

December 8, 1927.

Mr. S. O. Chase,  
Sanford, Fla.

Dear Syd:-

Our sales of Isleworth oranges to G. Angelo of Boston are giving us trouble on account of decay. We have had the cars inspected by the U. S. Inspection Bureau, which shows 5% decay. Angelo claims 10% decay. He is now trying to hold us up for an allowance of \$1.00 a box on a couple of cars. The selling department are making every effort to bring about the best adjustment possible. When the first complaint of decay arrived

we wired Boston agreeing to cancel the agreement for shipments on Monday and Wednesday. When the second complaint arrived, the selling department was requested to insist upon the cancellation of the standing order, as we did not feel like getting into a squabble on any further cars. This will make it necessary to sell at auction one or two cars in transit, which we would not have picked if we had anticipated any such outcome.

There may be grounds for the decay claim. Upon my almost daily visits to Isleworth, I have found that the fruit is held in the coloring rooms entirely too long. There must be something wrong with the construction of the coloring rooms to make it necessary to hold the fruit in them anywhere from four to five days. Considerable decay was also found in the boxes when they have been taken out of the coloring room. Upon calling the matter to Hutchison's attention, he always claims that the fruit was not sufficiently colored to pack. He is rather hard-headed in the handling of any matters and does not clean up the rotten fruit out of the packing house as fast as he should. Upon my visit there yesterday, he had a stack of boxes containing rotten fruit in one of the coloring rooms and you know that rot conditions are spread from keeping rotten fruit around a house any length of time. He was instructed by me to never again put any decayed fruit in any of the coloring rooms and to move any and all decayed fruit from the packing house on to the outside platform and send it to the dump without delay.

Am very much afraid that we have been undermining the keeping quality of Isleworth oranges and tangerines by coloring process.



From now on all fruit we ship will go directly to the auction, as it is unsafe to keep it in the coloring room three or four days or more and then expect it to reach destination in good condition, even if it is pre-cooled. The writer doubts if fruit can be pre-cooled sufficiently in four or five hours, although Fry and Hutchison consider this a sufficient length of time. It may be necessary on and after this year for one of us to be on continuous duty at Isleworth in order to watch the picking and handling operations ourselves and secure the results from the crop which we are both after. One thing sure, we will have to reconstruct the coloring rooms along different lines. The air in these coloring rooms is contaminated. Fruit breathes through the peel and if it is not healthy air, it is apt to imbibe decay through the peel. Will feel more or less apprehensive over our tangerines, as the fruit when green is stubborn in changing color.

Note your letter of the 7th. Just as soon as you are free from Sanford engagements, we will visit Isleworth together and take up some of these matters that really should have the attention of both.

Today the house will be busy packing oranges and will probably pack tangerines again on Friday. There are about two or more cars of oranges in the coloring room which Hutchison will start to pack either Saturday or first thing Monday. The writer instructed Magnuson to pick pineapple oranges to apply on the Christmas orders. We hope to have the shipments ready to go forward Saturday.

Your brother,

JCC:H