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1 Inch	\$ 1 50	\$ 3 00	\$ 4 00	\$ 5 00
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4 "	5 00	9 00	12 00	15 00
5 "	6 00	11 00	14 00	17 00
6 "	7 00	13 00	16 00	19 00
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AGENTS.

We desire to rapidly introduce the FANCIER
into the house of every poultry keeper on
this continent and are prepared to pay a
liberal commission to reliable men and
women who are looking for a pleasant
occupation during leisure hours and are
willing to work for us.

Write to the Manager at once for terms,
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PRINTING FOR POULTRYMEN.

All kinds of printing for poultrymen can
be secured at this office. Write for samples
if you want circulars, cards, letter heads or
anything else in this line. Prices right.

The balance sheet of the California State Exhibition showed an expenditure of between 3500 and \$4000. Somebody had to go down into their jeans and no mistake.

In this number appears the first of "Chitchat for Ladies," edited by Mrs. E. Kabelac of Colby, Wash. Mrs. Kabelac brings to the department a vast fund of practical knowledge and a real desire to help the lady fanciers of the Northwest. Let the response to her request be prompt and see if you can't win the prize.

We welcome a new Canadian poultry paper, the *Manitoba Poultry Monthly*, published at Hartney, Man., with J. H. Calender and R. T. Sibbold at the editorial helm. Typographically the paper is all right, and will we trust have a long and useful career.

A man down in Texas by the name of E. V. Chapman thought to get rich rapidly by reprinting the description of standard birds as given in the copyrighted A. P. A. Standard. We suppose they don't know what the word "copyrighted" means down on the Rio Grande, but after friend Hewes has a little talk with them it will all be different.

What is Bro. Harker trying to drive at, when he says "even Bro. VanDusen of the Seattle JOURNAL ceases to belittle Tacoma and preaches harmony, advising all the associations of Washington and Oregon to come into one family?" The WASHINGTON POULTRY JOURNAL believes in the old adage, "fair play is a jewel," and if we have unwittingly touched a weak

spot in the *Fanciers'* make-up, why, we can't help that. We shall continue to "hew to the line, let the chips fall where they may." — *Washington Poultry Journal*.

"The only poultry publication in the Pacific Northwest" is a hewer from way back and the *Fanciers' Monthly* will soon be buried under the chips if it don't look out.

SENDING PRODUCE TO MARKET.

British Columbia ranchers often complain because their various products do not command a high enough price in the local market, or because they cannot successfully compete with California produce. The question involved is well worth attention for both objections have considerable ground to rest upon. It is not the intention in this article to do more than suggest one possible reason why this state of affairs exists. Every business man knows how much depends upon the way goods are sent to market; every rancher does not seem to know. To illustrate: A and B both own orchards which contain the same variety of trees in the same state of cultivation. At harvest time A picks his apples by hand, carefully grades them, packs them in neat new boxes properly marked and then ships them to the nearest or best market where they will be sure to command a good price particularly if this be A's second or third season of such work. Now let us have a look at B's method. He goes out and shakes the trees to get the apples off and any fruit that fails to come down in that way is generally dislodged after repeated thumps with a pole. All the apples, good, bad and