

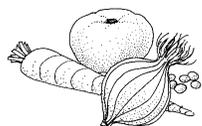


Homerville Wholesale Produce Auction Guidebook

9430 Spencer Rd., Homerville, OH 44235
1/2 mile south of Homerville on State Route 301
330/625-2369

35 minutes from downtown Akron via US 224 and Interstate 76
45 minutes from Cleveland via SR 301, US 10 and Interstate 71

A short drive from millions of produce consumers.



Goals of the Homer Wholesale Produce Auction:

For the Buyer:

- To provide a high quality fresh product packed and ready for resale.
- A central location to buy a wide variety of fruits and vegetables
- A self adjusting market based on supply and demand.

For the Seller:

- To provide a system of marketing which encourages a high quality product.
- The fastest and fairest method of marketing
- Rapid return of payment for the product.

For the Ultimate Consumer:

- The opportunity to purchase the freshest Ohio produce available.



Policies For Produce Auction Buyers

1. Buyers must register at the office for a buyer's identification number.
2. Registry consists of a buyer's name, company name, address and telephone number.
3. Buyer's number is to be used whenever a purchase is made at the auction and is to be displayed for the auctioneer's view.
4. The buyer is responsible for the inspection of quality and grading of produce offered for sale and will place bids accordingly.
5. All items are sold as is, where is, unless otherwise stated by the auctioneer.
6. Buyers will not have the option of splitting lots.
7. There will be absolutely no sales transactions of any kind permitted on the market property except through the auction. Pooling by buyers is absolutely forbidden. When caught the buyer will be banned from the market for the remainder of the season.
8. In a situation where the seller has misrepresented the quality of his product by deceptive packing, the manager of the Homerville Wholesale Produce Auction shall serve as arbitrator in negotiating settlement.
9. Buyer is responsible for loading his produce onto his vehicle after purchase is made. Pallets are charged to the buyer - refund if brought back.
10. Buyer shall remove from the premises all produce purchased on the day of sale. Homer Wholesale Produce Auction will not be responsible for any produce not removed immediately after sale.
11. Buyer shall pay in full for all produce purchased immediately after the sale.
12. Any announcement made on the day of sale shall take precedence over printed matter.
13. By registering for a buyer's number the buyer agrees to the terms set forth above.

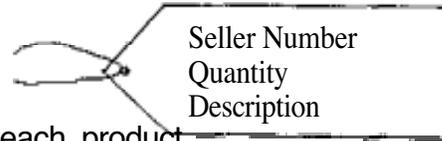
Policies For Produce Auction Sellers

1. Sellers must register at the office of the Homer Wholesale Produce Auction for a seller's identification number.
2. Registry consists of seller's name, address, and telephone number.
3. Seller's number must be used on all lots of produce offered for sale at the Homer Wholesale Produce Auction.
4. Any products requiring inspected facilities will not be accepted.
5. Seller is responsible for unloading, stacking and labeling his produce.
6. Seller is responsible for the proper grading and packaging of his produce to the standards set by the Homerville Wholesale Produce Auction.
7. The Produce Auction reserves the right to refuse to sell any produce of inferior or very poor quality. Definition of inferior or very poor quality produce is defined by the Homerville Wholesale Produce Auction.
8. Where a clear misrepresentation of quality of produce has been made by the seller, the Homer Wholesale Produce Auction reserves the right to withhold payment until proper restitution has been made by the seller.
9. Checks will be issued in payment for produce sold at the Produce Auction by the first day of sale the following week. Payment can be received by the seller at the office of the Produce Auction on the first day of sale the following week. Checks will be mailed to the seller only upon the seller's request.
10. Seller shall pack his produce in a new or good used box. Produce packed in non-vegetable boxes or box not suitable for the merchandise is not acceptable. Boxes are the responsibility of the seller.
11. Sellers shall not split lots of the same grading onto several carts or pallets.
12. Single boxes: Anything less than two full boxes will be sold on tables.
13. By registering for a seller's identification number the buyer agrees to the terms set forth above.

Produce Auction Procedures

ALL PRODUCE MUST BE TAGGED with the following information:

1. Seller I.D. numbers.
2. Number of boxes or units to be sold.
3. Written description.



Place tag on cart handle. Use one tag for each product.

WHEN YOU ARRIVE AT THE AUCTION FOR THE FIRST TIME:

- Come to the office to register and receive a seller number.
- Box sales - unload in auction pavilion.
- Unload onto carts or pallets, identify carts or pallets with seller's number, amount and description.
- Place cart in line.

GROWER'S PLEASE NOTE:

- Read your "Packing Standards" carefully.
- Your "Seller's number" will be permanent.
- Be certain to label #2 produce as #2

**Buyers will come to know you by your number and pay well for good quality.
Bring the Best - Leave The Rest.**

THERE ARE FOUR TYPES OF PRODUCE AUCTION SALES:

1. Drive thru

- Minimum 10 boxes. Lesser quantities use carts or pallets.
- 50 or fewer cantelopes sell as one lot of mixed sizes.
- 25 or fewer watermelons or pumpkins sell as one lot of mixed sizes.
- Make one display of the same grade and size instead of multiple lots of the same grade and size.
- 10 dozen or less sweet corn should be bagged and put on carts.
- When selling indian corn or gourds, etc. bring only one grade or size on a given day.

2. Pallet & bin lots

- Minimum 6 boxes.
- 50 or fewer cantelopes sell as one lot of mixed sizes.
- 25 or fewer watermelons or pumpkins sell as one lot of mixed sizes.

3. Cart lots

- Minimum 2 boxes. Maximum of 5 boxes.

4. Table Lots

- Anything less than 2 full boxes.
- Do not sell items of very low or zero value.

Packing standards for the Homer Wholesale Produce Auction.

Please grade and pack your produce according to these standards.

Only the following are considered properly packed in **pecks: onions, grapes, peaches, pears, plums**. These can go anywhere in the auction including the large lots (blue lines) for 15 boxes or more.

Anyone is free to pack anything in the wrong box including pecks, but it must be sold in the peck lines near the end of the auction.

Notice: Flowers sell first (on the blue lanes) in April and May, but sell on lower yellow lanes after June 1st. Flowers are always OK in the drive-through.

Vegetable Packing Standards

Asparagus

Pack in 1/2 bu boxes but sell by the bunch.
Pack in 3/4 lb bunches all cut to same length within bunch and within the box.
50 bunches qualifies as large lot.

Broccoli

1 1/9 bu. box and sell by the box. State number of heads per box. When cutting, leave several inches of stem on head.

Beans-Lima

1/2 bu. box. Pick at early maturity.

Beans-Green and yellow

1 1/9 bu. box. No wet packing. Wet beans are regarded as #2 beans and should be in the #2 line.

Cabbage

Preferred method is bulk or in bins and sold by the count.
You may also pack in 1 3/4 bu. boxes and sell by the box.

Cantaloupes

Pack in bins or loose on wagons. State variety and count on tag. Pick at 1/2 slip and grade #1's in 3 sizes. Sort out and discard all #2's. If your lots are less than 50 please combine and sell as a mixed lot.

Cauliflower

Preferred method is in bins or loose on wagons and sold by the count. Also can be packed in cabbage boxes and sold by the box.

Celery

1 1/9 bu.

Cucumbers

Pack exactly 24 in a 24 count cucumber box.
If the count per box is not exactly 24 then pack in standard 1/2 bu box. #2 Cucumbers are defined as crooked, blemished, yellow bellies and undersized.
Pack #2 cucs in 1/2 bu box. They are too heavy for 1 1/9 boxes.

Eggplants

Pack in 1 1/9 bu. boxes.
#1's should have no scars or misshapen fruit.
Baby, White, or Japanese can go in 1/2 bu. boxes

Gourds (including Aut. Wings)

Sell by the count. Pack in sturdy attractive homemade wood crates, 1 1/9 bu boxes, and bins. Bins can be cut down to 12 inches for small decorative gourds. Extra large gourds such as Turbans, Birdhouse, Snake and Goose may be loose or in bins.

Hull peas

Pack in 1/2 bu box

Leeks

Sold by the bunch in 1/2 bu boxes Tie 3 to 6 per bunch. 50 bunches is a large lot.

Lettuce

Pack in 1 1/9 bu. box with 12 to 24 heads per box. State number of heads per box on lot tag.

Onions

Pack in pecks for best price but at least 15 pecks are required for large lot lines. Can mix colors or kinds to qualify for large lots.

If tops are nice and left on, fold and tuck into peck.

1/2 bu are OK. State kind/variety on lot tag.

Peppers-Bell (Green, Suntan, Red)

Pack in 1 1/9 bu. box. Keep size uniform within box. Grade small, med., large, and extra large. Always state color on the lot tag.

Peppers-Specialty

Yellow Bell, Purple Bell, Choc Bell, Cayenne, Jalepeno, Purple, Hungarian, etc. Pack in 1/2 bu. boxes. Pack very small peppers pack in quart berry masters.

Pickles

Pack in 1/2 bu. boxes. Grade to three sizes. No yellow bellies. Small=1" to 3", Medium=3" to 4", Large=4" to 5". Oversized should be graded #2.

Potatoes

Pack in 5 lb or 50 lb potato bags or 1/2 bu. New red potatoes may be packed in quart berry masters.

Pumpkins

Loose in trucks or wagons or in bins. Sell by the count. Grade for uniformity in size.

#1 pumpkin is

- (1) Orange or turning
- (2) Nearly or mostly round and will stand upright.
- (3) Strong, solid, green or brown stems.

Miniature pumpkins should be packed and sold the same as gourds. Hand painted pumpkins in 1/2 bu. boxes.

Radishes

Tie 12 per bunch and pack 20 bunches per 1/2 bu.

Rhubarb

Tie in 2 lb bunches, pack in any like-new cardboard box. 15 bunches per box. Leave a small amount of leaf. Sell by the bunch.

Red beets
 With tops: Tie 6 per bunch and pack in 1 1/9 bu.
 Without tops: Leave 2-3 inches stem. Pack in 1/2 bu or 1 1/9 bu.

Summer Squash -Zucchini, Yellow straight neck, Patty Pan
 Pack in 1/2 bu. box. Grade for size.
 Seven inches is ideal for zucchini.

Winter Squash-Acorn, Butternut, Buttercup, Hubbard, Spaghetti
 Pack in 1 1/9 bu. box or bin. Grade for size

Spring onion
 Tie 6 to 9 in a bunch. Pack upright in 1/2 bu. Trim greens only enough to fit box. Display with several bunches lying across the top of the box. Sell by the box or by the bunch.

Sugar Peas
 Pack at least 10 lb and level full in 1/2 bu. box. Pick at early maturity.

Sweet corn
 Loose in bins, bulk on wagon, or 65 count in corn bag. Must be counted. One worm per doz makes it #2 corn. Yesterday's corn is always #2 corn.

Sweet potatoes
 1/2 bu Uniform size within the box.

Tomatoes
 Use only 20 lb 2 layer boxes. Note: 10# (1 layer) boxes can be used until your supply is gone.

 "20#" is the name of the box and is NOT the minimum weight...fill the box completely full and tight.

 All 20# boxes must be full with a tight pack. Grade for size and color. No stems.

..... Extra large	2 7/8" to 3 1/2"
..... Large	2 1/2" to 2 7/8"
..... Medium	2 1/4" to 2 1/2"
..... Small	2 1/8" to 2 1/4"

#2's also can be in the 20# 2 layer box, Canners in 1/2 bu waxed box. Ask for more tomato grading information at the auction office.

Cherry tomatoes
 Pack in 12 pint flats. Fill to level full.
 Pick at pink or solid red.

Watermelons
 Grade for size and uniformity. Sell in bins or loose on wagons. Must be counted. State variety on tag.

Turnips Pack in pecks, 1/2 bu or 1 1/9 bu
 Leave small amount of tops and roots.

Zucchini Pack in 1/2 bu. box. Harvest at 7" in length.

Fruit Packing Standards

Apples
 Standard plastic or paper apple bags or 1/2 bu. boxes. State variety on lot tag.
 Small 2 1/4" to 2 1/2"
 Medium 2 3/4" to 3"

Large 3" or more
 Grapes Pack in pecks
 Peaches Pack in pecks or 1/2 bu. Sized and graded.
 Pears Pack in pecks or 1/2 bu Sized and graded.
 Plums Pack in pecks Sized and graded.
 Raspberries 12 1 pint containers per flat. (no quarts)
 Blueberries 12 1 pint containers per flat. (no quarts)
 Blackberries 12 1 pint containers per flat. (no quarts)
 Strawberries
 Pack in 8 quart flats level full.
 Pick at early ripe stage.
 Ship only clean, top quality fruit. No over ripens.
 1 1/2 lb. of fruit per quart.

Flowers, Bedding Plants, and Ornamentals Packing Standards

Notice: Flowers sell first (on the blue lanes) in April and May, but sell on lower yellow lanes after June 1st. Flowers are always OK in the drive-through.

Vegetable flats
 State variety and number of plants per flat)

Annual flowering flats
 State variety and number of plants per flat)

 Annual 4" to 4 1/2" pot - 15 pots/flat
 Annual 5" to 6" pot - 6 pots/flat

Perennial flat (18-32 plants)

 Perennial 4" to 4 1/2" pots - 15 pots/flat
 1 gallon container
 1/2 gallon container
 1 quart container

Nursery - pots
 Geraniums 4" to 4 1/2" pots - 15 pots/flat

Cut or dried flowers
 Sold by the stem or bunch.
 For example: up to 50 Gladiola stems in 5 gal bucket.

 Hanging basket, 10" and 12"

Fall Decorative Standards

Indian corn
 3 ears per bunch. Tie with string or rubber bands. Wire is discouraged. Sell by the bunch. Pack in homemade wood crates, 1 1/9 bu boxes, and bins.
 Grade as #1 or #2.

Mums 8" pot, 10" pot, or large planter pot.

Corn stalks
 At least 6 per bundle. All corn stalks should be in high bins.

Straw - Small square bales. Wrap in shrink wrap.