

manuring shall be placed within the area of soil occupied by the roots. *A priori* deep-manuring, or shallow-manuring or surface-manuring, as a practice, should depend upon the rooting character of the plants which are to be grown upon the soil which receives the manure.

E. LEWIS STURTEVANT, *Director.*

#### MARKETING FRUITS.

The marketing of a product is as important a matter as production. The profit depends fully as much upon proper sale as upon proper production. The profit is the margin between cost of production and price realized; hence a poor price destroys profit as effectually as excessive cost of production. The first point to observe is perfect honesty. Give honest measure. A short measure is an abomination unto the buyer of fruits. Let a quart package be two full pints; and let your peck be eight such quarts. Don't cheat, and greater shall be your reward. To be successful you must establish a good reputation, and to do this you must have honest measures.

Pack honestly. Let me tell you that next to honest measure, honest packing is the prime requisite of successful marketing. If you would make that reputation without which you can not make money, you will have the contents of every barrel, basket or box as good at the bottom or middle as at the top. Always sort your apples, peaches, plums, &c.; never put large and small ones in the same basket, and be very careful that you don't put the large ones on the top. The small ones will help to fill the basket very little and will spoil the looks and the sale of the whole. Keep them separate and they will measure more, the small ones will sell for as much as the mixed lot, and the large ones for extra fine fruit. Have the contents of each package of

the same grade throughout. "There's millions in it."—*From Rural New Yorker.*

#### FERTILIZERS.

Mr. Ware ventured to mention salt as a manure; he had seen excellent results from its use. If not plant food, it is certainly taken up by plants, as is shown by their salt taste. For mangolds, carrots and cabbages, it is certainly valuable in connection with other manures, and farther inland it must be more valuable. He had seen large crops of grass where the salt had been washed from curing fish. He would apply from ten to twenty bushels per acre of refuse salt, which can be obtained very cheaply.

Night soil is valuable, but it will not do to depend upon it alone; it must be used in connection with some other manures.

Farmers should depend mainly on their barns for manures, and use commercial fertilizers to eke them out and assist them. A report of the Connecticut Agricultural Experiment Station says that the price of commercial fertilizers is from thirty to thirty-five per cent. above the value of the materials, and farmers pay that for mixing and manipulating them. Stable manures do double or triple duty; they not only supply plant food, but have a chemical or mechanical action that brings out the fertilizing qualities in the soil, and this should be taken into account. Commercial fertilizers leave the soil in a sodden condition.

In regard to the application of manure, Mr. Ware said that the time had gone by when farmers need fear loss by evaporation at whatever time manures are spread, and if the land is in condition they may be applied at any time. Green manure, harrowed in in the fall, will be plant food in the spring, very much as