

France exceeded Canada by 17-10 of a cent per dozen, which is but a trifle when distance and time of transit is taken into consideration. We are further away from the Motherland than Germany or Russia, yet our eggs averaged 43-10 of a cent per dozen more, showing conclusively that our eggs are of excellent quality. Last year, dating from June 30th, 1896, to June 30th, 1897, Canada exported to Great Britain 89,719,682 eggs, an increase over 1895 of 37,291,632 eggs.

It pays to raise good stock as it pays a merchant to produce superior goods. Quality forms a very important part in securing ready sales and best prices. The farmer and fancier raising table fowl for the market, or raising it to approach the requirements of the standard in size, style and feather, will always find that they must continually try for something better than they already have. It is not only so in poultry, but in stock of all kinds. We should not only work with our hands, but should more seriously apply our brains, as poultry raising is becoming daily a thoughtful study. If we want eggs we select small breeds, if meat, the large breeds; the old haphazard chicken raising isn't "in it."

If the demand is for white eggs and white-skinned table fowl, keep varieties that will furnish these, or if for brown eggs and yellow-skinned fowl, by all means keep them. If you have a local family trade, you must cater to their demands, even though you think their notions are imaginations. If you agree to give them absolutely new laid eggs, be sure you do it, and if your demand is greater than your supply, be very careful just here, as many ships have foundered on this rock, viz., buying eggs from a neighbor to make up the deficiency. Build up a reputation by producing everything of first-class quality, and when you have the confidence of your customers don't fail to retain it by keeping up the standard of your products.

In order to do this it requires care and close attention to all details, some of which are as follows: If you have agreed to supply new laid eggs of a certain color and size, see that you do it; if you have agreed to supply dressed poultry of a high grade, be sure you do it. Never under any circumstances scald the fowl to take off the feathers; by so doing you will lower their market value twenty-five to fifty per cent. The market of to-day is growing stronger day by day, as

to the matter of standards and values, not alone in poultry products, but in everything else.

Eggs from healthy, thoroughbred hens fed on good sound food, are better than eggs produced by half starved dung-hill fowl. Perhaps you say "that's all nonsense, an egg is an egg," but, however, you may think there are people that do, and are willing to pay an extra price for fine eggs as above described. If you have sufficient regular output to ship direct to large cities or export to foreign countries, it is for you to look for the best mode of packing and shipping, and carefully consider cost of transit. Business tact and common sense ideas must here be exercised by the poultry raiser just as much as by the merchant in selling merchandise, but as the cold storage facilities will soon be brought to a satisfactory issue, the export trade will be largely in the hands of commission men, who will attend to all details and classifications in order to comply with the demands and requirements of the foreign market. The poultry industry of Canada is opening up a field to our farmers that is proving to be one of the best paying industries on the farm. We raise turkeys in size and quality equal, if not superior, to any in the world, also ducks and geese second to none. In poultry we not only breed to feather, but we breed quality in all points of merit, whether it be for the table, the egg basket, or the exhibition. For prize takers in strongest competition we can sweep the universe, and this is no idle boast, as it has been proven times without number. The question may be asked by some, "What brought about this state of things?" In the first place, I am satisfied it was largely due to our Ontario Provincial Legislature granting aid to the Ontario Poultry Association, as she is the mother of all the poultry associations, and has spread her wings, not only throughout this province, but has distributed her progeny away out in the North-West Territories and British Columbia, also to our friends to the south of us, as well as across the deep blue sea. I am sure that not only the poultrymen of Ontario, but the public at large, appreciate the efforts of the Government in trying to develop the poultry industry of this country, which they have thus far brought to a satisfactory issue. The Ontario Poultry Show brings together annually the finest and best poultry in the land, and the keenest competition in all classes, and it has been the means of bringing