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ED. H. WEBSTER, *Director.*

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## *FARM BULLETIN.*

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Dairy Husbandry Department.

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## The Marketing of Eggs.

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## THE MARKETING OF EGGS.

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THE question of the *troubles*, which are ever present, concerning the handling and marketing of eggs, has been brought forcibly before this department during the past year. The College has been advocating to the poultrymen of Kansas the putting on the market of first-class eggs. Invariably the reply from the farmers was as follows: "Show us how we can make anything by this and we will do it." It is one of the duties of the Poultry Department to determine how to handle and market eggs properly and by so doing turn more cash into the pockets of the poultrymen.

### STATISTICS.

Before the financial end of this subject can be discussed it would be advisable to look into the egg business of this state as shown by the government and state statistics. When our state is compared with others as regards the value of poultry and eggs, we stand about *fifth*, Iowa, Illinois, Ohio and Missouri coming ahead of us, but when we consider the value per capita the state of *Kansas leads* all other states by a large margin.

The federal statistics given in the twelfth census (1900) gave the number of eggs produced in Kansas in 1899 as 73,190,590 dozen, valued at \$7,237,111. This does not include eggs consumed at home.

Hon. F. D. Coburn, in his sixteenth biennial report, gives the value of poultry and eggs of 1897 as 37 per cent of the value in 1907, and the value in 1887 as 17 per cent of the 1907 products. This shows a remarkable and steady increase in the product of the Kansas hen. The value of poultry and eggs has increased over \$1,000,000 annually since 1903.

If we take the egg crop of this state in 1899 as 73,190,590 dozen, valued at \$0.091 per dozen, and multiply it by 2, as the proportionate increase in the value of poultry and eggs more than shows, we get 146,381,180 dozen of eggs as the result. It seems safe to assume that the average farmer uses in his

home, either for the table or for reproduction purposes, one egg out of every four laid. If this is so, then we must add to the above figures 36,595,295 dozen for home consumption. This gives an estimate of 182,796,475 dozen of eggs produced in Kansas in 1909. With these figures before us it is easy to see the vast importance of the egg industry in Kansas.

#### THE EGG BUSINESS.

Selling eggs is one of the handiest ways for the farmer to get a cash or trade return for his produce, during all parts of the year, and if he can increase the efficiency of the machinery which produces and handles these eggs he is putting into his pocket good hard cash. The question is, How can this be done?

If any person should go into the average hotel or restaurant in this state and call for a soft-boiled egg, providing of course that he knew an absolutely fresh egg, he would be somewhat in doubt as to the freshness of any of the eggs put before him. Such a thing as this gives rise to wonder as to the cause of it and suggests a possible remedy.

Almost every housewife who is compelled to buy eggs constantly clamors for some method which she may pursue in order to always get fresh eggs. There is no housewife who has not some time or other had the great displeasure of handling spoiled or rotten eggs. This almost constant occurrence, with the possible exception of the winter months, practically compels those who lecture and carry on experiment station work to plead with the farmers who produce the eggs to put onto the market better produce. It is firmly believed that care in the handling of anything with a view to improving its quality or appearance for the market will be a financial profit to the one who does the work.

#### STATE STATISTICS.

About the 15th of October, 1909, there were sent out to as many egg buyers as was possible, a letter asking them to cooperate with the Poultry Division of the Kansas State Agricultural College in a campaign for better eggs. With this letter were two pages of questions which they were asked to answer. Over seventy replies were received, and as a result there are tabulated below some of the questions with a compiled set of answers. A perusal of these will give an idea of the conditions in the state, the causes of them, and what the buyers are willing to do.

KANSAS STATE AGRICULTURAL COLLEGE,

DIVISION OF POULTRY HUSBANDRY.

EGG STATISTICS.

1. Give a rough estimate of the number of cases of eggs you bought between October, 1908, and October 1, 1909. *Over 900,000 cases, representing 74 buyers.*
2. Do you buy case count the year round? No, 40; yes, 33.
3. If not, when do you buy loss off? *General average seems to be during the hot weather of July, August and September, though some buy loss off from May until December.*
4. What difference do you make in price when buying loss off? *Varies from 1 to 5 cts.; average, 2 cts.*
5. How many cases do you buy during the hottest thirty days of the year? *100,000 cases, representing 58 buyers.*
6. What is the per cent of "rots" during that month? *Average from 10 to 20 per cent, extremes 5 to 75 per cent.*
7. When you candle your eggs after buying, either loss off or case count, what, in a rough way, is the number of eggs lost from each case during months of: October? *Av., 3 doz.* November? *Av., 2 doz.* December? *Av., 3/4 doz.* January? *Av., 1/2 doz.* February? *Av., 1/2 doz.* March? *Av., 3/4 doz.* April? *Av., 1 doz.* May? *Av., 1 1/2 doz.* June? *Av., 2 doz.* July? *Av., 3 doz.* August? *Av., 4 to 6 doz.* September? *Av., 4 to 7 doz.*
8. Do you not figure, during the part of the year when you buy case count, that you will lose at least from one to three dozen? Yes, 57; no, 7. If not, how many do you figure on? *Av., at least 2 doz. for the year round.*
9. If those bad eggs could be eliminated, could you not quote higher case-count prices? Yes, 69; no, none. If so, approximately how much increase in price could you afford to quote? *Varies from 1 to 5 cts.; average, 2 cts.*
10. Is not the average run of eggs which you buy only fair in quality? Yes, 68; no, 3.
11. What causes the large number of rotten eggs coming to you? Is it the holding for higher prices by the storekeeper? Yes, none; no, none. Or is it because the farmer does not give the eggs proper care? Yes, 37; no, none; both, 33.
12. Do you think that a rigid enforcement of the pure-food law relating to bad eggs would make the farmer or storekeeper more careful? Yes, all; no, none.
13. Could you afford to buy loss off the year round? Yes, 23; no, 40. Why? "Yes": *Justice to all; better grade of eggs; more money for the farmer.* "No": *Competition prevents; eggs are good enough in winter; farmers do not candle; have no market for seconds; different standards of candling; dissatisfied farmers; hot weather prevents; candling expensive.*
14. In case a farmer or community of farmers were instructed as to the kind of eggs which are best to sell, and would ship directly to you first-class eggs always, could you afford to put a premium upon them above the regular price? Yes, 63; no, 5. How much? *Varies from 1 to 5 cts.; average, 2 cts.*
15. If we work up the community will you pay a premium for first-class eggs? Yes, 53; no, 2. How much? *Varies from 1 to 4 cts.; average, 2 cts.*
16. When you candle eggs how do you grade them? No. 1; No. 2, including cracks, small, dirty, washed, and some "held" eggs; rots.

17. Would you like us to get out a circular of education for the farmer concerning the proper way to handle eggs for the market, and telling him how the buyer grades eggs, so that in case he ships subject to candling he will understand his losses? *Practically every buyer desires having this circular printed.*
18. If you wish this, will you please give us a few suggestions as to what you would think best to put in it? *Instruct farmers to be less intentionally careless; tell them how to candle; tell them not to wash eggs; tell them to keep all eggs not strictly fresh at home; have them market eggs often; show them the difference in price between good and bad eggs, that could be obtained; teach carefulness; keep nests clean; keep eggs in dry place; cover eggs when bringing them to town; dispose of the male birds at end of the breeding season; gather eggs often; instruct as to the grading of eggs; instruct the farmer as to the loss he takes when he trades eggs with the merchant; there should be a law compelling the grading of eggs; there should be an examination for candlers the same as there is for cream buyers; instruct as to the pure-food law.*
19. Will you give us your best support in a movement for better eggs? Yes, all; no, none.

From this one can easily see that there is a loss to the state each year that amounts to considerable. If we take it that 146,381,180 dozen of eggs were marketed last year, then with the average loss of two dozen rots per case we will find that 9,758,745 dozen of eggs were absolutely lost, partly on account of carelessness. This does not include those classed as seconds. There is not the least bit of doubt but that 50 per cent of the rotten eggs could be eliminated, and if this was done, taking eggs at 16 cents per dozen, which is a fair average price for 1909, there would be saved to the farmers of the state over \$780,699. An entire elimination of bad eggs would add over one and one-half million dollars to the pockets of the farmers. Is it not therefore worth the trouble?

#### CAUSES OF BAD EGGS.

It has been shown above that the loss to the state each year is enormous and beyond all reasonable justification, and therefore the cause must be found before we can get any farther. A review of the correspondence carried on with the buyers places the blame always, at least in part, with the farmer, for the following two reasons: First, some few farmers deliberately take to market eggs which they know are not fresh, because they know that the merchant is compelled to take them or lose their trade. Second, and by far the greatest reason, is because of ignorance on the part of the farmer as to what and how to sell eggs.

Some of the trouble lies with the small merchant, who gen-

erally gives trade for eggs. A storekeeper, especially in a small town, makes his livelihood from the farmers' trade. The farmer brings in butter and eggs and wants all he can get for them. One merchant in the town offers \$5.20 per crate in cash. His competitor offers \$5.40 in trade. The one offering \$5.40 in trade, therefore, gets all the business. Maybe he loses on the eggs when he pays \$5.40, but if he does he makes on the sale of his goods. When the man who originally offered \$5.20 per case has lost his trade he becomes desperate, and offers \$5.50 per case, and takes anything so long as it has a shell around it. That causes the farmer who loves the cold cash to make an extra effort to supply him with all the eggs he can get, and all the weeds, orchards, barn lofts, etc., are forced to give up their sometimes rather ancient supply of eggs. This competition compels all the small egg buyers in that town to pay a big price for any egg. Some merchants even offer two cents per dozen more for those sold for trade than they do those sold for cash. The price of goods is raised to meet the deficiency in the profit from the eggs, and the farmer makes almost nothing by the competition.

These eggs, which sometimes are 50 per cent rotten, are shipped to larger buyers, who figure on a loss and quote prices accordingly. The small merchant seldom makes a thing on his eggs, and must therefore realize largely on his merchandise. An outsider certainly fails to see the benefit of this kind of business to the egg producer.

These merchants sometimes try to realize on their egg deals, and through ignorance oftentimes hold for higher prices. Thus, in October and November, there is a great loss from "held eggs."

Thus it is easily seen that the farmer and the small storekeeper are both to blame, and competition for eggs (any kind) keeps the market flooded with bad eggs.

A man who deliberately tries to sell eggs which he knows are not fresh deserves no consideration from the people or the law, but the one who sells eggs which are not of the best quality simply through ignorance of what is correct deserves some information as to the proper methods to use in handling eggs.

HOW TO OBTAIN EGGS.

Eggs are produced by fowls only after their bodies have been supplied with a maintenance ration. The production of an egg is the hen's only means of reproduction, and this she cannot do until she has enough food to first maintain life. So it must be remembered in feeding a hen for laying that she needs a great quantity of feed. Some hens lay large, some small, and more medium-sized eggs. A large egg is desirable on all markets, and if the farmer wishes his hens to be largely egg producers he should keep on the farm those breeds of fowls which will lay large eggs. Such breeds as the Plymouth Rock, Rhode Island Red, Wyandotte, and some Leghorns, are the most popular farmer's fowl for producing good marketable eggs.

There is oftentimes much objection to the Leghorn on account of the inclination to lay small eggs, and yet it is not the least bit of trouble to produce hens of this breed which will easily lay eggs that weigh 1½ pounds to the dozen. If the strain of Leghorns kept do not do this, it will do no good to cross them with some other breed and expect to improve the size of the egg or yield of the flock. One year may show improvement, but the following ones are questionable. So it will pay any poultryman who cares to produce the best market fowl or the best eggs to breed pure and for a purpose.

HOW TO HANDLE EGGS.

When the hens on the farm are producing enough eggs to warrant the farmer's taking them to town, arrangements should be made to handle all of them properly. A convenient and clean place should be provided wherein the hens can lay. They should be compelled to lay here in a clean nest. The natural tendency of a hen is to go off in the weeds and make her nest. This should never be tolerated, and any eggs found in such places should be marked and kept at home.

It makes no difference how many hens are kept, a house suitable for them should be erected in which they should be compelled to roost and lay. Then if the nests are placed where the hens will not roost on them they can be kept clean. Straw that is dry makes the best nesting material, and if the nest could have a bottom made of one-inch-mesh wire it would be self-cleaning. If not, the nesting material should be changed often.

If the weather is bad and the hens' feet become muddy, the eggs should be gathered at least twice daily. This will keep the eggs cleaner. If the weather is hot they should be collected at least twice each day, and oftener if the temperature is very high. This prevents eggs from commencing to decompose, or the germ, in case there is any, to start development. If eggs are laid in barns, sheds, etc., a careful search should be made often, in order to be sure that none are gathered when stale.

As soon as the breeding season is over, the male birds should be separated from the hens. A male bird is not necessary for the production of eggs, but is useful only to fertilize the egg, which will be laid in spite of his presence. A fertile egg will commence development, consequently deteriorate, more quickly than will a sterile egg. A fertile egg when fresh laid is supposed to be already started in its development, and if a hen is allowed to stay on it any length of time it will soon be in condition not to be classed as a fresh egg.

#### KEEPING THE EGGS.

When the *clean, fresh* eggs are gathered they should be put in a clean, *dry*, cool place until marketed. Even though the place is clean and cool, if it is not dry, molds, etc., will commence development and the eggs will soon spoil. If the eggs become damp and they happen to be in contact with any colored material they will immediately become stained. Good egg cases in a cool, *dry*, clean place, kept up off of the floor, make an excellent receptacle in which to keep eggs previous to marketing.

Before these eggs are set aside for market, they should be gone over by the farmer as he collects them, and all small, stained, dirty, doubtful, incubator and rotten eggs should be removed. Small and dirty eggs, if used immediately, are just as good as large clean ones, but they will not sell well on the market, and if sent in with good eggs will spoil the trade. Therefore, they should be kept and used at home. No eggs should be washed, for the packers claim they will not keep well. All eggs from stolen nests, whose freshness is doubtful, and all incubator eggs, should either be thrown away, boiled for the little chicks or used at home. They should never be sent to market. Rotten eggs need not be discussed. Any per-



son who will send one to market deserves all the penalty possible from the *pure-food law*.

#### MARKETING THE EGGS.

When eggs have been properly gathered, handled and kept previous to taking to market, the question of the number of trips to town should be considered. In hot weather the eggs should be marketed two to three times per week, and oftener if possible. If that number of trips cannot be made, cooperate with a neighbor and have him alternate days in the trips which must be made.

In the fall and spring eggs should be marketed at least once a week. Many buyers have had trouble in October and November with eggs classed as "held eggs." These are common, because most farmers believe that after frost eggs will not rot so quickly, but nevertheless they do evaporate and the air cells in them show the candler that they are stale.

Therefore, the more often eggs are marketed the greater are the chances that they will be good. If the sun beats down hot on the wagon, place a cover of some kind over the cases in order to keep out the unnecessary heat.

#### WHAT THE GRADES ARE.

If a farmer takes to town often the best and freshest kind of good eggs, he should get more for them than a man who doesn't. He clamors for a grading system, while the other man does not. But it makes no difference what eggs are taken in, when they get to the large shipper he will candle and grade them. If a large per cent run bad, he quotes accordingly, and the farmer is paid by the small dealer at so much per case with the per cent of bad eggs figured in.

There are two ways of buying eggs. One is by case count, where the eggs are simply counted regardless of quality, and the other is by loss off, where the eggs are candled and paid for according to quality. The last way seems to be the fairest to all parties concerned, unless possibly during the months of December, January and February. During those months it does not seem necessary. Though every buyer and seller agrees that buying loss off is the fairest way, many buyers cannot do so, because competition tempts a competitor to buy case count in order to get the trade. About two years ago this was tried by several buyers, but one by one they all dropped



**Grades.**

(Indicate grades by X, XX, XXX, XXXX.)

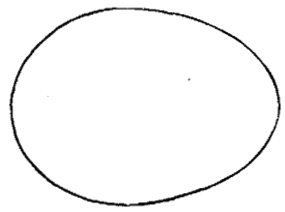
- XXXX, "Extras."** Large and uniform in size and color, weighing 28-26 ounces per dozen. Quality perfect. Score, 95 per cent or better.
  - XXX, "Firsts."** Good size and uniform in size and color, weighing 26-24 ounces, scoring 85 per cent or better.
  - XX, "Seconds."** Uniform in size and color and weighing 24-20 ounces, scoring 75 per cent or better.
  - X, "Thirds."** Mixed in size and color and weighing 20 ounces, scoring 65 per cent or better.
- Lower than 20 ounces—not worthy of a score.

**Score Card.**

| Scale of points—dozen eggs. | Perfect score. | Grade..... | Students' estimate. | Corrected. |
|-----------------------------|----------------|------------|---------------------|------------|
| <b>Shape</b> .....          | 10             |            | .....               | .....      |
|                             |                |            |                     |            |

Uniformly oval-like outline.

Ideal:



|   |         |  |
|---|---------|--|
| <b>Color</b> .....  | 10..... |  |
| Rich dark brown for brown eggs, and clear, pure white for white eggs.<br>Color should be uniform over entire shell, and throughout the dozen. |         |  |
| <b>Weight</b> .....   | 20..... |  |
| For each ounce short of the class standard, cut 1/2 point.  |         |  |
| <b>Condition of shell</b> .....   | 10..... |  |
| Spotlessly clean and unsmearred or glossy by washing.   |         |  |
| <b>Quality</b> .....  | 50..... |  |
| Fresh and sweet; clean, viscous white, rich golden yolk that stands up.   |         |  |
| <b>Total</b> .....  | 100     |  |

**CANDLING.**

The grades above mentioned are mostly determined by candling. This is done by means of some good light, enclosed in a box or metal cylinder, in which are two small openings alongside of each other, to allow the light to pass through. The room in which this is kept is darkened, and the candler holds to the light in each hand an egg, large end upward, and gives them a quick turn, in order to view the entire contents as it whirls in the shell. To an expert this will quickly reveal the actual condition of the egg, and he will immediately grade and pack it accordingly.

To a novice candling is hard to understand, and great has been the trouble in the past when buyers have sent to the farmers the reports of their candling. If the loss is great he immediately accuses the buyer of crooked work, and the grading system is a failure. A farmer must fully realize that a large buyer is not going to figure to beat him out of a few eggs, for the chance he is running is too great and he could not afford the risk. He is an expert in the business, and knows more about what a marketable egg is than does the average seller.

An absolutely fresh egg, when held up before the egg candle, should be very clear and only the dim outline of the yolk be visible. There should be no air cell visible. Any egg other than that is not absolutely fresh. At the large end a clear space, called the air cell, becomes larger as the egg grows older, caused by the evaporation of the water content of the egg. If a dark spot is noticed it is either a rot or a developing germ. A red blood ring is caused by a dead germ. Whiter streaks in the shell show that it is cracked. Thus, eggs may be graded by candling into fresh, stale, cracked and rotten classes.

#### CAUSES OF LOSSES.

There are three big dead losses in eggs—losses from cracks, “held” eggs, and “rots.” Cracks are usually caused by shipping, due to rough roads and handling. The railroads will not pay for the losses, unless the eggs are so badly cracked that they become leakers and thus show clear evidence of the railroad’s guilt.

“Held” eggs are caused by the great desire of either farmer or small buyer to wait for an advance in price. This is especially so in the fall of the year when the price is apt to rise at any time.

The third loss, rotten eggs, is caused by various things. One big cause is the heat of the summer. One hour’s direct rays of the sun will put an egg out of condition during some of Kansas’ hot weather, such as there was in the fall of 1909. Another is by the hens stealing nests and the eggs not being gathered until they had spoiled. Third is by carelessness on the part of the farmer. He may gather his eggs from one to three times per week, then take them to the kitchen, put them behind the stove, because it is the most protected spot, until

they are ready to be taken to town. Thus the eggs go through a process of heating and cooling, which will surely cause rotting.

ANALYSIS OF EGGS.

The value of an egg as food is well known, but it may be well to give at this time a compilation of the analysis of 469 eggs laid by 23 hens, of the Plymouth Rock, Rhode Island Red, Wyandotte and Leghorn breeds, which was done in the chemistry laboratory at the Kansas State Agricultural College, by Dr. J. T. Willard and assistant R. H. Shaw, and published in Bulletin No. 159, March, 1909.

|                 |                |                    |                 |                  |
|-----------------|----------------|--------------------|-----------------|------------------|
|                 | Wt. in ounces. | Per cent. white.   | Per cent. yolk. | Per cent. water. |
| Egg . . . . .   | 1.88           | 56.96              | 33.18           | 9.98             |
| EGG.            |                |                    |                 |                  |
|                 |                | Per cent. protein. | Per cent. fat.  | Per cent. water. |
| Egg . . . . .   |                | 12.82              | 10.58           | 65.89            |
| Yolk . . . . .  |                | 17.75              | 32.27           | 40.58            |
| White . . . . . |                | 12.29              | ....            | 87.63            |

THE PURE-FOOD LAW.

The foregoing subjects have been discussed with the idea of instructing the producer of eggs how he should care for and market his eggs and the results caused by negligence. There is always the old saying that "ignorance is bliss"; but it is also true that ignorance of law is no excuse for one accused of some wrong deed.

It is hoped that the aforementioned facts will serve to show the farmer and small buyer what the kinds of eggs are that should be marketed, and how to detect undesirable ones. But if any one who sells eggs does not care to do what is right in the egg business, then there is a law with which he may be punished.

This can be found under the Kansas food and drugs law, and rules and regulations, section 3:

"That the State Board of Health is authorized and directed to make and publish uniform rules and regulations, not in conflict with the laws of this state, for carrying out the provisions of this act . . . ; and said Board of Health is further authorized and empowered to make, define, adopt and publish standards of quality, purity and strength for food and drugs. Any person who shall violate any of the rules and regulations so made and published in the official state paper shall be deemed guilty of a misdemeanor, and on conviction shall be

punished by a *fine not exceeding fifty dollars or imprisonment in the county jail not more than six months, or both, in the discretion of the court.*"

"SEC. 7. . . .; *sixth*, if it consist in whole or in part of a filthy, decomposed, tainted or putrid animal or vegetable substance or any portion of an animal unfit for food, whether manufactured or not, or if it is the product of a diseased animal or one that had died otherwise than by slaughter."

"REGULATION 11. (a) The sale, keeping for sale or offering for sale of any food product that contains a poisonous or deleterious ingredient or substance due to filth, putrescence, disease or decomposition is prohibited.

(b) The sale, keeping for sale or offering for sale of undrawn poultry, game or fish is prohibited.

(c) *The sale, keeping for sale or offering for sale of tainted or rotten eggs is prohibited.*"

"REGULATION 31. The serving for food in any restaurant, hotel or dining-car in Kansas of any poultry, game or fish that has been refrigerated or kept in cold storage with the crop or entrails undrawn is prohibited."

During the past year the punishment of offenders of the above mentioned have been very few. Nevertheless the perpetrators of this act have been very numerous. It is known, however, that the selling of bad eggs is carried on mostly because of ignorance on the part of the seller. Now that a publication of the proper way to handle eggs has been made, there is no reason whatever why every person who sells a bad egg should not be punished to the limit.

Dr. S. J. Crumbine, secretary of the State Board of Health, has promised the writer that he will, sometime in the year 1910, take his entire corps of inspectors and make a campaign over the state for any who violate the pure-food law as regards eggs. This will certainly be done, and if possible pushed to the limit, so it behooves every one who handles eggs to be as careful as possible in the marketing of them. This is not a pleasant or desirable thing to do, but if necessity demands it prosecutions will be made.

#### REMEDIES.

The great loss to the state caused by the existence of rotten eggs and the ways of eliminating them have been discussed, and it is now evident that to the businesslike farmer there is a way whereby he may improve his egg business and yet make money by so doing.

It is hardly reasonable to expect any one to improve their business conditions unless they realize a financial benefit therefrom. Every one likes to produce the best of anything, but if they find that more cash can be made by selling an inferior grade of stuff it surely seems reasonable that they do so. But in this question of handling eggs an improvement means more profit and should therefore be done.

There are three ways whereby a poultryman may dispose of his marketable eggs. First, by selling to a buyer, who either ships without grading or candles and disposes of them according to their quality. By this method of selling, the producer is able to take advantage of the intense competition, which is generally ever present among local buyers. That raises the general run of prices, until some merchants will even complain that they are too high for them to realize any profit after the eggs have been candled.

If a farmer brings in good No. 1 eggs every week, he should get more for them than any one else. At the present time he does n't, and the tendency is to let the care of the eggs *slide*. The compiled data, shown on page 245, shows the number of buyers who say that they could afford to pay better prices for extra good eggs. It also shows how much they could afford to pay and the number who will pay it. Would this increase amount to much to the farmer? The average increase is  $1\frac{1}{2}$  or 2 cents per dozen. Let us figure that the average Kansas farmer's hen produces 100 eggs per year. If he has 200 hens, they will produce 20,000 eggs for him yearly. If one-fourth of this number are consumed at home, then 15,000 will be salable. A premium of 2 cents per dozen would mean  $1250 \times .02 = \$25$ . Is it not worth the trouble financially, not considering the law, to take care of the eggs produced?

The question now comes up as to how to get the buyer to pay this premium. The storekeeper will not do it; and if he won't, then let him lose the trade and you ship to a near-by large buyer. They will be glad to get this trade and will treat you in the best possible way. At first they will quote market prices only, until they are satisfied that the quality is as represented, then they can be made to pay the desired premium.

One buyer told the writer of several customers who brought in superior, large, fresh eggs, but on account of the prevailing methods they received no more for them than any one else.

The question was then asked of him as follows: "If those customers would ask you for a premium for their eggs, would n't you pay a reasonable one, rather than lose their trade?" The quick reply was, "Yes, indeed." That is but one method whereby a farmer can make a buyer pay him for his efforts. But since the average farmer will not hustle trade, the buyer will of course not offer it. Egg buyers compete for eggs and they desire that they be good, so why cannot the producer compel him to pay for quality? All of this may not seem reasonable in all communities, and yet the writer has yet to see over a dozen poultrymen who hustle business for their egg trade. They seem content to take what is offered.

In the present day of the farmer, who at least desires to be businesslike with most of his farm work, there is no reason whatever why several in a community cannot ship eggs together in lots of fifteen dozen and upward, and work up a business that will be large enough to make a buyer want their trade. In Denmark the cooperative handling of eggs has been successful for years. In Quebec, Canada, it has been working successfully in several communities. In the Southern states there are also several cooperative egg localities.

In Kansas cooperative poultry associations could be easily managed with profit to all. Other cooperative organizations are successful, and why not those with poultry and its products?

In case an association of this kind is agitated, the following suggestions are made for its benefit: Secure a number who are interested enough to stick to the association, whether they lose a little at first or not, and organize them into an association, adopting a constitution, which shall give the name, object, membership, dues, officers and their duties, meetings and rules. Under the rules should be given the grades of eggs and of poultry and the proper way to handle, mark and market them. This can be made very successful in small communities, if only tried. If nothing is ventured nothing is gained.

The second way of marketing eggs is to sell at retail, or at a slight premium, to a hotel or restaurant where they will buy in quantities and yet pay well for good produce. One farmer who kept 300 White Leghorns told the writer that this method of supplying one good restaurant netted him a clear profit of over one dollar per hen each year.



The last method is to sell to private trade, by peddling around to small customers and selling at a premium. This way is not used in this state, but is a good one, nevertheless. To prove this, an example will be given. In the fall of 1908 the Poultry Division of the Kansas State Agricultural College endeavored to market nice, first-class eggs, all one color, in fancy cartons, and sell them at a premium. The idea was laughed at by many, and predictions were made as to its quick failure. For two months the situation looked unfavorable, but in a short time trade picked up and in one year these eggs were bargained for a week before they were laid, the buyers to call at the poultry house, and the price paid to be four or five cents above downtown retail prices. An example of how this worked may give the reason for its success. One customer called for a dozen eggs, but refused to take them when three cents premium was requested. In three days he came back, asking to have his name kept on the regular order sheet. He said that the eggs he bought in town contained too many bad ones to suit him. It has therefore been proved in a town such as Manhattan, where there is little demand for fancy trade of any kind, that there are always some people who will pay for quality.

The Poultry Division has a small and rather inefficient poultry plant, but its employees are always ready to help and visit any who are sufficiently interested to send a letter. The poultry industry of the state is so large and its reputation so great that there seems no plausible reason why it cannot be among the first in efficiency and quality.

The egg question and its relation to the farmer's pocket-book is but one phase of the poultry business. It is hoped, if the proper support is given, to work on others later. This pamphlet is written simply to appeal to the reason of the farmer with regard to the marketing of his eggs. The law is already made, and it is hoped will not need to be enforced in 1910.