 9 - 6	31-Oct 9 - 6	01-Nov CLOSED
02-Nov BY APPOINTMENT	03-Nov BY APPOINTMENT	04-Nov BY APPOINTMENT	05-Nov BY APPOINTMENT	06-Nov BY APPOINTMENT	07-Nov CLOSED	08-Nov CLOSED



## 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.

**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 Packout 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 packout % 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** (Total anthocyanin) Is an industry accepted measurement of the color content of fruit expressed as milligrams per 100 grams of fruit. Very low colored or “green” fruit tests as low as 10 TAcy, while fully ripened, dark red fruit tests 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.

DECAS CARVER RECEIVING STATION  
CONTACT INFORMATION

2009



Phone 508-866-8506

Fax 508-866-8509

<b>Parker G. Mauck</b>	<b>Extension</b>	<b>107</b>
	<b>Direct Line</b>	<b>774-435-0107</b>
	<b>Home</b>	<b>508-636-4086</b>
	<b>Cell</b>	<b>508-496-8682</b>
	<b>E-Mail</b>	<b><a href="mailto:pgmauck@decascranberry.com">pgmauck@decascranberry.com</a></b>
<b>David Nolte</b>	<b>Extension</b>	<b>116</b>
	<b>Home</b>	<b>508-763-1786</b>
	<b>Cell</b>	<b>508-728-0692</b>
	<b>E-Mail</b>	<b><a href="mailto:dnolte@decascranberry.com">dnolte@decascranberry.com</a></b>
<b>Matthew Bird</b>	<b>Extension</b>	<b>155</b>
	<b>Direct Line</b>	<b>774-435-0155</b>
	<b>Cell</b>	<b>774-849-2439</b>
	<b>E-Mail</b>	<b><a href="mailto:mjbird@decascranberry.com">mjbird@decascranberry.com</a></b>
<b>Alicia Mello</b> <b>Logistics Manager</b>	<b>Extension</b>	<b>162</b>
	<b>Direct Line</b>	<b>774-435-0162</b>
	<b>E-Mail</b>	<b><a href="mailto:amello@decascranberry.com">amello@decascranberry.com</a></b>
<b>Debbie LaPerriere</b> <b>Scale Room</b>	<b>Extension</b>	<b>131</b>
	<b>Direct Line</b>	<b>774-435-0131</b>
	<b>E-Mail</b>	<b><a href="mailto:dlaperriere@decascranberry.com">dlaperriere@decascranberry.com</a></b>
<b>Shipping Desk</b>	<b>Extension</b>	<b>163</b>