

# Soils and Crops

Address communications to Agronomist, 73 Adelaide St. West, Toronto

## DRESSING POULTRY TO WIN HIGH PRICES.

In selling poultry, quality counts, and quality is secured not only by the proper growth of the birds, but also in the manner of dressing and the method of shipping.

For successful marketing it is important that the whims of the market be studied before it is decided what breed to keep. Some markets call for small roasting fowls, others for medium, and still others for large. A selection must be made accordingly. Here, in Canada, the yellow-skinned carcasses are in demand, while in foreign countries they want white-skinned birds.

The market, too, is largely influenced by advertising. The buying public becomes prejudiced to a considerable extent. Our epicures will not take to a white-skinned table fowl when it comes to poultry, but they are eager for white-skinned turkeys or other fowl. What's the difference? I don't know, but the whims of the buying public must be catered to or business suffers.

## ESTABLISHING A REPUTATION.

While the market prefers brands of known reputation, it is possible to create a demand for your own product. I have in mind an enterprising poulterer who puts a leg-band on each fowl shipped to market. This band is so fastened on the leg that it can not be taken off, and on it is the advertisement of his farm.

The carcasses are put up in special cartons—one good, fat, yellow-skinned fowl, neatly dressed, wrapped in oiled paper in each carton. On this carton is printed not only the name of the farm, but a brief story of the class of bird and how it was fed, housed and cared for. The buyer is prepared for a feast before it is placed on the table, and when tested it meets the requirements. Naturally, that brand becomes the demand of that family. In time the call for this poulterer's goods became so great that dealers telegraphed "rush orders."

Much of the dressed poultry consigned to commission houses in large cities sells low because the carcasses are not dressed and packed with skill. It is of prime importance that the poultry products be placed on the market in a condition that will make them appear as inviting as possible. It is not enough to turn out superior goods; much is lost if they are not marketed in the most careful manner.

The poulterer who receives the highest quotations for his product throughout the year is the one who studies "how, when and where" to market. He learns that during certain months in the year there is a shortage of different kinds of poultry products, and he plans to produce as large a quantity as possible of these products during the season of scant supply. He then ascertains in which markets he can dispose of these goods to best advantage, and prepares and packs them according to the requirements of those markets.

## THE PACKAGE SELLS THE GOODS.

The old style of shipping dressed poultry in barrels and large packing boxes is not used by the present-day poulterer. The most popular package to-day for dressed poultry is the box holding one dozen carcasses. These boxes are made in definite sizes to contain similar-sized birds; but in packing them for shipment, it is necessary to see that the birds fit tight, else they may become bruised and spoil in the journey.

The boxes should be lined with parchment paper, and for fancy quality, each bird should be wrapped in the paper before being placed in the box.

The carton system is used for special trade. A carton six inches high, six inches wide, and eleven inches long, will hold a live or six-pound roaster or two broilers. If the birds are nicely wrapped in parchment paper, they open satisfactorily at the end of the journey.

## SOMETHING TO SELL EVERY DAY.

The poulterer should try to distribute his produce over more of the twelve months than he does. Instead of keeping the spring chickens all summer long and marketing them in the fall, some of them at least might be marketed throughout the season as broilers. Broilers command two or three times as much per pound in May

and early June as they would bring as roasters in the fall. Hens that have practically completed their usefulness, and have passed through the breeding season, should be marketed as soon as the breeding season is over. Hens in June bring considerably more than they do in October and, if marketed in June or July, do not compete with cockerels which are marketed as roasters in October or November.

First-class market stock is well fattened, so that the breast-bone does not stick out like the keel of a boat; yellow meat, well dressed, cleanly picked, not all roughed up or torn, no pin feathers left in, nor the legs and feet left dirty. Such stock, if packed to present a neat and inviting appearance, will command good prices nine or ten months in the year. Stunted stock, several months old, hump-backed, white meat and crooked breast, are not wanted in market.

## WEIGHTS FOR MARKET STOCK.

Broiler weights should be from one and one-fourth to two pounds each, the lighter weights being in demand from January to July, the heavier for the remainder of the year. Squab broilers, weighing three-fourths of a pound each, are in demand only through January, February and the early part of March.

Roasting fowls should range from five pounds a pair early in the season to ten and twelve pounds a pair in the fall and early winter. Hens weighing four or five pounds each sell better than either larger or smaller stock.

Capons weighing about six pounds each command readiest sale, but the larger birds—nine, ten pounds and more—bring better prices. The above weights are all for dressed poultry.

## MARKET NOTES BOILED DOWN.

Market male birds in separate packages.

Market old hens before they start to molt.

April broilers must weigh one and one-half pounds each.

Market as soon as desired weight is gained.

Packages for shipment should not weigh over 100 pounds.

Monday is the best killing day of the week.

A tag on every carcass is a good advertisement.

Torn skin will cripple the price of the carcass.

There must be uniformity of color, grade and size.

Never ship in cedar boxes, as cedar taints the flesh.

The soft roaster is a young fowl weighing four pounds.

Never ship to a commission house before first writing.

All poultry should be killed the day before making shipment.

When possible have the color of the skin of dressed carcasses match.

A spring chicken is a young bird weighing over two pounds.

May broilers range in weight between one and one-quarter and two pounds, dressed.

To establish a regular demand and income, marketing must be done on regular fixed days.

Full-hatched chickens are in good demand from January 1 to April 1.

Count on a shrinkage of a half-pound for each bird shipped.

All animal heat must be out of the carcass before packing for shipment.

Carcasses should be dry and cold, but not frozen, before being packed for shipment.

Roasting fowls sell best during the months from March 1st to the last of August.

Young fowls in the same package with old stock, will command the prevailing prices for the latter.

Ship adult fowls in a box 20x18x12 inches, to hold twenty-four birds.

The head of the dressed carcass should be tucked back under the wing, when packed for shipment.

A broiler should not be more than sixteen weeks old, nor weigh more than two pounds, dressed.

All carcasses to be shipped should be dry-picked, as scalded poultry will not stand long shipments. The home trade, however, prefers birds scalded.

The regulation box for a dozen broilers measures 17x16x4 inches, inside measurement. It is made of half-inch lumber.

For shipping one dozen roasting fowls, the box should measure 20x19x6 inches, of half-inch stuff.

## THE CHILDREN'S HOUR

### JANE'S SECRET.

"What can be the matter, Phyllis?" "Nothing at all is the matter." Phyllis hurried down the walk so that Jane should not see the sudden tears in her eyes. She did not like to cry.

Jane followed Phyllis, deep in thought. A secret is a terrible thing, especially when you can't tell it to your best friend. Jane knew that Phyllis felt bad and she was sorry, but she couldn't tell her this secret yet. When the children reached the school yard Jane was quickly surrounded by three or four girls. Phyllis went off by herself.

After school Phyllis and Jane had a great deal of fun making paper-doll clothes. Jane had several sheets of tissue paper, blue and yellow and pink. She had even found some plain paper for trimmings. With cutting and fitting and pasting the little girls soon made the paper into dresses.

"I do love paper dolls," said Phyllis. "Sometimes I think I had rather have them than real dolls. I asked mother to give me only paper dolls for my birthday."

"That's to-morrow, isn't it?" asked Jane, and she smiled to herself.

"Will you come over after school?" Mother said I couldn't have a party this year. But she's ordered some ice cream, and maybe there'll be a cake."

Jane had a queer look on her face. "I can't come right after school, Phyllis. I promised Helen I'd go over there."

"Helen didn't ask me." "I know."

"But it's my birthday."

"I'm sorry," said Jane, but she didn't look sorry.

Phyllis jumped to her feet. "If you don't like me any more, I'm going home."

She ran out of the yard.

All the next day at school Phyllis kept away from Jane and from Helen. More than once she saw them giggling and talking together, but every time she came near them they grew quiet.

She felt hurt and went home all by herself. Phyllis had a habit of sulking when things did not go to please her, and even though to-day was her birthday and there was ice cream at home, she circled round the house to the back yard. She could do something to make those girls feel bad, and she intended to do it.

The paper dolls!

Lightly she ran across the back yard and down a side street to Jane's playhouse. She knew just where everything was. She picked up a box of colored papers that she had decided to burn or tear or spoil in some way. But when she took the cover off the box a scrap of white paper fluttered to the floor. She thought it was a paper-doll dress and stooped to pick it up, but then she saw that it was a note.

"Be sure to be on time," it said. "Won't it be a lark! Mrs. Cummins said—"

The rest was torn off.

Mrs. Cummins? That was Phyllis's mother. What did she know about all this? Phyllis hadn't told her that the girls had a secret. Slowly she put back the box of paper dolls. She

would go home and ask her mother what the note meant. Slowly and thoughtfully she walked up the front walk and opened the front door.

"Surprise! Surprise!" a dozen merry voices shouted.

Then Phyllis realized what the note had meant and why the girls had avoided her and why Helen had not asked her to play. A surprise party! For her! Of course! It was her birthday.

Jane was hugging her tight. "Come on, Phyllis. The table is all set. There's a great big cake, and you are to have the first blow at the candles."

Of course it was intended that Phyllis Cummins should be the happiest little girl there, because it was her birthday and her party; but she wasn't, because she felt ashamed of herself.—By Marguerite Murphy, in Youth's Companion.

## POULTRY.

Boiled pumpkin mixed with bran makes an appetizing mash to develop a large crop capacity in the pullet. This has been successfully used by several breeders in forcing the growth of pullets before placing them on the laying ration to produce winter eggs.

When chicks have been marked with wing bands it pays to examine the wings soon after the birds reach broiler age. If the wing bands are bent too tight it will cause a sore on the wing. I think it is usually best to substitute leg bands for the wing markers as soon as the birds are half grown.

Useful broody coops can be made by hanging the shipping crates against the poultry house walls near the nesting sections. The slatted side of a shipping crate forms the bottom of the broody coop. Each crate will hold six or eight broody hens and they break up more quickly when setting on the slats because there is no chance for them to make any resemblance to a nest, as is the case when confined in a coop on the ground.

Now is the time to prepare to store up plenty of mangels, cabbages and cull vegetables for the hens. Where a sufficient supply is lacking it is often possible to purchase a large quantity from neighbors at a reasonable price. In sections where the winters are long, the poultryman cannot afford to neglect green feed. If the supply gives out early in the winter it may result in birds lacking in vigor and hatching eggs that will not produce vigorous chicks.

Plan on cleaning the laying-houses and filling them with clean straw on sunny fall days. Then you are ready for the cold fall rains and chilly winds which give unprotected poultry many colds. It is a satisfaction to have the birds busily scratching in clean straw and thriving in spite of bad weather.

The women of the Holy Land, as soon as their babies are able to sit alone, place them astride their shoulders. The women of Nigeria carry their new-born babies in calabash shells. The Tera women in Africa carry their children slung in their waist-cloths behind them and cover their heads with calabash shells to protect them from the sun. For a year after the Bayaka babies are born they are not washed.

Forty thousand tons of tobacco are smoked in the United Kingdom every year.

## How to Get Better Prices for Comb Honey

BY D. C. GILHAM.

Do you know why so many beekeepers howl about low prices and poor market for honey? I'll tell you: It is because of carelessness in producing or handling the honey.

For instance, I have seen beekeepers place sections in supers that were not meant for that particular type of section. Result, the sections were diamond-shaped instead of square.

Another thing that detracts from the appearance of comb-honey is the presence of propolis (the glue used by bees for filling cracks) on the sections. This is not hard to get off, if you take proper precautions. The best way to proceed is to coat the tops of the sections, in the supers that are exposed to the bees, with a thin coating of paraffin. Do this before placing the supers on the hive. When the filled sections are removed from the hive, the paraffin and any propolis that may have been deposited on top of the sections is easily scraped off, thus leaving a nice clean section. The difference in price that a producer will receive for a clean section and a dirty one will well repay him for his extra time and work.

USE A BEE-ESCAPE BOARD.

When a super is filled and ready to be removed from the hive, a bee-escape board should be used. One beekeeper offered me extracted honey. He had not used a bee-escape board to clean the bees out of the supers, but had snacked the bees out. Result, the honey tasted from the excessive smoking the combs had received. It took him longer to free the combs of the bees with the smoker, than it would have taken to place a bee-escape board under the super. He could have left it on for twenty-four to thirty-six hours and then gone and picked up his super of honey and carried it into his honey-house, free of bees. He lost several cents a pound on his honey, because he didn't invest a little money in bee-escape boards.

Some of the careless beekeepers offer their honey to the retail merchant at a lower figure than the mar-

ket price. On account of the neglect in packing and in the handling of comb-honey, many a section is cracked or a hole is punched in it. If the merchant buys, he soon has a sticky, messy pile of goods to dispose of, and is disgusted with the handling of comb-honey.

## CARELESSNESS IN HANDLING.

I have found it is not always the fault of the producer. Many clerks are careless. In one instance where I had delivered an order of comb-honey, one of the clerks dropped a section on the floor before the proprietor had written out his cheque, to pay me. Within a week I received a card asking me to call. When I did he wanted to know what was wrong with that lot of section honey. Every section had been in perfect condition in sealed wrappers when delivered. I found 76 per cent of the combs broken and leaking through torn paraffin wrappers, due to carelessness in handling by the clerks. A section of honey on display, where customers can handle it, is often damaged by inquisitive persons and not by prospective buyers.

All progressive beekeepers use a carton of some kind to protect their comb-honey, to keep it clean and sanitary when on display in the store. The tall plain section is my favorite, as it permits the use of a heavy paraffin-paper wrapper and allows the customer to see what is inside without opening. The beeway section necessitates the use of a cardboard carton, which must be opened and the section removed to see it. Some cardboard cartons have a hole in the centre so that the comb will show through, but this allows the dust and dirt to get upon the comb.

Some beekeepers are shipping comb-honey by parcel post without sufficient packing. The result is a messy package in the mails. If they continue to keep this up, the postal authorities will soon put a stop to the shipping of comb-honey by parcel post, and the careful beekeeper will have to suffer for the acts of the careless one.

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## Efficient Silo Filling

BY EARL ROGERS.

Some four years in filling my own silo and helping to fill several in the neighborhood show me that one can cut corners in this job. We own our own cutter here and have our own power usually. We do not like to let that power run idle and the time of two or three men be wasted for an hour or so each day of filling if we can help it.

Consequently it is our aim to plan to drive past the cutter with each wagon. If we have to drive up and then back out, the whole outfit runs idle and the waiting team and feeder of the cutter are idle. Driving past the cutter enables us to keep the cutter working continuously.

Our silo filling on each farm runs from sixty to eighty tons. With the usual farm chores and a thirteen-inch cutter we find this a nice day's work. Usually we don't work until dark. We want to keep the farm chores up and do them nearly on time. That is as much our business as the silo filling and it is as reasonable too. I found last fall that if the unloading man will slip off some extra bundles and throw them back of the feeder when there is a little time this serves as a reserve. Then when the empty wagon moves out the feeder can keep the cutter plugging away.

We have constructed a detachable feeding table on our cutter, about four feet wide and six feet long. Throwing the bundles on this table prevents getting them mixed and enables the feeder to keep an even flow of corn in the cutter all the time. There is always a supply of one or two bundles ready to use.

We have found that an extra team doesn't hurt anything when filling. Let the wagon stand loaded. Then when someone comes in too slowly take a man out of the silo and run this wagonload through.

Last year I tried to use one man in the silo at first, two a little later and then three near the top, and when finishing I had four men tramping. I figured that the bottom of the silo would be packed pretty well with the weight from the top. In feeding out I am having a little trouble with small moldy spots around lower doors. I wonder if this is because of the one man on the tramping work at first? It looks as though this plan was a mistake.

We load our wagons with the tops first. I notice that there has been some discussion about this. I suspect that if we were raising corn about six feet high it wouldn't make much difference, but when it runs from ten to twelve feet on the average that way of handling would be pretty hard to follow all day.

We use an ordinary low-wheeled wagon. This saves a lot of heavy lifting but is not so good as the suspended frame racks that are used in some places. I hope we'll get to using that form of rack in time. We figure on two or three men in the field and about four teams to keep our cutter going. I think there is a chance to help ourselves here in having more teams and fewer men on the job.

There is no reason why each driver shouldn't load almost half of his wagon alone. For the last part and the top a little help is handy and sure. But it is useless for a man to drive to the field and sit on his wagon until the pitchers come to help. The driver has the easy job in silo filling, as he gets a nice rest in going and coming from the field. Pitchers, the men in the silo and the feeder of the cutter, work all the time there is anything going through the machine.

When farmers work, their teams usually stand idle. Because of this the use of two or three extra teams on a filling job would not lose anything

and might easily allow horses to do some of the work that men have been doing.



Easier Saving.

"Do you believe in daylight saving?" "Well, yes; it's easier saving by daylight than after the cabaret light is turned on."

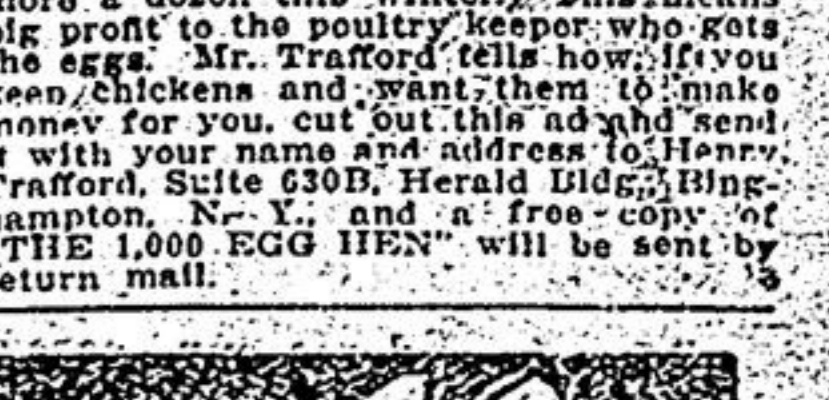
Father, presiding at breakfast table, asked William, aged three, if he would like an egg. "Yes, daddy, one with a light in, please," said William.

## 1000 Eggs in Every Hen

New System of Poultry Keeping—Get Dollar a Dozen Eggs—Farrour Poultryman—TELLS HOW

The great trouble with the poultry business has always been that the laying life of a hen was too short. Says Henry Trafford, International Poultry Expert and Breeder, for nearly eighteen years Editor of Poultry Success: "The average pullet lays 150 eggs. If kept the second year, she may lay 100 more. Then, she goes to market. Yet, it has been scientifically established that every pullet, is, born or, hatched, with over one thousand minute egg germs in her system—and will lay them on a highly profitable basis over a period of four to six years' time if given proper care."

How to work to get 1,000 eggs from every hen; how to get pullets laying early; how to make the old hens lay like pullets; how to keep up heavy egg production all through cold winter months when eggs are highest; triple-egg production; make slacker hens hustle \$5.00 profit from every hen in six winter months. These and many other money-making poultry secrets are contained in Mr. Trafford's new EGG-HEN system of poultry raising, a copy of which will be sent absolutely free to any reader of this paper who keeps six hens or more. Eggs should cost a dollar, or more a dozen this winter. This means big profit to the poultry keeper who gets the eggs. Mr. Trafford tells how to get good chickens and want them to make money for you, cut out this ad and send it with your name and address to Henry Trafford, Suite 630B, Herald Bldg., Birmingham, Ala., and a free copy of "THE 1,000 EGG HEN" will be sent by return mail.



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## Kendall's Spavin Treatment

## Inspection of Imported Nursery Stock

On September first the new regulations under the Destructive Insect and Pest Act, issued by the Department of Agriculture go into effect. All importers of nursery stock, which includes all plants for ornamental purposes or propagation, such as trees, shrubs, vines, bulbs, perennials, etc., except seeds, will be required to secure a permit before the shipments are brought into Canada. Importations of nursery stock must be inspected before leaving the country of origin and a certificate of inspection must accompany the invoice. Importations from countries other than the United States can enter Canada only through the ports of St. John, N.B.; Montreal, Que.; Niagara Falls, Ont., and Van-

cover, B.C. At these ports the shipments will be re-inspected or in the case of large consignments, they may be permitted to proceed to destination for inspection. The importation of certain plants has been prohibited on account of insect pests or plant diseases. Persons intending to bring in nursery stock from the United States or other countries, are advised to write for information to the Secretary, Destructive Insect and Pest Act Advisory Board, Department of Agriculture, Ottawa.

The natural resources of the earth are the heritage and the property of every one and all of us. We should reach the time when we shall not allow a man to till the earth unless he is able to leave it at least as fertile as he found it.—L. H. Bailey.