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October 31, 1917

# THE GRAIN GROWERS' GUIDE

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## The Higher the Price of Butter the Greater Your Loss without the Best Cream Separator

BUTTER prices are going higher every week.

Even at present butter prices no cream producer can afford to be without a cream separator or to continue the use of an inferior or half-worn-out machine another day.

And the higher the price goes the greater your loss.

Even if you have only two or three cows a De Laval would pay for itself in a few months.

If you have a larger herd your need of the best cream separator you can buy is just so much more urgent.

A De Laval Separator bought now will more than save its cost by spring. It can be bought for cash, or if preferred, on such liberal terms that it will easily pay for itself in its actual savings over any other separator or creaming system.

See the nearest De Laval agent right away and let him show you what the De Laval will save for you. If you do not know the De Laval agent, write direct for any desired information.

The De Laval Company, Ltd.  
MONTREAL PETERBORO  
WINNIPEG VANCOUVER

## LIVE POULTRY Wanted

Old Hens, per lb. .... 13c-15c  
Roosters, per lb. .... 12c  
Ducks, per lb. .... 15c-16c  
Turkeys, per lb. .... 20c-21c  
Geese, per lb. .... 14c-15c

Eggs, 30c per dozen.  
Butter, 34c per pound.

Spring - Chickens highest market price.

F.O.B. Winnipeg. Please let us know what you have and we'll forward crates and egg cases for shipping.

MONEY ORDER MAILED DAILY

Standard Produce Co.

43 CHARLES ST. WINNIPEG

**EARN \$10 TO \$20 A DAY AT HOME**

Help to meet the big demand for Ready for use and your home trade.

Industrious persons provided with profitable, all-year-round employment on Auto-Kutlers. Experience and distance immaterial.

Write for particulars, rates of pay etc. Send 3 cents in stamps.

Auto-Kutler Machinery (Can.) Co. Ltd.  
Dept. 104, 84, 237 College St., Toronto

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Now Ready for Mailing. Send Us Your Name and Address.  
ALVIN SALES CO.  
P.O. Box 56, Dept. 70, Winnipeg, Man.

market or consumption must have both sides, ends and top slatted. Tops with slats more than 1 1/4 inches apart must be protected by wire netting. Coops containing chickens or ducks must not be less than 12 inches or greater than 16 inches in height for each tier of birds. Coops containing turkeys or geese must not be less than 16 inches nor more than 22 inches in height for each tier. Coops must not exceed 30 inches in width and 48 inches in length. Shipments of live poultry in broken or weak jointed coops and coops not conforming to above measurements will be refused.

Express companies are very strict in enforcing these rules and any crate not up to specifications which for some reason or other were shipped in full of chickens, will not be accepted for a return journey.

The reason for having a standard size is evident. When much poultry is shipped these crates can be piled four or five tiers high without any danger of collapsing by the weight of those on top. Then, too, with the sides and ends slatted there will be a free circulation of fresh air and no danger of suffocation. With this standard of size, shape and type an express car can be made to carry its maximum capacity. Besides this, when all coops are of standard size and shape and also likely to be very uniform in weight when filled, there is a general tendency on the part of farmers to pack in too many chickens in a crate. A standard size crate should not have any more than 24 or 25 chickens in it if the owner wishes them to reach their destination on the lowest shrinkage possible.

### Don't Feed Before Shipping

The practice of feeding a lot of grain before shipping is a bad one. As a rule, the farmer is disappointed in the weight of the chickens when the dealer gets them and also sore at the high express charges. Poultry intended for shipping alive should not be cooped until just a few hours before shipping. If the shipment will reach its destination the same day there is no need of feeding before shipping nor yet to throw any grain in the crate.

Probably one of the sorest points with farmers in selling their poultry is the weight they get paid for, or in other words, the shrinkage or weight docked. Just how far the farmer is justified in kicking is hard to say. We would like to clear up a few points if possible without being accused of taking the dealer's side. In the first place, the average chicken is capable of storing a pound of feed in the crop and gizzard. It takes about 12 hours for all the feed to pass out of the crop, and by the time this is done considerable shrinkage will result. The longer the chicken is starved, the heavier the shrinkage. It is hardly fair to expect dealers to pay 18 cents per pound for grain which they can ordinarily get for two or three cents per pound. I have seen a shipment of 23 chickens come in with lots of feed in the crate, which after being starved only 18 hours shrank 18 pounds. Surely it would not be fair to ask a dealer to pay for chickens he did not get. It is just a question of getting together.

The farmer has absolutely no right to expect pay on the same weight as he weighed when loading them at his end. A reasonable shrinkage is fair and just. On the other hand, a dealer has no right to deliberately set about to do the farmer out of what is coming to him. Not many of them do this. Most dealers, however, look for a square deal from the farmer just as much as he looks for a square deal from the dealer. Often the farmer has a set of scales that are not properly balanced and in this way a misunderstanding occurs. With the dealer this is

hardly possible under the system of inspection which is followed.

Without any further argument the data at the foot of this page is given to show what actually happens in shipping live poultry:

The average distance for these 16 shipments was a fraction less than 142 miles. The average shrinkage per chicken in this average distance was 10 1/2 ounces. The average shrinkage per 100 pounds of chicken was 13 pounds 3 1/2 ounces.

Now these shipments were taken at random and the farmer's weights at shipping points are taken as correct. As far as the weights at the receiving point are concerned, we can certify to those. We ask in all fairness for farmers to look over these carefully. I doubt if any further comment is necessary.

### MILK PRODUCTION COSTS

At a meeting of the committee appointed by the food controller to investigate the cost of producing milk, held in Ottawa recently, a chart was shown which gave the cost of producing milk per quart in the various provinces including depreciation, but not interest on investment. The following prices show the cost of producing a quart of milk:

Nova Scotia, 6.9c; New Brunswick, 7.5c; Quebec, Montreal district, 5.8c; Ontario, Toronto district, 6.2c; Ontario, Hamilton district, 6.6c; Ontario, London district, 6.1c; Ontario, Ottawa district, 6.7c; Manitoba, 5.7c; Saskatchewan, no figures ready yet; Alberta, 8.1c; British Columbia, 7.0c.

It was pointed out that in the case of Alberta, only two replies to the questionnaires had been received and one average was placed very high. The committee were of the opinion that the Alberta figures could not be considered as final.

After some discussion on the question of price of milk it was decided that the milk committee should take the cost of production as it stands and fix prices for the various districts. As cost of production advanced or decreased the price of milk could be fixed on a sliding scale.

A resolution favoring the importation into and manufacture of oleomargarine by Canada as a war measure only was unanimously adopted by the milk committee.

### WAS IT THE COW'S FAULT

Supposing that you keep a cow giving 5,000 pounds of milk a year, for which you receive \$700 cash, how much profit does that cow make? This is not a riddle, but simply a query that every dairyman should be in a position to answer. Leaving aside the "higher accounting" side of revenue and expenses per cow, those persistent items of rent, interest, taxes, depreciation, etc., and taking only income from milk or fat, and cost of feed, are you then in a position to say definitely that each cow you keep does make a good clear profit above feed cost? Whether the feed is valued at \$40 or \$50, whether the income is \$50 or \$120, is there such profit that a fair return is made to you for the labor expended? For if revenue and expense just balance showing no margin of profit at all, there must surely be something wrong; your labor has to be paid for.

Perhaps some cows would show profit if fed better, some 'won't. Many men in all provinces on the cow testing register at Ottawa show \$30 and \$60 clear profit per cow above feed cost. You may have made more than that; if you have made less, was it entirely the cow's fault?—C.F.W.

### Shrinkage in Shipping Live Chickens

No. Shipped	Distance Shipped	Shipping Point	Receiving Point	Shrinkage	Breed
88	46 miles	511 lbs.	437 lbs.	74 lbs.	R. I. Reds
26	46 "	106 "	96 "	10 "	Mongrels
22	182 "	104 1/2 "	92 "	12 1/2 "	R. I. Reds
22	182 "	90 1/2 "	78 1/2 "	12 "	R. I. Reds
24	153 "	98 1/2 "	85 "	13 1/2 "	Barred Rocks
38	125 "	168 "	154 "	14 "	Buff Orpingtons
20	202 "	134 "	116 "	18 "	Barred Rocks
24	295 "	127 1/2 "	102 "	25 1/2 "	Mongrels
21	213 "	102 "	89 "	13 "	Barred Rocks
18	40 "	86 "	78 "	8 "	Barred Rocks
24	198 "	111 "	100 "	11 "	Barred Rocks
12	79 "	68 "	58 "	10 "	Barred Rocks
39	39 "	166 "	156 "	10 "	Barred Rocks
18	106 "	101 "	80 "	21 "	Mongrels
14	125 "	85 "	75 "	10 "	Mongrels
35	239 "	197 "	161 "	36 "	Reds
447	2270 miles	2256 lbs.	1957 1/2 lbs.	298 1/2 lbs.	

**\$45.50** 30 Days' Free Trial on Your Own Farm

**Galloway Sanitary Cream Separators**

No. 4, 375 lb. Capacity \$45.50  
No. 7, 500 lb. Capacity \$2.50  
No. 9, 750 lb. Capacity \$9.50  
No. 11, 900 lb. Capacity \$7.50

Marvels of mechanical genius and close skimming ability. Light running.—Sanitary. Money can't build a better machine. 10 year guarantee. **SEND FOR BIG FREE BOOK** Tells all about Galloway Farm Machinery and why Galloway can sell such high quality for low price. You need the book in your home.

Wm. Galloway Co. of Canada, Limited  
Dept. 11 Winnipeg

If you do not see what you want advertised in this issue, write us and we will put you in touch with the makers.

**Farmers' and Gardeners' Produce Exchange Ltd.**

306 CARLTON STREET, WINNIPEG

All kinds of Farm Produce purchased and handled on Commission.

Special Turkeys, live, per lb. .... 22c  
Special Turkeys, dressed, per lb. .... 27c  
Dairy Butter, per lb. .... 38c  
New Laid Eggs, per doz. .... 40c

Prices F.O.B. Winnipeg

## LIVE POULTRY BUTTER AND EGGS WANTED

Your poultry will be coming along nicely now and you will be looking for a market that will render you dependable service. Please Note:—We pay cash (Bank or Money Order) on receipt of goods. We give honest weight. We supply crates for shipping, on request, free of charge to any part of Manitoba and Saskatchewan and buy any quantity. Spring Chickens, per lb. in good condition .....

Old Hens, per lb. good condition .... 16c  
Old Roosters, per lb. .... 12c  
Ducks (any age), per lb. .... 15c  
Geese (any age), per lb. .... 14c  
Turkeys, per lb. in good condition .... 21c  
Butter, per lb. .... 34c  
Eggs, per doz., strictly new laid .... 40c

All Prices F.O.B. Winnipeg  
We are also in a position to handle all the dressed Hogs you can ship and should be glad to have you write us for quotations.

Saskatoon-Tanenbaum Grocery Co.  
405 Pritchard Ave., Winnipeg, Man.

**LIVE POULTRY WANTED**

NOTICE—The bestest reason for Poultry is now starting.

Fat Hens, 5 lbs. up, per lb. .... 16c  
Hens, any size, in good condition, per lb. .... 15c  
Ducks, per lb. .... 15c  
Geese, per lb. .... 14c  
Roosters, per lb. .... 12c  
Turkeys, 7 lbs. up, per lb. in good condition .... 21c  
Spring Chickens, in good condition, any size, per lb. .... 16c

Prices absolutely guaranteed until next week. These prices are for live weight F.O.B. Winnipeg. Let us know what you have to sell and we will forward crates for shipping. Prompt cash for all produce received.

**ROYAL PRODUCE & TRADING CO.**  
87 Alkema Street, Winnipeg

**Dreadnaught Engines**

Buy direct from manufacturer. Save Middle-man's profit. 2 to 16 H.P. Immediate shipment. More power—cost less. 3 year guarantee. 30 days' free trial. Write for catalog and latest wholesale factory prices direct.

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