

POULTRY YARD

Hints on Selling Poultry

Have as good an article as you know how, just a little better than you have seen.

Above all, be honest, no matter what the other fellow does. Have your woads as represented.

As a rule I would rather sell poultry dressed. When sold alive there is a chance of tripping or smothering, and for the beginner especially the shrinkage seems unreasonable.

If live poultry is fed a mash before shipping the shrinkage will be heavy. If fed at all give dry grain.

I do not think it right to starve poultry from twelve to twenty-four hours before sending on a journey that will take as many more hours. Twelve hours' starving, if given a drink of water in the meantime, will mean the stomach will be heavy.

Live poultry brought to a market that pays for starved birds should be docked at least one pound for every bird that has any crop.

Never mix old with young, either dead or alive, thinking the journey will sell the old at the price for the younger. At best the old will be for the average more likely it will be for the suit the old stuff.

In selling live poultry allow plenty of room. Don't crowd them, but crowd the dressed stuff so that they can't be moved by the handling. Any space not taken up by the poultry pack tight with paper or excelsior.

If co-operation in selling the dressed poultry is not possible, the best thing is to have a private customer or two, who know any families in the city, and you can promise a fairly regular supply of dressed chickens and fresh eggs, see if you can do business with them. Many well-to-do city people would be glad to get a supply.

A good honest commission man comes next; don't send to any or every firm that advertises. Take an old established business in preference to others; one who remits promptly. Be willing to take suggestions in the picking, etc. The best dealers are very too willing to give you the benefit of their experience. If you are in the city call and see him. It's often more satisfactory to do business with a man you have seen.

Grade all dressed poultry and eggs. Do not put in anything that looks doubtful, but is thought to be good enough. Keep out sick and deformed birds. Send nothing you would not relish yourself, and some that would do at home might be better to be left there.—F. C. E.

Money in Hens

During the June excursion several farmers report their experiences with the hens on the farm, says Professor Graham of the O. A. C. Some tell of very interesting experiences, and below are a few:

A lady near St. Catharines reports that she raised and sold over two tons of dressed poultry last season. She keeps White Wyandottes, gets plenty of eggs in winter, has good hatches and raises a good percentage. She also reported a hatch of 210 ducklings from 212 eggs. She used moisture freely. I understand her to say her profit last year was better than \$700.—H. B. H.

Another lady from Halton reports that 500 barred Rock pullets laid enough eggs since commencing laying

—which was some time in November—to sell 400 dozen at an average price of nearly 25 cents a dozen. This means an average egg production of nearly 100 eggs a dozen, enough to pay the entire bill for a year, and to leave a profit not of a dollar a hen, but say nothing of the balance of the season.

A gentleman from Halton county reports practically the same results from 55 barred Rock pullets. His average price of eggs sold was nearly 30 cents a dozen.

Another lady from near Georgetown reports nearly as good a production, but adds that now many of her hens are broody, which she does not like.

Several parties say their Rocks cluck so much in summer. They apparently want somewhere about 300 eggs a hen per year.

Feed Liberally while Moulting

There are many people who believe that when hens stop laying for the moult, it is well to feed them liberally, and they argue that any amount or kind of feeding will not induce them to commence laying until the moult is completed. This is a fallacy. Hence require to be fed with liberality when moulting as well as at any other time—not with the object of inducing them to lay during the moult, but in order to get them through it as quickly as may be, and to have them at the end of the period in good condition for winter egg production. They should have two full meals a day, and let it be remembered that foods which are rich in carbo-hydrates alone are not sufficient, because the rapid growth of feathers demands that foods rich in nitrogenous and mineral matter shall be liberally supplied.

Fowls are colder when moulting than at other times, and they need as a moulting meal a fresh-made palatable stewed meal of meats, vegetables and animal food. This meal may include maize-meal, barley-meal, middlings, ground oats, and bran, or any of these can be convenient. If procured and the vegetable portion may consist of boiled potatoes, cabbage, clover, etc. If equal parts of vegetables and meals are mixed, the animal meal will be more palatable. Animal mash will also be added, and this may consist of cut bone, meat scraps or cooked butcher's offal, at the rate of half an ounce to each fowl per day. Whole corn is found best for the evening meal, and any sound grain which is available or can be purchased at a moderate price may be fed.

Amongst the most suitable corns are oats, wheat, buckwheat, and barley; and sunflower seeds may be fed about twice a week. Milk may be fed to moulting, and ought to be fed to feed fowls, and can be procured at small expense. On most farms it is plentiful at this season, but I believe it is not far as it is from the feed it might with advantage be. The morning mash ought always to be mixed with milk, and if a pan of it is placed before the fowls daily, they will partake of it with evident relish.

Fowls, as a rule, can get satisfactorily through their moult without a tonic, but if the process seems to be tedious, and if the birds seem to be out of sorts, there is nothing against administering such mild tonics as sulphur and iron. Sulphur is especially helpful in promoting the growth of feathers, and the best way to feed it is in the mash. The allowance which may be given is from one teaspoonful to every three fowls twice or thrice a week on dry days. This tonic has a most striking effect in the production of beautiful plumage, and there is no doubt that it promotes the growth of the plumage as well as enhancing its beauty. Of course, it is flour of sulphur that must be given, for the practice (not uncommon) of placing a

stick of sulphur in the drinking water is of no use, since stick sulphur is insoluble in water.

When moulting, as at other times, poultry must be supplied regularly with clean water to drink, and this must be changed in the trough as often as may seem necessary. It is hurtful to their health to be compelled to drink foul water for want of something better, and we can be sure that they never drink it from choice, though they may through custom allow their thirst at a stagnant, filthy pool of water to overcome their sense of taste. H. De Courey, in *Poultry Husbandry*.

Scarcity of Chicks

The Reliable Poultry Journal, in reference to the chick crop this year, says:—We are confident that a scarcity of chicks exists this season that will make itself felt next fall, winter and spring by influencing prices. We expect this to be true, both of poultry for market and standard-bred stock for exhibition and breeding purposes. Good reasons exist for believing that far less chicks were hatched the past spring than in previous years. Tens of thousands of adult fowls were sent to market last fall on account of the high price of grain—fowls that otherwise would have gained weight through the winter and spring as breeders.

Incubator and brooder manufacturers report that their sales decreased an average of 25 to 30 per cent this year as compared with last year. This fact also means fewer chicks hatched, especially chicks meant for table use. The scarcity of chicks will be most noticeable in non-grain growing sections.

Feeding in Crates

1. Would common lath do for making a feeding crate? 2. Is it worth while to put Leghorns in the crate to feed? 3. I have some young cockerels in crates feeding, but they do well. Would it be worth the matter? They have been in two weeks and seem to be getting thinner every day.—K. W.

1. Yes; see that they are strong enough on the bottoms to hold the birds. 2. I doubt it. Sometimes I have had them gain a little for a week. Keep them quiet. 3. Probably they must want a little grit or change of feed, or more likely they were fed too much when first put to feed. Give them some salt, $\frac{1}{2}$ lb. to 50, and let them out for a week. When put in again be careful and don't feed all they will take for several days.—F. C. E.

Bone Mill

I am thinking of getting a bone cutter, and I do not know which would be the best. I have a small one of Mann's. I want one that I can use either as a hand or a power machine. It will cost much more than I have thought on than the beef scrap. I can get about 20 lbs. of bone for 10 cents, and there is a good deal of meat on it, so there is a big difference with beef scrap at 15 cents a pound.—G. R. T. Rosemont.

I do not know that there is such a difference between Humphrey and Mann for a combination bone cutter.

They both do good work, so if you have any preference, or where there is any difference in price you had better suit yourself and you cannot go very far astray. You can get green bone cheaper than I can, they charge more than it is worth here, so I am still staying with the beef scrap.—F. C. E.

Profitable Poultry

A report of the Kansas State Board of Agriculture for the quarter ending September, 1908, is just to hand, and contains over 300 pages of good poultry literature.

The volume is divided into five sections. Parts 2 to 5, inclusive, are taken up with a general treatment of Guineas fowl, turkeys, ducks and geese.

In the introduction the statement is made that in the year 1899 the total value of the barley, rye, buckwheat, broom-corn, rice, kafir-corn, and small fruits, grapes, all orchard products, and sugar cane and sugar beets raised in the United States was less than the earnings of poultry. The report states that in 1908 the value of the poultry crop sold in the state of Kansas was 14 millions; in 1907 it was 10½ millions. It ranks as the fifth state in yield of eggs. An estimate places the entire value of poultry and eggs produced in the state last year at over 34 millions.

In part 1 the reader gets a fairly full description of the more general breeds and varieties of domestic fowl, followed by articles written by farmers and poultry men dealing with various phases and departments of poultry keeping. A chapter or two deals with poultry in conjunction with the other branches of the farm.

The 200-egg hen comes in for her share of notice. The trap nest or some such means of selection is recommended. Good advice is given on markets and marketing. I was glad to see the statement that the too fat hen was not the best. Many people seem to be afraid of getting their hens too fat. For every hen that is too fat to lay, there are a dozen that don't lay for the same reason. Let your hens be plenty to eat and plenty to do, this is the secret of winter laying in a nutshell.—F. C. E.

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