

Fur and Hide Directory

X FURS! FURS!! FURS!!! X

Sell your raw furs on the best market. The prices at The Pas last season were about equal with the large American centres. The reason: The largest fur houses in the world have buyers here all the time. We do not buy fur, but have a sales warehouse and all furs are sold by Public Auction.

Write us for any information. Fish catalogue ready 1st November

THE DAVIS PRODUCE CO.

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BRANDON - MAN

WHEN WRITING TO ADVERTISERS PLEASE MENTION THE GUIDE

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HIGH CREAM PRICES

36c per lb. Butterfat for No. 1 Sour Cream.

38c per lb. Butterfat for A1 Cream.

40c per lb. Butterfat for Strictly Sweet Cream.

These are the prices we are paying at present. Write us for tags today.

Holland Creameries

References: Dominion Bank
67 Victoria Street Winnipeg, Man.

BOYS AND GIRLS

ONLY TEN WEEKS MORE AND CHRISTMAS WILL BE HERE

Every boy and girl reader of The Guide will be looking forward with pleasurable anticipation to the glad time of Christmas. The Guide wants every boy and girl to have a good time this Christmas, and we believe that one of the principal elements that go to make a happy Christmas is the giving of gifts, just as much as the receiving of them, and your satisfaction will be still greater if you can give your friends and relatives something that has been bought with money that is your very own. Between now and Christmas The Guide will give every boy and girl a chance to earn some Christmas money in their spare hours. It is work that every boy and girl can do, and it will pay you well for the time you devote to it. Begin Now. If you want to earn some of this Christmas money, do not put it off, because the few weeks between now and Christmas will soon slip by. Drop a postal card or a letter to The Guide and we will tell you all about it. Address your inquiry to the

CIRCULATION DEPARTMENT

Grain Growers' Guide

Winnipeg

WHEN WRITING TO ADVERTISERS PLEASE MENTION THE GUIDE

Making More From Hides

Why farmers receive low grades from dealers—Practical advice on Skinning, Salting and Shipping to get top prices.

By H. Higginbotham

The manner in which hides should be treated preparatory to shipment depends upon the season. Hides should never be shipped in their green state between the months of April and October, but should always be salted. In the winter months it is better to ship the hides green because the dealers prefer to get them in this condition and salt the hides themselves, as they are able to produce a more uniform quality by salting a large quantity of hides together.

Below are discussed some of the defects in hides which cause them to grade second or third instead of first.

Scoring.—This is one of the most serious defects in country hides. It is the result of inexperience and poor equipment in taking off the hide. Instead of flaying the beast's hide the inexperienced man sometimes "chops" it, with the result that indentations are made into the texture of the hide, perhaps only one sixty-fourth of an inch deep, but this is sufficient to spoil the under surface of the hide so that it cannot be used for No. 1 leather. Wire cuts also throw down the grade.

Hair slipping.—This is caused by not properly salting hides during warm weather. The hide is rolled up and put away hot; further heating takes place, and the hair slips out. If the hair is slipped only in one or two places it is sufficient to throw the hide down one grade, but if the hair is slipped throughout it becomes a glue hide and is worth only half the price of a No. 1 hide. Dealers sometimes receive hair-slipped hides in the winter time, when the trouble has usually been caused by the hide being rolled up and kept in a warm stable after it has been taken off. It is only necessary to leave a hide 24 hours in this condition to cause the hair to slip.

Branding.—Branding damages the "grain" of the hide. Dealers divide branded hides into two classes—"butt brands" and "side brands." Butt brands are usually bought for one cent per pound less than No. 1 hides. The butt brand is usually smaller than the side brand and therefore less of an injury to the hide. Side brands are bought for three cents less than No. 1 hides.

Shape of Hide.—The shape of the hide itself is important and a poorly shaped hide, even though it is perfectly good in every other respect, will only grade No. 2. The trouble here, usually, is that the hide has not been split in the proper place. This is usually more noticeable on the legs. Exact centre splitting is demanded by the tanners. Very often farmers lose on their hides thru splitting a little to the side of the centre. In splitting up the side of the legs the knife should always follow a line between the knuckles. Never split to the side of the knuckle. Leave the skin of the head on. If the animal is bled at the throat do not make the cut larger than absolutely necessary. No dealer will pay for a head left hanging by a narrow strip.

Grubby Hides.—Warbles in the back of an animal throw down its hide value. A grubby hide with less than four holes will grade No. 2, while more than this number will cause it to grade No. 3.

Foreign Matter.—This is one of the most common causes of dissatisfaction to the farmer shipping hides. The tanner wants nothing but hide which can be turned into leather. Everything else is merely waste matter. Thus a farmer ships a hide with the horns and tail bone attached, meat and fat, manure, ice or other material adhering to the hide. When the hide, which perhaps weighed 70 pounds at the shipping point, is credited with 60 pounds weight by the hide dealer, the farmer thinks that he has been robbed. Not only does the hide dealer deduct the weight of any foreign matter, but he also makes a deduction to reimburse him for freight paid on useless material.

Facts About Shipping

Another prevalent cause of dissatisfaction arises thru shipping tags becoming detached in transit. When this takes place the railway company de-

livers the number of hides indicated on the shipping bills, very often irrespective of the weight of the hides, with the result that instead of a 60 pound hide the dealer receives a 45 pound hide and the shipper has to stand the loss. Farmers should see that the tags are securely attached before shipping. Mail the shipping bill to the dealer the same day. Two or three hides can be shipped by freight as cheaply as one as railways charge on 100 pounds minimum and also charge first-class rate, whereas on shipments of over 100 pounds hides take third-class rate.

In the hide business it is customary to deduct a certain tare to allow for shrinkage in transit. The usual custom is to deduct five pounds for each green hide. As a matter of fact the shrinkage varies from three pounds to eight pounds. Even a well salted hide will shrink from one to two pounds in transit, according to how dry the hide is and the length of the railway journey. In Ontario the tare deducted is only three pounds, but a large proportion of the hides are salted before shipping, and receive salted prices. In Western Canada the dealers usually deduct only two pounds tare on salted hides.

Three Grades of Hides

Dealers and tanners recognise three grades of hides. No. 1 hides are packer hides, taken off by men who are experts and which do not require to be trimmed at all before selling to the tanner. A hide of this description will cut up for harness to the best advantage. No. 2 are butcher hides taken off by men more or less used to butchering. No. 3 hides are those which are badly scored, or badly shaped so that they have to be trimmed. Some farmers ship hides which have been well taken off, but a great number of country hides are very much mutilated and their value greatly injured. Packer hides are usually better taken off, better cared for and better shrunk. They are left in salt three or four times as long as hides shipped by farmers and butchers so that a 60 pound packer hide, after being shrunk, weighs only 48 pounds, whereas a country hide of the same weight when taken off will usually scale 34 pounds when it reaches the dealer. While the farmer receives a less price per pound, the additional weight of the hide over the packer hide brings up the price he receives. Dealers state that about ten per cent of country hides are received in excellent condition, but that they are unable to make a special class for these, and the careful man has to suffer to a certain extent for the carelessness or ignorance of the majority of shippers. If a grade could be established by the dealer and the tanner to be known as "Country Selects" the careful man would receive a better return and there would be some encouragement to others to take more care.

Other Classifications

Besides the three grades outlined above there are different classifications according to the age and character of the animal from which the hide is taken. Of grown animals the highest price is paid for cow or heifer hides which are usually pliable and of good quality. The hides of stags, bulls or oxen are bought for two cents per pound less than those of cows or heifers. The reason for this is that the thickness of the hide is not uniform throughout. The hide on the neck of a bull, for instance, is sometimes three times the thickness of other parts of the hide. It can readily be seen, therefore, that bull hides cannot be used for traces, etc., where a uniform thickness is required. The same applies more or less to the hides of stags and oxen. The hides of young cattle grade according to age and condition as "kips," "calves," "deacons," and "slunks." Hide dealers state that the average farmer calls the hide of every young animal a calf skin, whereas it may fall to either of the other three classes. A calf skin must weigh between 8 and 15 pounds and should be

October

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