

MARKETING DRESSED POULTRY

Occasionally misunderstandings arise between individuals due to lack of appreciation on the part of one of the requirements of the other. Take for example the case of the poultry dealer as outlined in the following letter:

"Re shipment of Mr. ———
Mr. ——— wrote us asking for prices and particulars of shipping poultry. We quoted him 14 cents on chicken and 12 cents on fowls, and gave him particulars as to dressing. He shipped by freight a case weighing 300 pounds of good birds, but they were put up badly. The necks were wrung, leaving a lot of congealed blood in the neck. He chopped off the heads and neglected to remove the blood with the result that it spread over the shipment and spoiled the appearance of the birds. In addition to this the crops were full of feed. You will readily see that it was impossible for us to pay top prices for poultry received in such shape. In fact, we may say that it is extremely difficult to dispose of any poultry other than the very best. We wrote to this shipper acquainting him with the facts and awaited advices from him as to the disposal of these birds."

The shipper was not satisfied with this and hence the matter came to the notice of The Guide. Now, in the face of these facts, it is obvious that one of the parties does not realize the market requirements of the dressed poultry trade. The birds were good ones and, had the shipping instructions been followed, there

is no doubt that top prices would have been realized. This example is only typical of many which occur during the course of the year. Very often shippers are only too ready to jump to the conclusion, if the dealer will not give the very highest prices for their consignments, that they are being cheated. The dealer, however, has his reputation to keep up just as has the shipper. If good quality produce is being received, it is in his interest to retain such business so that mutual profit will result. There is no more reason for the farmer to doubt the honesty of a reliable produce dealer than there is for him to doubt the honesty of his next door neighbor. All that is required is a little more intimate realization on the part of each of the other's view point.

Market Requirements for Poultry

Now, as to a way to avoid further misunderstandings of a similar nature. As has already been outlined in these pages more than once, there are certain market requirements for dressed poultry which must be conformed to in order that top prices may be received. In effect the requirements are as follows: All birds should be starved for eighteen hours previous to killing.

The birds should be killed by bleeding and sticking—not by wringing their necks and then chopping their heads off.

They should be immediately dry plucked. If the carcass is allowed to cool the feathers "set" and are hard to

pluck. Strip the neck first, then the sides, breast and tail, then wings and thighs. Keep the hands full of feathers while plucking. By having the wings locked at the back, the two can be plucked at one time. The feathers are always left on the head and upper part of the neck.

When plucked, a good sharp jerk given to the carcass will rid the head and throat of any clotted blood present. Then wash the head, legs and feet. After this is done the carcass should be thoroughly cooled. Before packing neatly in a box wrap the head in butter paper to prevent blood from soiling other carcasses. If these instructions are carried out there is no reason why every farmer cannot obtain top market prices for all the poultry which he ships to market.

BELGIAN RELIEF FUND

The following letter from the Belgian Consul will be of interest to contributors to this fund:

"Editor, Grain Growers' Guide.
"Dear Sir:—I have much pleasure in acknowledging receipt of your letter of the 21st., enclosing cheque for \$700.00 for the Belgian Relief Fund, which has been subscribed by your readers throughout the Prairie Provinces. I have in all received from you \$1,300, and I greatly appreciate what you are doing for the relief of the poor Belgian sufferers.

"I might add that I have received already many enquiries from farmers who

have read your valuable paper asking what they could do for the relief of the Belgians. Individual farmers have also sent some bags of wheat, and in many localities are gathering wheat to fill a car, and I know that this has been done thru your appeal in your paper.

"On November 21, 14,150 tons of foodstuff had crossed the frontier for distribution in Belgium, and on November 24, 32,000 tons. The relief commission must have received from the United States and Canada twelve steamer loads, of which the total is 60,000 tons, which were promised on November 23 last, and there were eighteen steamer loads of about 86,000 tons of foodstuff coming from the United States, Canada and Spain during December. The United States and Canada are still doing their utmost to send foodstuffs to prevent the poor sufferers in Belgium from starving, and we still have to appeal to the generosity of the Canadian people who have already done nobly their share, and I have no doubt but that they will still continue to do their utmost to help these brave Belgians who have sacrificed everything to help us in this big struggle. But it requires 20,000 tons of cereals weekly to prevent actual starvation.

"There is no doubt that everything that is sent is properly distributed to the starving Belgians, as the American and Spanish ministers, at the request of the central relief committee have obtained from the German authorities permission to use the railways and canals in Belgium for transportation purposes.

"You will greatly help the Belgian Relief Fund if you will be kind enough to make a further appeal in your paper—asking for money or for wheat—but anything else will be received with gratitude.

"Please accept my best wishes for the New Year.

"Yours very sincerely,
"A. J. H. DUBUC,
"Belgian Consul."

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ACKNOWLEDGMENTS

Previously acknowledged	\$1295.80
O. Oustad, Hitchcock, Sask.	4.00
Mabel, Percy and Gordon Buker, Harmsworth, Man. (sacrifice of their Christmas presents) . . .	10.00
Blackfoot District, Kitscoy, Alta.	82.25
M. F. Marnska, Vanguard, Sask.	1.00
Mr. and Mrs. Chatfield, Balmoral, Man.	5.00
Mr. Thos. Chatfield	1.00
Miss N. Chatfield	3.00
Miss Susie Chatfield	3.00
Miss Dolly Chatfield	1.00
Makaroff Patriotic Concert Queenstown Branch Woman's Institute, Queens-town, Alta.	25.00
Mr. and Mrs. James Taylor, St. Marks	3.00
Joseph Tallin, Perdue, Sask.	6.00
Patriotic Concert, Skipton, Sask.	40.00
	\$1,509.05

WESTERN HOLSTEIN R.O.P.

In the semi-official record for Holstein-Friesian cows from November 1 to November 30, 1914, there appears the name of "Daisy Johanna Ormsby," 18324, a two-year-old owned by the director of Experimental Farm, Lacombe, Alberta. This cow's performance is a creditable one, as follows: 9,285 pounds of milk, giving 326 pounds of butter-fat, which made 407.5 pounds of 80 per cent. butter in one year.

Great Britain has not only been able to finance her own obligations, to loan money to Canada, Australia and South Africa, give large sums to Belgium, but has just rounded off the score by guaranteeing an issue of £12,000,000 of Russian treasury notes. In very truth she is the world's banker.

War has seriously affected immigration from Europe. In the period from August 1 to November 7, only 97,458 people crossed the Atlantic for Canada and the United States. In the same period last year there were 421,584 immigrants.