

OLD-FASHIONED IDEAS WILL NOT DO IN PACKING FRUIT FOR HIGHEST PRICE

By Careful Attention, Absolute Honesty and Judicious Advertising
Farmer Can Create Demand for His Particular Variety
of Garden Produce.

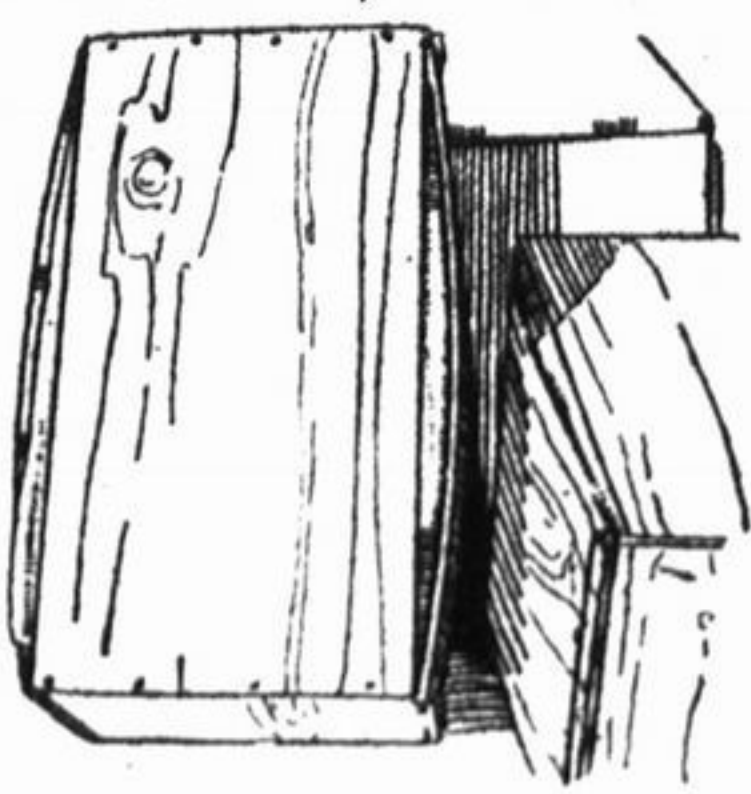
(By C. M. SCHULTZ.)

A New York business man who was forced to a New Jersey suburb on account of broken health, is making a splendid living by repacking fruit and vegetables which he buys from farmers and truckers, repacking them and selling direct to the consumer. He drives on an average 20 miles, and the outdoor life has completely restored his health.

Three years ago this man commenced business with a one-horse wagon. He repacked his fruit and vegetables with the aid of a small son, drove his own wagon, and conducted the entire business practically alone.

He now owns two double-team wagons, two single-horse wagons and a light auto truck, covering four routes, each from 12 to 15 miles long.

This man is simply doing what the farmers and fruit-growers from whom he buys his supplies ought to do themselves if they would make all the profit there is to be made in the business. Growing the crop is not all of the game. Marketing is a good



Side View of Boxes After Nailing. Showing Proper Bulge in Top and Bottom.

half of it, and perhaps even more. This New York self-made huckster buys fruit and vegetables just as they come from the farmers' wagons. They are delivered at his place often covered with dirt, the fruit bruised and scratched, vegetables untrimmed and all generally unsorted.

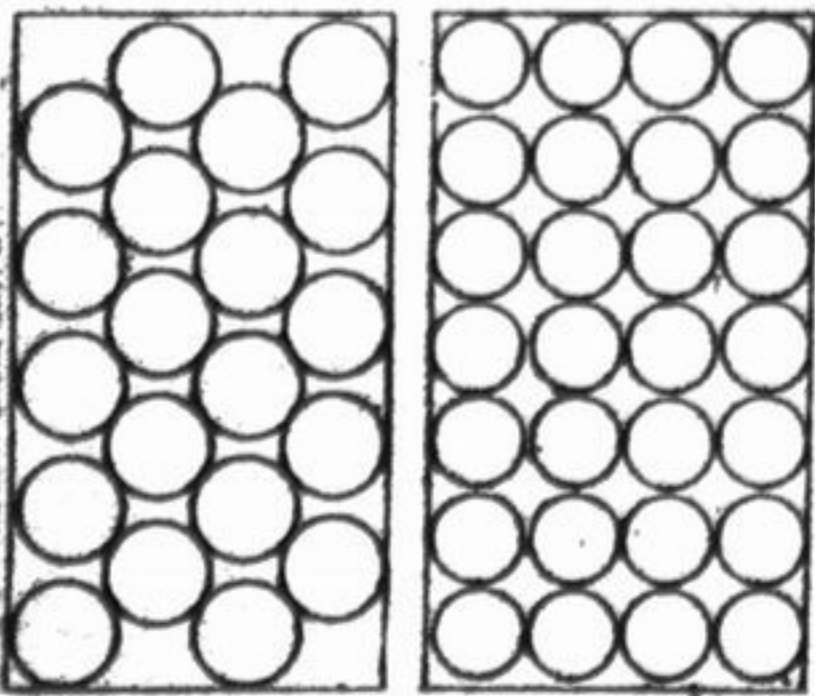
The fruit, particularly the larger varieties, such as apples, peaches and pears, are carefully sorted and graded by the huckster, the apples washed, and the fruit is packed in small boxes or baskets, clean, uniform and highly attractive in appearance. Small fruits such as cherries and berries are often dumped out of their original packages as they come from the farmers, sorted and repacked in clean boxes. Cherries are packed in boxes that hold from one-half peck to one peck, and over the top is tacked gauze to protect them from insects.

All root-vegetables are carefully washed, topped and bound in bunches. Tomatoes are graded and repacked in clean baskets, and no damaged vegetables are offered for sale.

This man can prove by his books that he makes a net profit of from 25 to 100 per cent. by his method of handling and marketing.

There is no reason why the men who grow fruit and vegetables should not make equally as big profit, provided they possess the faculty for organization and the patience and pride necessary to put up their products in a style that will most readily attract the eyes of their customers.

While it is not always practicable for the farmer or gardener to sell direct to the consumer he can, by careful sorting and packing his product, get a much better price when selling to the retail dealer than he can if he follows the old-fashioned methods of dumping everything into boxes, baskets and barrels, regardless of size and condition. The shrewd retail dealer will always make the most of the bad condition of the stuff



Two Styles of Packing Fruit.

offered him, beating down the grower to the lowest possible point, and then add to his profits by the work of a few boys in the basement, who are instructed in the art of cleaning and repacking.

Any farmer or gardener or fruit-grower who is located within reasonable distance of a good retail market will make more money by selling to the retail dealer than by shipping his stuff to the commission men in the large cities. By careful attention, absolute honesty and judicious advertising he can, in a very short time, establish a reputation for his produce which will become known to the consumer who will always demand this particular brand.

A recent visit to the great produce market on South Water street, Chicago, disclosed the fact that hundreds of shippers send their apples, peaches and fruit of good color and size from the grower to the commission

men, dumped into barrels regardless of size or condition, mixed with dirt, leaves and twigs, all tending to lower the value of the fruit, a condition which the commission men are quick to take advantage of.

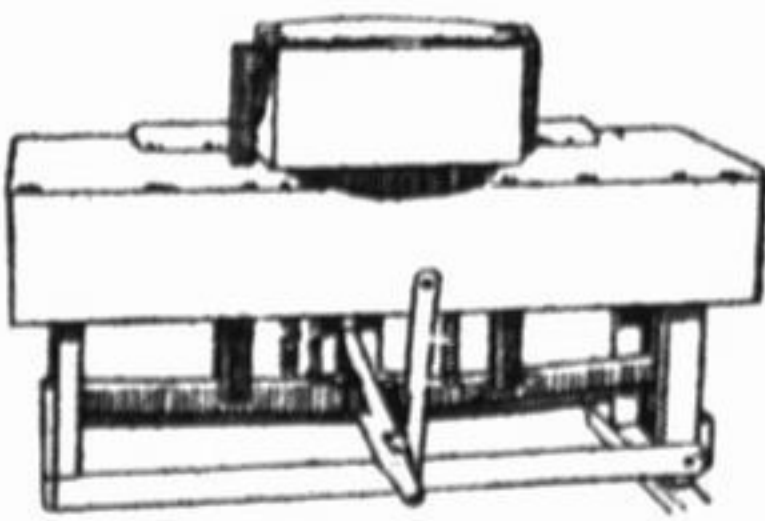
All over the great market district in the basements are men and boys constantly engaged in dumping these apples on huge tables, where they are sorted according to size and color, and repacked in boxes or barrels. In the former the layers are ranged in rows with the stem side up. When packed in barrels the top layer is made up of selected fruit all of the same size and color; and the rows are uniform, so that when the cover is removed the appearance of the barrel is pleasing.

A commission man on South Water street, Chicago, in a burst of confidence said: "Does it pay to repack fruit and vegetables? Well, I should say it did. I pay expert fruit-packers three dollars per day and their work nets me in profit at least three times their wages, and often four and five times. The way shippers send their stuff to market is a fright, and we people who see it coming in here every day by the hundreds of carloads can understand why fruit growers do not make more money than they do. Too many of them lack common business 'gump.' That's about all there is to it."

In packing apples in barrels the first process is to place the barrel with top down with the bottom removed. The grower's label and a paper pad is first placed on the top and then the apples are laid in layers with the stems down and so arranged as to fit in snugly, leaving as little space between the apples as possible.

The next layer is also placed in the same way, great care being taken to get fruit of the same color for both layers so that the second layer will show through the first when the barrel is opened. The barrel is then filled with fruit and gently shaken until nearly filled, when the last few layers must be so laid that the bottom will bear evenly upon it all. The last layer should be about level with the top of the staves, or just a little higher.

The bottom cushion should then be placed on the fruit and the head laid



Nailing Press for Apple Box.

on and forced down with a press for the purpose, the head and hoops then being nailed in place.

A barrel, so packed, can be shipped long distances, and stored a considerable length of time without injury to the fruit. The more closely the fruit is packed the tighter the heads are pressed down—provided the pressure is not great enough to cause bruising—the better will the fruit stand shipping and handling.

POTTED PLANTS IN THE WINTER SEASON

Plant Should Be Made as Nearly
Natural as Possible—Air
and Sunshine Needed.

It must be borne in mind that a plant in a pot is to develop itself under unnatural conditions and it must be assisted in every possible way, and the conditions under which it labors should be made as nearly natural as possible. It must be supplied with fresh air in liberal quantities as frequently as the weather will admit. It must be given the benefit of all sunshine furnished by the short winter days, if it is a sunshine-loving plant, as most flowering plants are. If it is not particularly fond of sunshine it will require good light in liberal amount. And in order to make development as thorough as possible, and lay the foundation for future good work in the production of flowers, it must be supplied with all the nutriment it can make use of, for no plant can do itself justice unless it is well fed. And water must also be given in proportion to the needs of the plant at this season.

Alfalfa.

Alfalfa is one of the best of all forage plants, both for the land and for stock food. It requires a certain species of bacteria on the roots to cause the plants to grow and this is not present in all soils, but must be applied in soil that comes from a field where alfalfa or sweet clover (mellilotus) is growing well. The same bacteria live on the roots of these two plants. It is good for orchards if cut down and the hay allowed to rot on the ground. Alfalfa or any of the clovers should be plowed under after standing two or three years.

MAKE PROFIT IN COCKERELS

Neglected by Many Poultry Raisers
When They May Be Made Profitable—Fatten When Young.

(By R. G. WEATHERSTONE.)

Too many poultry raisers neglect the cockerels, when in reality they may be made very profitable. Many persons do not know what to do with them, and they grow up without much care and are marketed when in poor condition.

Cockerels ought to be separated from the pullets as soon as the sex can be easily distinguished. The cockerels may be pretty closely confined if they are to be fattened for market, and as they are of no other use they should not be allowed to range, because this prevents the laying of fat.

Feed them twice daily on a porridge made of corn meal, four parts; middlings or cheap flour, two parts; beef scraps, one part, chopped very fine.

This should be mixed with milk or water and should not be too sloppy, but just so it will drop from the end of a wooden spoon.

If any is left after feeding it should be removed and the feed dish thoroughly cleaned and scalded.

The birds should be kept as quiet as possible and given plenty of shade and clean water.

When they are three months old they will begin to grow very rapidly under this method of feeding and are soon ready for the market. Their flesh is firm, but not hard and dry as those of the birds that are fed too much dry grain.

Many poultrymen use small coops containing four to six birds each, but cockerels can be confined just as well if confined in lots of say 50, with a floor space of about 50 square feet. They should have a lot large enough to give them some exercise, but not too much.

The time to fatten cockerels is when they are young, because it costs less than when they are six or seven months old. Fattened at three or four months their flesh is of much superior quality than when allowed to attain their growth.

BOX FOR CATCHING CHICKENS

Method Described That Does Away
With Frightening Whole Flock—
Handy for Applying Powder.

Catching grown fowls by hand or with a wire hook scares the flock. A catching box saves time and the other fowls are not frightened. The box can be made any size; 20 by 20 inches



Chicken Catching Box.

by 5 feet will hold a good many. One end of box is left open. Place this at entrance of coop. The other end and one side is of wire netting. This admits light and induces the fowls to enter, writes Fred L. Bailey in the Missouri Valley Farmer. Three doors made to slide back and forth and large enough to admit a large fowl are placed on the fourth side. Knobs or blocks are nailed on the center of doors, and two large blocks put beneath the box raise it level with the entrance. A partition is made to drop where the dotted lines are shown, which will keep the chickens at one end when all but a few are caught. When you want to apply lice powder to a number of fowls or cull out the flock, go into the coop and drive the fowls in till the box is full, then close the entrance door. The chickens can then be caught by the legs and drawn out at slide doors one by one. Two hands can make quick work, one catching the fowls, the other applying the lice powder.

POULTRY NOTES

Get rid of the culls as early this fall as possible.

Cleanliness is half of the battle in turkey raising.

Eternal vigilance is the price of success with turkeys.

Feast one day and famine the next is a money losing policy.

Keep turkeys, ducks, geese and hens in separate quarters.

Now is the time to buy good breeding stock for next spring.

Do not confine your show birds too closely in order to train them.

When the hens take to the trees, something is wrong in the house.

The new plan is to sell eggs by weight and is done in some parts of the east.

A kerosene bath for roosts and nest boxes is in order any time during lice season.

A good, live interest in exhibition stock is commendable in the market poultryman.

Reserve some good, bright alfalfa hay out of the last cutting for poultry feed next winter.

Lots of cold storage eggs on the market, but fresh eggs are always in demand at better prices.

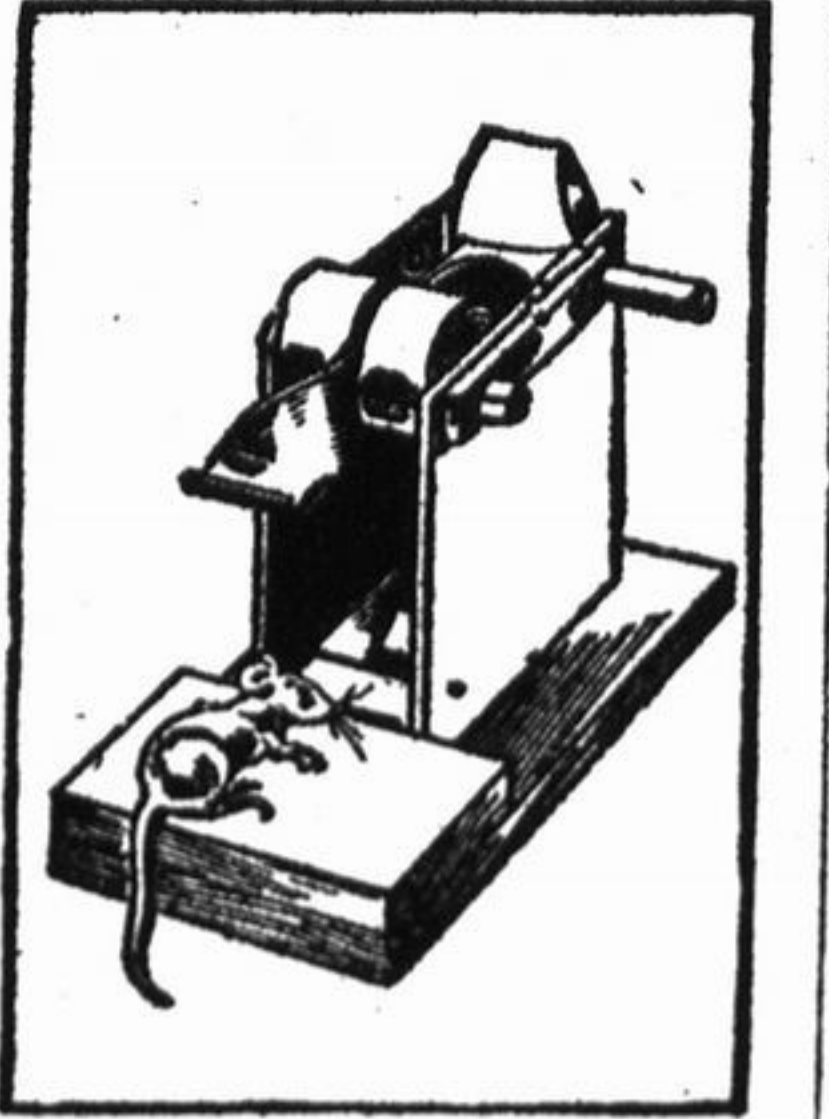
Turkeys are good for the fields. They can be driven anywhere you wish from one field to another.

FARM AND GARDEN

REPEATING TRAP KILLS RATS:

One Winding of New Device Will Destroy Fifteen or More of Disease-Spreading Rodents.

Did you ever hear of a repeating rat trap? One has been invented by an Illinois man, who declares that with one winding it will kill 15 or more of the disease breeding pests and kick each one out of the way. The general design of the trap is shown in the cut. When a rat steps on the platform in front his weight releases the trigger and striking arm, operated by a powerful spring, hits him a deadly uppercut and throws him several feet



Repeating Rat Trap.

away with the same motion. It virtually kicks him to death. Another feature of this trap is the fact that no scent is left on it to warn any wise old rodent that it is an apparatus to be avoided. A bait, of course, is set inside the opening, under the striking arm, and where rats are particularly numerous they will not be scared off by the sight of dead comrades in the vicinity.

PREPARING FOR SPRING WORK

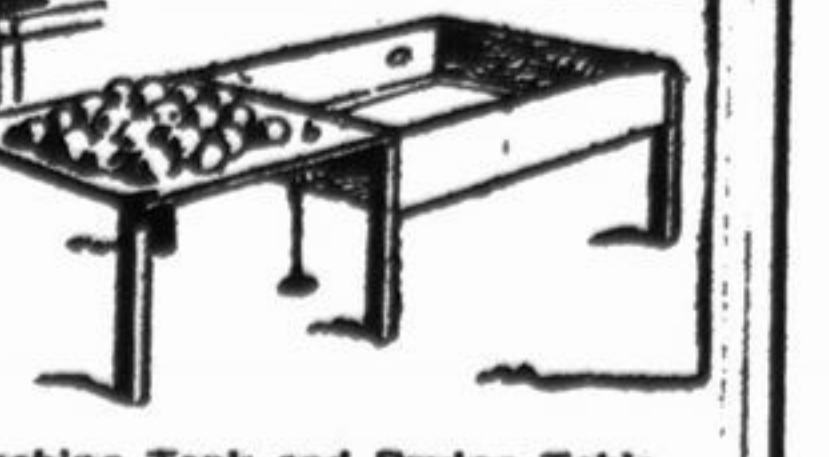
Farmers Should Have All Farm Implements in Good Order to Begin Work at Once.

Have the plows, harrows, cultivators, drills and rollers in order for spring work. Lay in a few extra plow points and bolts. Have the harrow teeth sharp. Extra whiffletrees and some good hame strings should be provided. The seed oats, corn, clover and grass seeds should be bought this month, so no time need be lost when the season opens, says a writer in the Baltimore American. Buy and haul the fertilizer you need now. If the plow or harrow is worn out, it will pay to buy a good steel plow and a spring tooth harrow and a two-horse cultivator. A corn planter and a grain drill may be hired for 25 cents an acre. If you only plant ten acres in corn and seed a few acres to oats it will be cheaper to hire than to buy these implements. Only buy those implements you really need. Farm sales take place this month, and good implements may often be had at less than half the original price. It will pay to buy if you need the implement, but do not buy it because it is cheap, nor because you can buy it on time. The note soon falls due and it often comes due when you are short of funds. Do not ask your neighbor to go security, if the bank will not accept the note with your wife as indorser, do not buy. This is sound advice and if followed will save you lots of trouble and considerable money. Do not go security for anyone. It is wrong, as you may ruin yourself, and oftentimes your family as well. A good-natured, easy-going farmer had better remain away from farm sales.

FIT VEGETABLES FOR MARKET

Washing Tank and Drying Table is Very Useful in Preparing Beets, Carrots, Potatoes, Etc.

A washing tank and drying table is very useful in preparing vegetables for market. Beets, carrots, potatoes, etc., should be freed from soil before placing them on sale and I know nothing so handy as this arrangement.



Washing Tank and Drying Table.

writes Mrs. H. O. McPherson in the Farm and Home. The table, b, is hinged to the tank a. The legs are also hinged, and when not in use are folded over on the table and the table folded over so as to form a lid for the tank, the legs folding inside, out of the way. The bottom of the tank should be lower at one corner with a hole to let out the water after using, by withdrawing a plug or stopper.

A SAFETY-DEPOSIT BOX FREE

There should be a safety-deposit box key in every Du Page county home. Think of the losses and complications that would ensue upon the destruction by fire of all the deeds, wills, insurance policies and other like papers that are now exposed to that danger—tucked away in trunks, desks, and dresser drawers!

Every head of a family owes it to himself and those upon whom such a loss might fall to protect his valuable papers.

And we feel that it is a duty we owe to this community to make such protection so cheap and so convenient as to utterly eliminate this danger within the sphere of this bank's usefulness. Therefore,

Every new patron renting a box in our vault for the year 1913 will be given free rental for the remainder of the current year. Boxes from \$2 a year up.

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Land Lingers in the Memory. Some one has aptly said: "Burma is the land of regrets, because people who have been there are never the same again. There lives always in their hearts a regret for the land they have left behind."

"I Acknowledge the Corn." A slave was charged with stealing corn found in his possession. Having a sack with him, he was also charged with stealing that. He replied: "I 'knowledge de corn, but I ain't gwine to 'knowledge de sack."