



Rita and John Young in 1963

Mapadot's Apple Orchard – John and Rita Young

First I want to thank everybody for showing up tonight. I'm really amazed at the number of people here, because I know you're missing the Presidential primary debate. I feel very pleased to be here with you tonight. I'm going to try to go through our beginning in Connecticut. How we got up here, how we purchased, what we purchased and then we'll open it up for questions.

Mapadot – is it an Indian tribe? Is it an Indian name? Well, when we took it over we created a Mapadot Indian, and the Indian was on all the logos on our bags and on the boxes that we sent out to all of them.

Our family history was way back into the apple industry. My great grandfather started an orchard in Wallingford, Connecticut, which became my grandfather's and his brothers. That start spurred orchards that my father and his two brothers owned; they eventually split up. Well the brothers and my father had several orchards. My father's was called Toll Gate and that was in Northford, Connecticut and it was expanded in Meriden and it was also in Wallingford. I guess the family at one point had about 400 acres of orchard in Connecticut and I wanted to expand and I couldn't afford to do it in Connecticut as the price of land at that point was getting out of hand.

Prior to coming up here, I was in the Future Farmers and in the agricultural program in high school. And I was lucky enough to become State President of the FFA down there, I can remember years and years ago, being at a conference in Rhode Island of state officers in which Willard Dodge was in attendance and later, the teacher here in the Ag program Peter Edgcome, was also in attendance. I think it was several years before I realized it, but, that's my first contact to New Boston, New Hampshire.

How we got up here. Well, my father, my grandfather and I went on a fruit tour of New England and, while on that tour and in New Hampshire, somebody had said that there's an orchard for sale here. We also heard that there was an orchard for sale in Vermont, so at 18 Rita and I got in a car. We were married, in my senior year in high school. I guess we had our first son at that point, Eugene. And, we went to Vermont and looked at that orchard, it was a gorgeous orchard. It was a much nicer orchard than the one here in New Hampshire. It also had a great big storage plant and a house. It was with a fork lift and, the house that went with it, that wasn't that great.

Rita: *It was the market for the fruit that turned you off.* Yeah, one of the reasons was the market from Vermont. That's true. Taking fruit from Vermont down to New York or getting it back to Connecticut wasn't probably as easy. Uh, but we considered it. But, I think a week or two later...

And, next we came to New Hampshire and, came to this orchard and toured it. Mr. [Fred] Cann, who was the owner of it at the time, he was actually in the hospital and I didn't realize at the time, but he was dying of leukemia. So I asked Mr. Cann, " you know, you have a nice looking orchard, what kind of price tag you got on it?" And he said, "Well, \$25,000, and it's not negotiable, but there's the refrigerated storage in the center of town," which is the Apple Barn where my son has the a hardware store right now, it went with it and in the storage was a forklift that went with it, grading machine, 2000 apple boxes, a tractor, a dump truck, a duster/sprayer. And I said, well, you know, bring a little bit young and probably a bit brash, I said, why you can't do any better than that price, can you?

He said, "No, no, that's the fixed price. Sorry about that. But I tell you what I'll do. I got another piece of property across the street from the orchard, and I'll throw that in." That was 17 acres and that's what we call the Dickey field. That's what eventually became the pick your own lot. So 200 acres and storage, all the equipment and the 17 acres thrown in for \$25,000. We did buy the apple crop that year from him. That was July '62 that we made the agreement with him and he had the crop of apples growing. It was being cared for by Charlie Gould, lived down in the Gougeville section of town [southwest corner of New Boston]. Charlie worked for Fred for quite a number of years and he was in charge of getting this current crop harvested and putting it in storage. And I trucked it to Connecticut. 327 Bushels at a time, 2,300 Bushels. That was the first crop we had that came outta here that was in 1962.

Rita: *I can interrupt a minute. He brought me up in September because he came up weekends to get the apples and he brought me up. It was around 24th or 5th of September, middle of September. And we stayed overnight in the bottom of the storage which is the bottom cellar of the hardware store, with a wood stove down there in a sleeping bag and there was ice on the puddles. And I froze to death and told him if he thought I was moving into that place he was crazy.* [Laughter]

Now, the Pitman orchard, on the hill, at that point Mr Cann was not operating. He'd become sick a couple of years before and I guess he stopped doing it. Mrs. Pitman was Fred Cann's sister and the Parker farm, out of Wilton, had rented it and kept it up and saw that it didn't go into any disrepair. So, I immediately had the arrangement to take over the part of the Pitman orchard, in the following crop year. One of the things that was going on here at that time, was a quite lucrative retail operation; it was very advanced for its period. Mr [Cann] had a good retail operation. I had come from retail, I started taking, tending stands in Northford, Connecticut, at my father's place when I was about seven years old. So that was a big plus. He had a large following of people who would go out from the city. You used to put about 200 Bushels of drop apples out there and put a sign on, \$2 a box, people would come in from Manchester and take the trunks of their car and open it all up and put four or five boxes in there. It was

just amazing the amount of fruit that went out up here. But that was back when people actually cooked and they actually used non canned apples. [Laughter]

We bought the crop that year, and it was 2300 bushels that we put in the storage and we shipped to Connecticut and my father packed it out and I actually delivered it to the Stop & Shop chain. At that point that was the major market that we supplied in Connecticut. [Rita: he delivered three times a week. His father did, and three other growers supplied all the Connecticut Stop and Shop stores. Yeah. There was a group of four farms in Connecticut that were scattered into different locations and they started with Stop & Shop store door delivery on Monday, Wednesday, Friday. And so you take whatever they order, you call you them the day before to get the order for the following delivery; the stuff would be packed in that eight and a half period, loaded on the truck and taken out. The last year I was in Connecticut, I did most of the delivery for him, down there.

Now let's go over the history of Mapadot. Mapadot was an orchard off of Beard Road and it was, 38 acres of land, about four to six acres of open land. It had been planted in the 40s, and maybe some of the people in this room were part of the crew from the high school that helped plant those trees. (Howard Towne) It was all planted mostly to McIntosh, Cortland; there were some other varieties but it was mostly those two varieties. There weren't any of the newer varieties that we have today, but it wasn't, any of the older varieties either that some of other orchards, the older orchards here in town had. The main reason for that was that in about 1920, 1925 people started planting McIntosh. That was the new apple. It was so much better than all the old hard varieties that we were growing.

Rita: The negative with the harder priorities, Northern Spies, Baldwins, and a few others is it was very difficult to get them to crop every year. They would go every other year really no matter how hard you tried. So the McIntosh and the Cortlands, first of all, they were a red apple. Second of all they would crop every year with minimal care.

The Mapadot property, the Beard road property, as I understand it was part of the Malcolm Lang property it also included the Gregg Mill Farm , most of that property was on the riverside of the street. That property stretched all the way from there to, the fairgrounds all along the river.

The Dickey field, which is what we called the Pick-Your-Own lot that was, a part of that land. It had been bought by Paul Saltmarsh; Paul Saltmarsh owned the cider mill. And he had at one point planted it to potatoes. They said there was almost 17 acres of potatoes on it at one point. Fred had bought it from him, I think probably planning to expand the orchard, before he got sick. I think things just kinda caught up with him, the sickness. That field was one of the places where we started planting, we also planted all over the top of the Mapadot field, the 4 acres that were bare. Not too many trees went up there. We started planting, actually in the spring before I moved up here. That first spring, my father came up one weekend, I came up another weekend. We sprayed the orchard, over the weekends. Rita and I finally moved up to NH, in July of that year. 1963.

Rita: That was the year of the bicentennial of New Boston; we moved up after that, it was also celebrated on the 4th of July. We moved here after that with two babies. I am told that neighbors were waiting for the parents to arrive.

There also was on the place, where we used for the Pick Your Own parking lot, the site of a rather large house and barn. The barn still stands. It was evidently taken down and moved up Beard Road; it's as you

go down Beard Road from Route 77. It would be the big barn that's on the left hand side in there about a quarter of a mile. It was called the Towne farm, the Towne family owned it at one point that I know of.

The village storage – that's the hardware store today – was a part of the Whipple Farm originally. And, it was sold to the Turner Center Systems, Turner Center Systems then transferred it to a New England Center System, and they were using it as a staging house for movies, I'm told, I don't know what happened, but at some point it was taken by the town for taxes, and it went to Thomas Harvell, along with the stable in front of it.

Mr. Cann's sister, Eva Pitman and Fred Cann had bought it from the town in 1944 in a tax sale. Evidently, he had an idea of putting a storage in it, which there was when we bought it. There was a 7,000 Bushel refrigerated storage, in the middle of the barn. It actually took up most of the barn, Fred had it put in. Most of the work on that was done by Robert Boulter. Bob Boulter was a man from Goffstown he was Polly Yost's brother. He was credited with closing the big cupola that was on the top of it. That is what saved the building when there was a fire in the barn. It started, during lunch hour, while the packing crew had gone off for lunch. The fire started in leaves underneath the Grader, and it went almost all the way to the top. I'm told that it was just an amazing feat that fire department, with the equipment they had in that era, was able to put it out. Well they did have the help of Goffstown, but they didn't have ladder trucks. You know, they had a 40 foot extension and I'm told that Roland Sallada was on top of that holding on to a hose. [Laughter.]

Believe me, I know how far it is up – not to the top, but to the windows – 'cause I painted the top of that thing. It's a long ways up on the front and I never made it to the top on the back. We painted it in the second year I was up here, it was in 1964, we had already added a prefabricated metal building out the back that held another 10,000 Bushel. So we, at that point I had 17,500 Bushel stored here, right in that one location.

I continued to expand Mapadot, the orchard land out there, by planting. More of the Dickey field across the road, the Pick Your Own lot, we were still in the planting – McIntosh, Cortland, Delicious, the popular varieties of that time and didn't really have any thought of a pick your own operation at that point, although it had been experimented a little bit in Connecticut, it hadn't been up here at all.

We added, I think the first peaches that were planted, north of Milford. I think it was not the first in New Hampshire, but it was the first north of Milford. Generally we planned on getting two crops if we were lucky one out of three years. it was cooler then, and a lot of years peaches froze out. When I first started planting peaches there was a new peach on the market called Reliance, and Reliance took colder weather than any of the other peaches that are of that era. But, as time progressed, we planted more peaches, we had luck, and then Carter Hill and the guys up towards Concord were planting peaches and they were having luck. And now there's peaches, I guess all the way up to Winnepesaukee and, and they seem to come through with a crop most years.

Peaches freeze out, at about 14 to 17 below, so they can freeze out, when you get extended cold periods, but they can also freeze out, at much less than that, if you have a fluctuation in temperatures, where are you go to 45, 50 degrees for two or three days, and all of a sudden it goes back down to five below or so. That will kill the buds for the following year. One year, we lost almost all the trees up on the hill. And my father said, no, don't cut 'em down. He came up and with a chainsaw and a big pair of loppers cut out so much wood that I thought they would never recover. But before the end of the

season, they came back and we had a crop of peaches on them within two years. Peaches were one of the first new things we did.

The Pitman Orchard.

Now that's the orchard, up on the top of the hill that looks down Valley View. Valley View Lane is at the bottom end of it. It goes all the way up through. The Pitman orchard extended actually, from the hennery, that was on the bottom of the hill, up to the orchard and over the top of the hill, all the way back to the cider mill. The property ran back to the cider mill and beyond. Many of you know, where my son's house is, a log cabin just beyond the cider mill on the opposite side of the road. That was also part of the originally a Whipple orchard. There was a back road out of it that went right almost directly to the cider mill. So I'm sure that when it was planted for Whipple, it was mostly hard varieties, probably a little Northern Spies and, and Baldwins and, and hard varieties because at that point, every farm in town had a couple barrels of cider. Hard cider. Every farm in town had a few apple trees so that the cider mill would press the apples and provided the juice for the hard cider. And that's where the cider mill got its fruit, although the cider mill did produce a sweet cider that went with the train when the train came into town, back to the hotels in Boston. An awful lot of what I ended up with was originally Whipple property. The orchard on the hill, the Pitman farm, that was originally Whipple property. We subsequently ended up in the Creamery, which was the Whipple property. We had the storage, which was Whipple property. And the Hennery was a part of the Pitman orchard. Now about the Pitmans... Mr. Pitman, he was the husband of Eva, bought the property on the hill in 1919 and for some reason it was transferred to Eva in 1921 and I know that the oldest of the trees that were on it when I purchased it were planted in 1926.

So I think what happened was that, when the McIntosh first came out and that was in the 20s, and Cortlands, shortly thereafter, I think that, anybody that was in the orchard business, was growing fruit to sell fresh. They were the up and coming varieties. And so that orchard was all replanted. My guess is, although I don't know for sure, but my guess is that was all hard varieties and were used mostly in cider when Whipple owned it. Tastes changed, and culture was changing. And there was more food being shifted into stores at that point. Not as much hard cider.

Rita: There, on Valley View Road was the Hennery, which is the little house, that our son, Carl and Laurie lived in for a while. Where Steven's house is on Route 136, was the farrowing (birthing) part of the piggery. There had been a building there but during that time we didn't know what it had been. In the forties, the chicken business kind of went out, and there were no profit. So this is why they, Mr Cann and his sister Eva, went into apples.

Well, the Hennery was operated by Fred Cann, and if you look around town, there were thousands upon thousands upon thousands of chickens being grown in town at that time the 1940s. Second World War, and just before, I guess, the chicken business was the place to make money. Fred was probably pretty forward thinking in that he, maybe saw the end coming to that. The Hennery, which is on Valley View, had an operation that Fred Cann did, to hatch eggs there. He had a big operation as far as, meat birds and eggs there as well. And I think that's probably where he got the idea for storage because also in that old, Hennery, the hatchery building, down in the cellar, there was a little refrigerated storage space. And, as he foresaw that the chicken business was growing slowly down the tubes and he was forward thinking enough to move into something else. And that was apples.

A part of the Pittman property was also, actually where Steven's house is, the farrowing [birthing] operation for the pigs. That was part of the piggery. The piggery itself was right behind Wayne Daniels's house, so it was between Wayne Daniels's house and the cider mill, that is where the piggery was. I guess most of you know that the cement barn across the street was also part of the Whipple farm. One of the stories of the Whipple farm is that the barn was built when the railroad came to town. The Whipples owned three hotels in Boston, the Parker House, the Bostonian [Young's Hotel] and the Tourraine. And so from this farm in New Boston all of the produce from here went down, all of the slop from the hotels came back up to feed the pigs. And when they opened the dairy barn, it was I guess one of the showplaces in New England as far as being a dairy barn. I'm told that they had a, almost a black tie dinner, right down the middle of the stanchions. The train brought up Whipple's friends from Boston for the dinner and to show off his new cement barn. There are many interesting stories about the Whipples and their involvement in Boston and Washington.

Rita: Behind Steven's house, when he built it, we found some of the soap dishes that came from the hotel that was where the bank is now, and some of the milk bottles and so forth from the creamery, that say Whipple farm on them.

There was an old dirt road that ran out there a ways. And off to the right of it there was this pile of stuff and we got digging in it and it was the old dump where they brought stuff up from the hotel [The Tavern on New Boston's High Street]; the hotel being attached to the front of the bank over here. And, it was thrown there. My brother has to this day, up at Dodge Farm storage, a whole bunch of boxes of glass things that he'd dug out of there. We have a few in the house, that were dug out of there, but it's never been completely excavated. I actually, I know Roland Sallada, for years, would go up there and pick at it, at times. [Laughter]

Okay. What else are we doing to expand? Well, we, as I say, we've planted the Dickey field. We bought the Pitman, we have leased a bunch of places. Before we bought the Pitman, we leased it for a couple of years three or four years. But we also leased the orchard I call the "swaby orchard" which was where Kari Jencks lived off Pine Echo Rd and we leased a Bedford orchard.

Rita: The Bedford orchard had a lot of Bartlett pears, and at that point, John was going to the Boston market two or three times a week with apples, packed apples and cider, so forth. And the first year that we took down pears, he got to the Boston market, he'd get there at 11 o'clock, unload and turn around and come back. And about the time he got back here, Tony from the market would call him up, to tell him what more he wanted. That night, John just got back into the bed to go to sleep. John, are you asleep? No, I'm not. [John: I'm just waiting here, waiting for you to call.] "I gotta let you know," he says I'm sick." John says, what do you mean you're sick? "I ate so many of those damn pears, I got sick. When you gonna bring me more?" Often he called with an order possibly another thousand gallons of cider or 300 bushel of apples at 3:00 am.

You know, we bought crops in Wilton. We bought crops in Pelham. We bought an orchard in Weare on Old Francestown Road. And we leased the piece across the street. We leased another orchard up in Weare, on the right-hand side just before you get to Three Corners. It's now been turned into Cortland Estates and they're getting \$400,000 plus per house up there. We were the last people to lease that orchard. We also leased one on the other side of Wilton.

We rented or leased storage space. We hauled fruit the first year down to Parker farms in Wilton, we hauled through to Connecticut to my father's operation because, that's where we were selling to begin

with, mostly to Stop & Shop, in Connecticut through this group of four growers to service Connecticut and Rhode Island and a couple of stores in New York that they were servicing.

I guess the next thing, was that we bought was, the Creamery property from Fred Cann's estate.

Rita: The name Mapadot comes from Ma, Pa and Dot because Mr and Mrs Cann had one daughter named Dorothy. When we bought the creamery, Fred of course had passed; he passed when we first came up here and his second wife who lived in the house only had life use of it. When she passed it went to Dorothy. When we tried to buy it, Dorothy passed and we bought it from her children. She had four children, but neither one of them were 21. So we had to go through probate court to buy the Creamery. They had to go through, not us, but anyhow, that's where Mapadot came from. We made it the Indian, [laughter] we didn't have any daughters!

We bought the Creamery and the bottom of the Creamery had a completely ceramic tile room. it had been the butter room, when it was operating as a creamery and it became our cider room and we bought a 36 inch press and, started pressing cider in that room. Cider wasn't new to me; when I was in the FFA and, high school, most everybody in there, as I told you had projects, and the project I had was I bought a 22 inch cider press down there in CT. and pressed cider. I sold it through the retail stand in Connecticut. My grandfather, who was in his late seventies at that point, or mid seventies, probably about my age, was still going in New Haven, five days a week with the truck, delivering apples. And he would take my cider down there. So the cider operation fell into place, now we had a place to do it.

I guess the next thing we added was the property in Amherst. In 1973 we bought the property in Amherst, on 101A. I operated that for about six or seven years. [Rita: *as a produce market and plants.*] Yeah. We, we had added a Lord and Burnham greenhouse to the end of it. And we were doing, nursery stock - not nursery stock, but Grade A plants - and fruits and vegetables. An interesting story with that property was that it was built by a dentist who planned to move his operation there. The Amherst zoning board shut him down because it was in an agricultural zone, so I went in and got a permit to add to my agricultural operation, which was going to be a retail operation for sales. The Amherst board was adamant that we take down the trees out front so that there was plenty of sight distance. Basically they couldn't stop me from opening it as a stand for sale of fruit from my farm, but they could make it difficult for me. So, years later we added another addition and I went back to the board and, the board wanted me to plant some trees out there! [Laughter] I very politely said, gentlemen, the board previously wanted me to do the opposite and you people really have to get your ???? [act] together. I didn't say it, but they knew what I meant.

In 1972, my father and mother moved up here and they sold the orchard in Connecticut. He was looking for things to do and so he became my greenhouse guy at the store in Amherst. But he also decided that what the heck, let's try Pick Your Own. He'd never done it, but my grandfather's nephew had an orchard. They had tried it a little bit. I was advertising heavily in Amherst at the time. And so I popped in some ads in the Cabinet, and in the Union Leader, the fact that we're opening a Pick Your Own.

So father goes up there and working out of the back of his pickup truck with a scale. And within the first three hours he was bombed. He had a line out the door. People were trying to check out. He had people coming in and cars all over the place, parking left, right, forward, backwards. Anyways, he sent somebody back downtown saying, I need help. He had even run out of change. So immediately we made sure that one of the guys was there or two or three guys were there and we're helping park cars and it became pretty successful.

I guess the next thing we did was, on property up on the hill, on Valley View, which was, the Henney property. We built a storage up there. We built it ourselves completely, Paul Wilson, myself, yeah, Bill Bars from town did the yard work on it. I bought a steel building, down in Londonderry that had been taken down and we put that up and put the steel roof back on it and I put 4,000 bushels of refrigerated storage in it. Then I added another 2,500 Bushel after that to increase our storage capacity there. Probably if I stayed in business, we'd have moved more of the operation up there, but it didn't work out that way.

The Durant property, that's the property up in Weare, on old Frankestown Road, we had bought that and along the way we, when there was nothing going on, we started building some houses. We actually built four log cabins. We built Steven's when he was in high school, in the year he graduated. And then we built one out on Beard Road, which was at the top of the pick your own block. That was where my son Eugene lived and his wife. And we built two out on the Durant property, up in Weare, so we weren't averse to doing some building projects. Over the years we've tried a lot of different things. Let me touch on a few other aspects.

Markets, well, retail was always, I've always had retail, even understand we have the garden center at the hardware store, so I've still got some kind of retail. We had the packing operation. Remember Rita had the packing operation out of the cellar of the barn and she always had a four or five people there packing. *[Rita: in August thru April.]* She packed, and to begin with I did a lot of shipping, just Stop & Shop. I delivered to the Stop & Shop, in North Haven, Connecticut to their warehouse. I supplemented my father's and my grandfather's packing operation; they were the ones that were doing their store door delivery. *[Rita: when we first came up here, we did a lot of delivering to the New York market; the produce market used to be in New York, which is where the twin towers were. He would go to Connecticut and then he would go to the New York market.]*

I could leave here on a Saturday afternoon, drive to New Haven or Northford where my father was, spend the night there. You get in a vehicle, 9:30 or so, drive into New York City and deliver. They usually started at like, one or two o'clock in the afternoon on Sunday. And you know, the crew and market was completely by hand. You back the truck up and you paid somebody who was a union guy, it was a particular guy and you paid somebody to unload the stuff, came to the back of the truck, went on handcars, they hand-took it into the market, they hand-stacked it in piles. And when the buyers came in, they reversed the whole process, and took it out to their vehicles. It was very, very backward. It was an interesting, interesting, thing to do. I had first gone to the New York market when I was 16, within three months of getting my license, I drove loads in for my father for a year. I went into New York City when there was a transit strike down there with the truck one day, believe me, it's two and a half hours to go 30 blocks down, through New York City, when the transit strike was on. it was, it was like going through Goffstown at schooltime. [Laughter]

I guess after, as we expanded, I had an orchard in Massachusetts, Hawbuck Orchards who stored and packed quite a bit of fruit for me. So, you know, 5,000 Bushel or so, we'd truck fruit to them. We also, for awhile up here, at the farm, did a lot of packing for Alexander's supermarkets. I think Alexander's was bought out by DeMoulas eventually. We did, Certified Grocers in Manchester somewhat, but not very much. And most of that actually had been sold by the broker in Boston. And, instead of me taking it to Boston, I would take it directly, to Certified in Manchester. And we did a lot of work with Boston in the later years, in the market down there. One year I drove over 75 loads to Boston mostly at night.

My labor sources - Paul Wilson and Donnie Purington were my first two employees here. They were full time employees. My first picking crew was the two fellows that had picked the last two years for Fred Cann, when he had downsized to just the Mapadot operation and they were Canadians from Nova Scotia. We eventually upped that crew to about six.

In 72 or 73, Rita was in a serious accident. And yeah, it happened right in the middle of the, the picking. The crew didn't get the hands on supervising, and I was literally out of here, most of the fall, 'cause she was in the hospital for a long time. The Canadian crew up and quit and that left me with about a third of the apple crop to pick. I had no choice but to break the law and i hauled up, some Jamaican workers from Connecticut. They helped bail me out and got through the crop. We're not supposed to do that.

Mr. Edwards, who ran the program for the Jamaican government was in Washington, DC and he knew everything that went on, and within the week he arrived at my doorstep and he wanted to know what the men were doing here. He said, "You tell your daddy this is not Connecticut!" [Laughter]

Rita: but we had the Jamaicans every year after that.

Yeah. And we had as many as 14 Jamaicans. At the beginning, we lived on River Road in the Manna's house, the one that's next to the Common, and the barn in that we had turned into a bunkhouse which would hold I think it was six or seven people. As soon as I bought the Hennery, on valley view, we renovated it so that I could put men in it , I think I was approved for 18 up there, kitchen in the cellar and a bunkhouse-style site.

We had Jamaicans right up till the last year that I was in the business. Even to the point that I would have one or two people. One fellow that came to us when he was about 18 years old, is still picking apples over Vermont, at Scott Farm. We see him every year. When my son Joe was married, he was married in Jamaica, and Keith was at the wedding. And when Carl died, he was here. He knew my father and mother. I have a very good friend, I think he's 67 or 69 now and he's still coming over here. He's probably not quite as fast a picker as he was. [Laughter] but most of the time now he's driving a tractor.

A few of the things I've been involved in, I was involved in New Hampshire fruit growers of course, Connecticut fruit growers before that. My father was a founding member of the New England Apple Council, the New England Apple Council was formed to solve the Labor needs of all New England apple growers. And basically when the Brocero program ended, they tried to end all foreign worker programs, not just from Mexico but also the Canadian program, That was my first shot in running to Washington DC I think I was, four years in business up here, my father and I got in a car and drove down to Ayer, picked up some fellows in Ayer and we went to Boston, got on a plane, flew to Washington, met with seven of the congressman and two Senators from the state, including Senator Cotton.

Almost before we were home, Secretary of Labor Willard Wertz reversed his hold on the Canadian program and allowed it to go forward, while they still went with forward to close the Mexican program. The Mexican program was under different laws than the programs that were using up here in the north. I've spent a lot of years with lobbying in Washington on one thing or another if they happen to fruit growers and farmers.

One thing I haven't touched on that I'm thinking about is pesticides. I know that's going to be a question. We always used pesticides. You have to use pesticides as long as you're growing Macs and Cortlands in

this climate. The pesticides themselves were our second highest expense, after labor. They certainly were nothing that we were ever, ever wasting or putting in too much of. Yes. The chemicals changed over the years when they did away with DDT and they did away with lead arsenic, which were the safest ones for me to use!, and we went to perathion and paraquat for grass, things were much more dangerous to use. They didn't last as long in the environment though. Carcinogenic? The one thing I've always remembered is that most of us in this room use a little bit of pepper. And if you shake pepper, on your hamburger say, you're in all probability putting on the equivalent of four tons to the acre of carcinogen. Pepper is a carcinogen. Nowadays I can spray here and they can pick it up in Boston, if the wind is blowing in that direction, down to the very smallest minute amount. But there isn't any farmer that is abusing the use of chemicals, it is too expensive. They are only being used to, produce what is necessary and keep the quality of fruit and food that US consumers will buy. I could grow fruit that wouldn't have much quality. It wouldn't have much of a market for it either. Yes, there's organic fruit out there, but most of the organic fruits now are not McIntosh or Cortlands.

Today there are different varieties that have been bred to resist these things. Most of the apple varieties nowadays have changed. You see all of the new varieties are actually not as sweet, not as juicy. But they got the flavor, they got individual flavor. So the whole industry's changed. We were planting trees that I bough 27 feet apart on square. Some of them were further, 30, some of them were 32. We then planted trees 15 by 20, 15 by 25, 15 by 20, we were using a semi dwarf tree. Today, Brookdale and some of the new guys are planting full dwarf trees 18 inches apart and they grow so that every apple can be reached from the ground. The trees we had on the hill at the Pitman Orchard were large enough that using a 22 foot ladder and standing on the next to the top rung where a six foot man had a hard time reaching some of them. So the industry has completely changed. And I think the consuming public has changed too.

I guess that's all that I have to say.

[Applause]