

## APPENDIX No. 3

same. Allow me to give you a case in point. Mr. J. C. Stuart, of Dalmeny, Ontario, some twenty miles from Ottawa, on the Prescott line of the C.P.R., is a live, energetic and clever young Canadian farmer. I received a letter from him some time ago saying that he could supply a quantity of strictly new-laid eggs if he could only get a purchaser for the same. Meanwhile I had been told that a grocer in the city was anxious to get strictly new-laid eggs for a select class of customers. I put Mr. Stuart in communication with him with the result that Mr. Stuart made arrangements to supply the grocer with eggs, beginning in last November, at 45 cents a dozen.

Towards the beginning of December Mr. Stuart said he should have fifty cents per dozen for his eggs, and the grocer continued to take them. A little while after, however, the grocer said to Mr. Stuart, 'You are charging me a very high price for these eggs.' Mr. Stuart asked him to recollect the quality of the eggs, and assured him in reply that for every bad egg found amongst those supplied by him he would give the grocer a dollar. Mr. Stuart came to me and said, 'Mr. So and So is kicking at the price of the eggs. I said to him, "Drop him at once, there are too many other people who are only too anxious to get strictly new laid eggs." So Mr. Stuart shut down, but the grocer came after him and asked him, 'Why do you not send any more eggs to me?' Mr. Stuart replied, 'You kicked about the price, and I do not like you to think that I am charging too high a price for the eggs.' You will remember Mr. Stuart had told the grocer that he would give him a dollar for every egg which he found was not strictly new laid. That was a pretty stiff guarantee. Said Mr. Stuart: 'You pay me the fifty cents a dozen and I will continue to supply you under that arrangement.' The grocer was only too glad to get the eggs again because he was dealing with a man whose goods he could depend on. You will see that Mr. Stuart is a live, energetic and clever young Canadian farmer, as so many of our young Canadian farmers are, I am very happy to say. Recognizing his ability and his worth as a practical man the Ontario government secured him for Farmers' Institute work, in which he has been engaged for some months past. So Mr. Stuart not only does, but tells others how to do. That is a very important point—a practical farmer telling other farmers how to succeed. An important and practical part in Mr. Stuart's instruction to his fellow farmers is to keep no less than 200 hens, so that they can have sufficient eggs to send in twice per week. This at once meets a great difficulty in placing strictly new laid eggs on the market. I was asked by a member of this Agricultural Committee last year, 'But surely you would not have a farmer run into the city twice per week with only a few eggs each time.' Certainly not, but with 200 hens he would have a goodly few every week, and the same difficulties that Mr. Stuart encountered in getting his eggs to market are only such as any farmer would encounter. Mr. Stuart lives twenty miles away from the Ottawa market, yet he sends his eggs in twice per week. On one occasion a lady told me that her son was coming from New York and she would like to get for him some strictly new laid eggs, and asked me if I could get them for her. I got a case of 12 dozen eggs from Mr. Stuart, and afterwards the lady told me that she never had finer eggs before; indeed she was perfectly delighted with them both as regards size and quality.

Mrs. R. A. Craig, of Osgoode, Ont., a farmer's wife, sells all her strictly new laid eggs to a Montreal dealer at fifty cents per dozen during the winter months. She has 200 hens or over. And poultry she disposes of, both dead and alive, in large quantities. I might mention other cases, but these are sufficient for the present. It shows you the great opportunity which the farmers have if they will only take advantage of it.

## BAD PRACTICES ON THE PART OF FARMERS.

But there are several bad practices on the part of the majority of farmers, which seriously mitigate against the quality of their goods. Now, let us briefly note some of these drawbacks:—