

2 GEORGE V., A. 1912

are too few of the latter class, but I have reason to believe their number is on the increase. Of that later. The specialist has studied up the subject and has become expert in obtaining eggs in winter. He is right in the city or very near the city limits, and is so able to place the strictly new laid egg in the hands of the consumer, in the city, within a few hours after the eggs are laid. If he had a large number of eggs to dispose of he may sell to a large city dairy, or grocery, both of which have a large number of customers who desire only the strictly new laid eggs, or plump chickens, and who are willing to pay the highest price for the same. The specialist in this case will receive 50, 55 or even 60 cents per dozen for the strictly new laid eggs, for which the customer when the eggs are retailed in the stores pays 60, 65 and even 75 cents per dozen, as they frequently did last winter in Montreal. Sometimes the specialists have their own round of customers and the customers in all the cases mentioned prefer to deal with the specialists, because they know that the eggs they buy are as represented, strictly new laid. The specialist builds up his trade by being mighty careful to sell none but strictly new laid eggs and well fed and plump chickens.

STRICTLY NEW LAID EGGS APPRECIATED.

A customer said to me not long ago, 'Yes, I paid 60 cents a dozen right along to a mechanic's wife (not far from the Experimental Farm) for the eggs I received from her during the winter. I did not mind the price, for I knew that the eggs were just laid, but I do hate to pay 50 or 55 cents a dozen in a store for eggs, to find when you cook them that they are stale, and probably half of them not fit for use.' That pretty fairly describes the situation.

Let me relate one or two other instances. The son of a Presbyterian minister who resides not far from this city recently told me that he had received 60 cents a dozen all winter for his eggs. Another specialist who had 30 Barred Plymouth Rock fowls told me that he sold his eggs at not less than 60 cents per dozen. 'I was frequently offered 70 cents per dozen,' he said, 'but I would not charge any one that price because I did not think it would be right.' And what is more, he added, 'the people came for the eggs.' That is one specialist who had a conscience, anyway.

By Mr. Best:

Q. Was he a farmer?

A. I am sorry to say he was not. I do not intend any reflection on the farmer when I say that, far from it. The mechanic's wife also told me that people came for the eggs. You will see from the foregoing that the specialist is a dangerous rival of the farmer. That is the point I want to emphasize. But the farmer ought to have much the best of the situation, for he has his grain, roots, &c., at first cost, while the specialist, unless he is a farmer, has to buy his feed at retail prices. In other words the farmer is in a position to out-rival the specialist, if he ever seriously enters into the field, which at present is almost entirely monopolized by the specialist. I am earnestly looking for that time. But the farmer has a few things to learn meanwhile and I will take up some of them under my next sub-head.

IS THE FARMER TAKING ADVANTAGE OF POULTRY DEVELOPMENT AS HE SHOULD?

That is the important question. I do not like to say it, but I am afraid he is not. I sometimes think that the farmer is too contented with the second-hand price for his eggs, which are too often a second-hand article. It is so much easier to get the second-hand rather than the first class article. The farmers poultry is too frequently on the inferior quality side. However, in the quality of his poultry, I am happy to say there has been a very noticeable improvement although there is room for much more of the better quality than is produced. But to return to the discussion of the strictly new-laid egg, I am happy to say that all farmers do not belong to the indifferent class. I know of several who cater with strictly new-laid eggs to the high priced trade of the cities and receive the highest figures for the