

## Farmers' Marketing in Province



Agriculturists Should Stick to Own Trade and Avoid Other Ventures

GOOD PRICES RULE IN FIELD PRODUCE

Development Scored in Selling Eggs, Poultry, Etc., on Graded Basis

(Contributed)

SOME years since while attending a luncheon where there were present several newspaper men, one visitor who has since travelled far in journalism and become a K. B. E., led a discussion of possible things to be done which presently became highly interesting. At the end of it he solemnly buttonholed a friend and said "But we'd better go on making our living selling newspapers." Both men may have since forgotten the remark but it has stuck by the writer. This man had imagination but he knew his limit. And therein he revealed a very great deal.

Some time later while travelling with a friend in the fruit district the then manager of one of their large fruit companies in criticizing transportation remarked they (the shippers) should have their own railroad. The fact that said things later happened to his affairs recalled the remark he had made. Judged by results he didn't know his limit. Each represents a type.

On the 11th your paper carried a letter about cheese grading, advocating an official for the purpose and a storage for the work of accumulation and holding. Unless our knowledge of matters is astray both services are now available but neither is being made use of, otherwise the point raised may be accepted as good. In a general way this represents another type.

In a broad sense the farmer's business is a study of unending interest. He is apt to fall into any of the foregoing classes—those who know their limit, those who do not, and those who want the government to do something. It is an open question if we have not too much government or too much dependence on government which has led to the feeling that all is not entirely well and the subject becomes of interest, because the past year has seen several interesting experiments. Selling cheese and butter by auction is no new experience, but is an increasingly successful one in that the cost is nominal and the price obtained the going market limit or very near to it. What Mr. Prebble suggests would be to further and only requires the full employment of facilities already existing. The cheese, he criticizes was already paid for to the farmer and what happened it may only in part have been due to inherent defects. The general result was good. It can be improved when the buyer can be made more certain of what he is buying and the seller surer of what he is selling.

**SIGNS OF DEVELOPMENT.**  
In another field the marketing of eggs and poultry on a graded basis has led to signs of a real development for exactly those same reasons. And all these things are capable of indefinite expansion by and among the farmers themselves, because they can command the going price. This is all the result of individual effort towards a standard product and massed marketing.

It is unfortunate to record that a concerted effort in other directions having particularly in view the area served from Saint John by water transportation was less successful. The answer is mainly that the product was not standardized—too much low grade stuff. The buyer was wary and the real market could not be reached. In the single case of strawberries one's memory readily goes back to the days of lower express rates when individual growers from Hampton to Penobscot sent regularly to Montreal at good prices because the fruit was later than Ontario's going on the market, and the buyers knew them. The prosecution of the same business today demands that carlot shipments be made, because of carrying charges, but this policy calls for uniform boxes and standard crates, and these we have not. We must get them and get this crop away to those who will quickly buy it. Our progress in apples is slow but wonderfully good, because the packing and package is watched. It may freely be predicted that when New Brunswick gets ready to export apples, they will be found outselling Nova Scotia's on the same markets. And this day is not far off.

**SEED POTATO TRADE.**  
Since the Armistice there has grown up a trade in certified seed potatoes, the results of which are greatly lacking in uniformity. Some men have no trouble. Others have nothing else, all because they fail in quality they try to sell too much without taking due care and get below the standard. Everyone recalls the season of 1924. It is pleasing to note that this branch is now receiving attention on an associated co-operative basis, which, undoubtedly, will get results for those who follow properly what is a specialized business.

**MARKETING OF HONEY.**  
It was agreed to sell honey on a standardized basis and uniform empty packages were delivered over a large field. Each group manager was given color standards to go by—the product to be light, amber or dark, and the prices regulated accordingly. Superlatively nothing would be simpler yet the old Adam developed. These packages were so made as to permit of opening only by the ultimate consumer, or, at any rate, retailer. The market was mainly in continental Europe. Some men raised their grades a notch and the selling force placed honey as reported to them. Eventually every package of over twenty cans had to be opened and examined. This was bad business and costly business, but the management saved the day and the proposition lived and prospered. But there are European markets from which they are forever shut out—very unfortunately.

## BRICK BECOMES MORE POPULAR IN CANADA FOR USE IN BUILDING

Manufacturers Constantly Improve Clay Product Which is Coming Into Increased Demand as Wood Proves Harder to Get

Contributed by M. Ryan & Son, Ltd., Fredericton.  
History is continually repeating itself but in a forward direction. Probably the most noticeable event which is causing considerable comment in the building industry is the manufacture of brick. It is not so long since in Canada the thought of building with material taken from the ground was scoffed at and still it dates back for centuries, that all buildings were constructed of brick.

A visitor to European countries receives a surprise in the number of houses, etc., which have been erected with this material.  
**BRICK MORE POPULAR.**  
We, in Canada are probably not so prone to the advantage of the use of brick; but in this day of progress and enterprise it is becoming more and more popular.

There is no doubt that many reasons are causing us to think more about it. Perhaps the most important of these is the fact that the forests are gradually becoming cut, the cutting, hauling and fire risks have increased the cost of output. Manufacturers of brick have realized this and have awakened to the greater possibilities of "products from the soil" which by the way is still hardly tapped of its resources.

**IMPROVING METHODS.**  
With the knowledge that wood of a suitable kind is going to be harder to get, these firms have been ever on the alert to improve the methods of manufacture of brick.  
It is now possible to obtain many grades for many purposes. Not only is this one step forward but the design is changing with improvements such as inter-locking; corrugated, face and even fancy styles; with newer models being manufactured almost daily.

Such strides have been made that the surface is no longer the rough face that collected dust, wind and frost, causing cracking; but smooth, even, pretty in appearance and in every way enhancing the value of the property. There is also the fact that permanence gives the owner a feeling of security. A notable feature of brick is the way

in which great manufacturers regard its value. Even though they may make the basic structure of their buildings with iron and concrete the outer surface which must stand the elements is of brick.  
From the point of fire risk we find the insurance companies allowing a substantial cut from the premiums. With the Maritime Provinces making strong bids for better treatment from others of the Canadian federation the brick industry is continuing to make improvements and today we find several firms engaged in this business making stronger bids for better buildings and progressive methods.

## CARPENTRY

(Continued from page 8)  
In laminated floors or continuous girders random lengths can be used if the greater part of the pieces are equal or greater than the span lengths. Girders of large cross section are not kept in stock by retail yards and must be obtained by special order from the mill. Furthermore, planks generally take a less price per thousand feet board measure. Where girders are built-up of several planks placed side by side, these are bolted together and should break joints over a support. Bolts need not be larger than five-

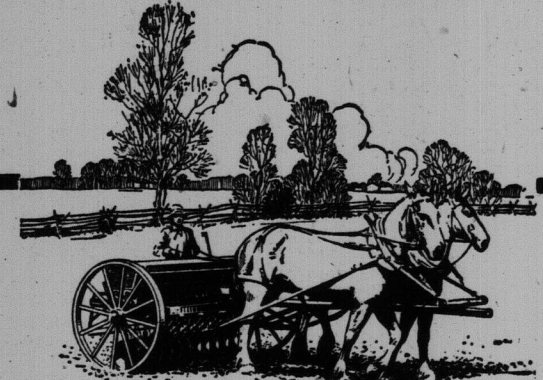
eights of an inch in diameter and should be spaced two feet on centres in staggered rows, with two bolts placed at the ends of the girder. Where each plank is in the full length of the girder, the only use of the bolts is to keep the planks together and to distribute the load on all the planks.  
The objection to using built-up girders is in the danger of decay if the wood is green or sapwood predominates. At least 85 per cent. heartwood is a desirable requirement. It is very essential that the wood be thoroughly dried before using.

## PRECAUTIONARY MEASURE

A precautionary measure is to treat surfaces coming in contact with one another with creosote applied with a brush. It does no good to creosote the wood dry, for which reason lower grades of lumber may be used. In addition to the above advantages of using built-up material there is also to be mentioned the saving in handling on the job.

Trusses of large span when built-up may be readily assembled and erected by two men. For this reason the built-up plank truss has found great popularity in country districts where it is almost essential that the haymow in barns be such that two men can handle the construction.  
**SPIKING SUFFICIENT.**  
In dwelling houses and ordinary construction it is not even necessary to bolt the timbers when used as girders; spiking is generally sufficient. When built-up planks are used as posts, even where the members are the full length of the posts, tests at the Watertown arsenal some years ago showed that there was always difficulty in getting the combined section to act as one piece.

Failure nearly always occurred, no matter how the members were fastened together, in the same direction as it would have occurred had there been no attempt to fasten the pieces together. What has been said in regard to posts emphasizes the objection to using built-up members in trusses as compression members. In conclusion let me say that the simple precaution should always be taken; that is, the lumber should be covered when piled.  
The seven wonders of the world in the spring are the seven days in the week.



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## Farm Women Are Anxious To Improve Home Conditions

HAS the farm woman a grievance? Is it about time for her to strike for better wages or shorter hours? If it is, she is going to know about it, for 14,000 representative farm wives are taking an inventory of their homes, their working conditions, their chances for recreation, in one of the most unique surveys ever made.

Under the captaincy of Mrs. Mary C. Puncke, of the Sears-Robuck Agricultural Foundation, some 800 observers, keen, capable farm women themselves, are making a study of their own home working conditions and those of their neighbors to learn how they stack up with those of women in other walks of life.  
Each month Mrs. Puncke sends out a simple "postcard questionnaire" to each of her scouts. Sometimes it goes to the county demonstration agent, who knows intimately the conditions in her community. More frequently it goes to an average farm woman, who takes it to her neighborhood club meeting so that each of the women who has offered her home for observation may help in making the inventory.

"What the farm woman needs is organization," says Mrs. Puncke. "One woman can do little for herself, almost nothing for her community. But banded together they can give themselves and their children more social life, better schools, better marketing conditions for their butter and eggs and perhaps even better working conditions in their own kitchens."  
For instance, last month's survey showed that only 45 per cent. of them are within reach of a public library, and only 18 per cent. of these ever use it. What they need is traveling libraries, and already I am getting together information so I can help any community which wants to have a traveling library.

"It is a hopeful sign that more than 50 per cent. of these women have learned to drive the family car, and 16 per cent. specify automobile riding as one of their most enjoyed recreations. It has brought them closer to their neighbors and given them the social life which seems the one thing, above all others, that the farm woman desires."

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## Pulp Exports Continue To Grow Larger

MONTREAL, March 20—According to the report issued by the Canadian Pulp and Paper Co., exports of pulp and paper in February were valued at \$132,938, which was an increase of 105,053 compared with the previous month, and \$1,736,362 compared with February, 1925. Exports of wood pulp in February were valued at \$412,371, and exports of paper at \$917,767, as compared with \$426,738 and \$3,945,155 respectively, in January.

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