

USE CARE WITH EGGS TO GET TOP PRICE

Give the Customer Benefit of the Doubt First Principle of Good Marketing

In marketing eggs the highest prices can be obtained in supplying a retail trade. This is also one of the most satisfactory trades to cater to and is easy to get. There are hundreds of families in every large town or city that are looking for the person who will furnish eggs regularly each week the year around at several cents above the retail store prices.

The largest profits must come from superior marketing, and from special market advantages in selling eggs and stock. A difference of only a few cents a dozen makes a large increase in the income when several hundred hens are kept.

A neat package is a very good investment. An attractive shipping crate has much to do with fixing the product. The person who will take the trouble to prepare a neat package may be depended upon to be equally careful and painstaking about the quality of the goods which he puts into it.

The first principle of good marketing is to have good quality to sell. Quality sells itself. A fancy egg should be new-laid; that is, not more than one week old when it is delivered to the customer. It should be free from any foreign flavor due to improper feeding or to the absorption of objectionable odors.

To produce eggs of the highest quality requires skill and care. First, one must keep pure-bred fowls in order to get uniformity in color, shape and size of egg. Second, eggs must be selected for hatching that fulfill all the market requirements for strictly fancy eggs.

Eggs for a first class trade must be gathered regularly each day from nests that are especially fitted. If there is any doubt about the freshness of eggs, give the customer, not the eggs, the benefit of the doubt. Do not take any chance. One bad egg will ruin the reputation gained by selling a thousand good ones. As soon as the eggs are gathered they should be carried to a cool place and covered with a clean cloth so that dust cannot settle on them.

A damp cloth is required to rub off any slight discoloration. If it is necessary to wet the eggs, they should be wiped dry before being placed in the crate. They should not be washed unless absolutely necessary, because washing destroys the natural appearance of the shell.

ROTATION OF CROPS

One Year's Growth Should Offset Disadvantages of Previous One

At the basis of all genuine rotations lies the fact that plants differ from one another; they differ from one another in their demands upon the soil, both chemical and physical; they differ with regard to their root system, depth of feeding, their moisture requirements, their time of feeding, their dates in reaching maturity, etc.

Many plants impoverish the soil; a few enrich it; some spoil its physical conditions, while others improve it in that regard. Many crops favor the growth of weeds, while others either are able to hold the weeds in check or require such cultivation and treatment as will prevent their growth.

All these differences fit plants for different places in rotation, and a well-arranged rotation is one in which the strong points of one crop follow so as to fit into the weak points of another, or vice versa, and in this way reduce deficiencies to a minimum. A crop that requires a large amount of one element should be followed by one that requires less of that element and probably more of another. A shallow-rooted crop should be followed by one that is deeper rooted, so that plant food which may have escaped the shallower roots may be caught by the deeper feeder, and that the nutrient in the soil may be used to a greater depth. Crops that are exhaustive to the soil should be followed by a so-called soil restorer. And crops that are conducive to the growth of weeds should be followed by a weed-destroying crop.

CLEAN MILK METHODS

Brush the cow's udder and wipe with a dry cloth; use clean water and dry with a clean towel.

Milkers should wash their hands with soap and water and dry with clean towel.

Whitewash the cow stable at least twice yearly.

Feed no dusty feed until after milking.

Remove all manure from cow stable twice daily.

Keep barnyard clean and have manure pile at least 100 feet from the stable.

Have abundant windows in cow stable to permit sunlight to reach the floor.

Arrange a proper system of ventilation for the cow stable. King system is suggested.

Do not use milk from any cows suspected of garget or any udder inflammation. Such milk contains enormous numbers of bacteria.

Use abundance of ice in water tank for cooling milk.



A GREENLAND BELLE

The arctic explorers and whalers always touch Greenland before they make their dashes farther north, with the result that the native Greenlanders of these days have a pretty good taste of civilization.

These natives are Eskimos, or half breeds. In return for furs and fish they sell to their visitors and for services they render, they get much cheap finery, and often utility articles, such as cooking utensils, clothing, stoves, furniture and—whiskey.

The general result is that the Greenland people dress different to the more remote Eskimos.

The girl in the photograph undoubtedly wears a costume made in Denmark or Norway, where they best understand the manufacture of clothes for extremely cold climates. Some of the women are quite attractive. Most of them have flatter faces, however, than the one here shown. She lives at Therasak, northwest Greenland, and is of part Danish blood.

FENCES AND GATES

Should be Strong and Neat—Some of the Reasons

Any man who keeps stock should have good fences and strong gates. Broken-down fences and old dilapidated gates are a constant source of annoyance and danger. Many valuable animals are injured by broken fences and gates, not always by the fence or gate itself but by getting through the fence or gate into a field of grain and eating enough to cause bloat, or by strolling on to a railroad track and being hit by the cars.

Perhaps the whole herd breaks through into a neighbor's fields and destroys his crops. Such things are mighty unpleasant, and cause bad feeling among the best of neighbors.

Good fences and strong gates are cheaper than good stock and damage suits. Good gates and fences add to the permanent value of a farm. If a man has not sufficient pride in his farm to keep up his fences, economy should compel him to give these matters attention. The poor gate is the weakest link in the fence. There is nothing that adds more to the appearance of a farm than good, substantial gates and fences. Such appearances amount to hundreds of dollars when selling farms.

Uniform For Museum

Honus Wagner's uniform and his palmless glove may be placed in the Carnegie Museum at Pittsburg when the famous player retires from the diamond. Dr. W. J. Holland, director of the museum, believes that baseball is something worth telling posterity about. Many ancient games are represented at the museum by interesting relics, and Dr. Holland announced that the institution would like Wagner's baseball accoutrement when he retires, believing him to be the most wonderful ball player ever known.

An electric tool for removing scale from boilers, an English invention, delivers eight thousand hammering and tearing strokes against a surface to be cleaned every minute.

BLANKETING THE HORSE

Judgment Should be Used or Animals Will Suffer

There are horse blankets and horse blankets, all classes of horses and every kind of weather and condition in which to use them, but horses often are forced to suffer through their use, or rather misuse.

The common practice of blanketing horses along in the fall, when their winter coat begins to come in, to keep the animal looking "fine," is a source of, to say the least, discomfort to the animal; to keep a horse in a warm stable, heavily blanketed, and then work him throughout the day, without this "wrap," shows lack of judgment. No doubt a sleek coat can be maintained in this way, but it is rather hard on the horse. The use of heavy blankets under normal conditions cannot be condemned too much. Their place is for use in severe weather, where horses have to stand outside or in open sheds during the winter. For stable use a light sheet only should be used. Even during fall months, the horse, unless very hot, should receive only a light covering.

The heavy blanket, while it is invaluable to protect the horse in certain conditions, and should always be in a handy place on the farm ready for use, can be greatly abused and indiscriminate use can cause the horse as much or more discomfort than if it were taken away entirely. Blanket the horse for protection, and not for show.

Sandy Run For Poultry

A sandy soil makes a good poultry run. Filth is sooner washed into it and after a rain it is soonest dry. Then there is the grit.

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Wheat, fall, 80 to 82
Wheat, spring, 75 to 80
Barley, per bushel, 50 to 60
Oats, per bushel, 34 to 36
Pease, per bushel, 75 to 1.00
Buckwheat, 50c. to 55
Potatoes bush. 60 to 65
Butter, per pound, 27 to 28
Eggs, per dozen, 28 to 30
Hay, per ton, \$15 to \$18
Hides, \$10. to \$12
Hogs, live, \$7.00 to \$8.00
Beef, \$ 8.00 to \$ 9
Sheepskins, 50 to 80
Wool, 15 to 23
Flour, Samson, \$2.80 to \$3.00
Flour, Winnipeg \$2.70 to \$2.90
Flour, Silver Leaf, \$2.50 to \$2.70
Flour, Victoria, \$2.45 to \$2.65
Flour, new process, \$2.40 to \$2.60
Flour, family, clipper, \$2.35 to \$2.55
Bran, per 100 pounds, \$1.15 to \$1.30
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Mixed Chop, do., \$1.80 to \$1.90
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