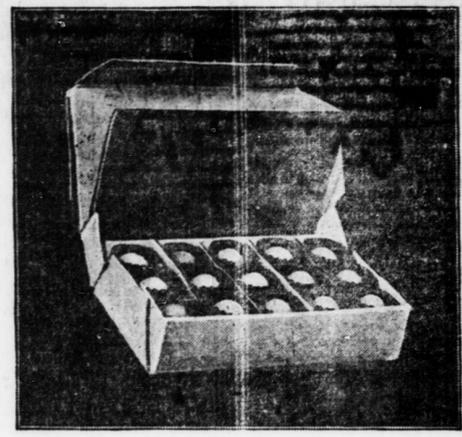


SUCCESSFUL SYSTEM OF MARKETING EGGS



The illustration shows a Fiber-Board Box Fitted With Corrugated-Pasteboard Lining and Fillers, or Partitions, of the Same Material - Each Egg Has a Wrap of One-Faced Corrugated Pasteboard - The Lining is Raised to Show the Eggs; It Shows Dark Against the Lid.

That eggs can be marketed successfully by parcel post and that this method frequently secures a better price for the producer and a fresher article for the consumer has now been demonstrated to the satisfaction of the experts in the United States department of agriculture. The department conducted tests that covered a period of five months. At the end of that period it came to the conclusion that the parcel post was of particular value to the man whose flock was too small or who lives too far from express service to permit him to ship his eggs in the regular commercial case, which holds 30 dozen eggs.

In the course of these experiments the department shipped 9,131 eggs in 466 lots. Of these 327, or slightly less than 3.6 per cent, were broken, but only 209, or slightly less than 2.3 per cent, were absolutely wasted. The others, though broken, could still be used. The percentage of breakage, moreover, will be greatly reduced. It is said, when the employees of the post office become more accustomed to handling such fragile matter. The eggs should be properly packed in a case of course essential. This implies time, care and some expense, and is one reason why no attempt should be made to market by parcel post any but the finest quality of eggs, for they alone will bring remunerative prices. Moreover, if the customer who buys in small lots finds that any considerable proportion of his purchases is undesirable or even unattractive in appearance, he will not trouble to ask for deductions on that account; he will simply discontinue his orders. The producer, therefore, must see to it that all the eggs the postman delivers are what he represents them to be.

This can only be done by candling them. Candling "The process of testing eggs by passing light through them to reveal the condition of the contents" is omitted by many producers, who rely on care in collecting to eliminate all bad eggs. It is, however, impossible to avoid an occasional accident, and candling is therefore advised as an added precaution. A simple outfit can be made out of a small hand lamp and an ordinary pasteboard box sufficiently large to be placed over the lamp, after the ends have been removed, without risk of fire. In order to supply air to the closed lamp, notches should be cut in the edge on which the box rests. A round hole is then cut in the box at the level of the lamp flame and the candling done by holding each egg against this hole while the rest of the room is in darkness. The light from the lamp reveals the contents of the egg, and those that show any defect can be rejected.

If possible, only fertile eggs should be sent to market. Fertile eggs deteriorate rapidly in warm weather, and are the cause of much loss. A broody hen on the nest or accidental exposure to a high temperature may start incubation and cause the egg to spoil, and injure the shipper's reputation. It is advisable, therefore, to retain the fertile eggs for home use, or dispose of them in some other way than through the parcel post. This is also true of soiled eggs. Eggs should never be washed when intended for high-class trade, since the process removes a natural mucus coating and opens the pores of the shell.

After this thorough elimination of the unfit, the eggs that remain should be carefully packed in a container of corrugated pasteboard, metal, wood or other suitable material. The post office regulations require this container to be so wrapped that nothing can escape from the package, and each egg, in addition to be wrapped separately in excelsior, cotton or some such material. Any soft paper serves the purpose quite well. As for the container itself, there are many kinds on the market, and the department of agriculture investigators have not attempted to decide which is the best. Instead, they refer inquirers to the various state experiment stations, which have available information on this question.

In packing eggs, it is well to sort them as far as practical, according to size and color, and to keep for home use those which are irregular in shape, unusually long or thin-shelled. Containers that have been badly stained by the eggs should be replaced by new ones and the package wrapped as neatly as possible. In short, every effort should be made to deliver an attractive package as possible into the hands of customers. The extra expense will be little and the returns in increased trade great.

The larger the shipments that the producer can arrange to make, the cheaper can he afford to sell his eggs. Within the first and second zones of the parcel post service, a package costs five cents for the first pound and only one cent for each additional pound. Ordinarily eggs weigh about one and one-half pounds a dozen, which with the additional weight of the wrapping and container, would make a package of a dozen eggs weigh between two and three pounds. The postage on this would be seven cents. If another dozen eggs were included in the package the postage would not be more than nine cents, or four and one-half, instead of seven cents a dozen eggs.

To the value of the eggs and the cost of postage must be added the cost of the container and the wrapping. For two dozen eggs this will be estimated at eight cents. With postage at nine cents, it would, therefore, cost 17 cents to market two dozen eggs, or eight and one-half cents a dozen. By shipping in 100-pound lots, it is estimated that the marketing cost can be reduced to 4.7 cents a dozen.

Where the container can be used more than once, this cost can, of course, be somewhat reduced. Large-sized containers will stand from two to four trips; smaller ones three to five; so that it will pay the producer to induce his customer to return the containers periodically.

EVERYTHING FOR BUILDING EXCEPT THE HARDWARE

TUMBER

WASMOOT & CO., INC. ALEXANDRIA, VIRGINIA

County Treasurer's AUGUST TRIPS

For the purpose of collecting State and County Taxes for the years 1914 I will visit the following places, either in person or by deputy, on the dates named below:

Milestown, Friday, August 21.
Chapico, Saturday, August 22.
Mechanicsville, Monday, Aug. 24.
Hillville, Tuesday, August 25.
Jarboesville, Wednesday Aug. 26.
St. Inigo's, Thursday, Aug. 27.
St. Geo's Island, Friday, Aug. 28.
Valley Lee, Saturday, August 29.

A discount of 5 per cent. will be allowed on State taxes if paid during the month of August.

J. PHILLIP GREENWELL, County Treasurer.

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GEO. M. THOMAS, A. M., Principal.

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GO TO R. C. ELLIS, BUSHWOOD, MD

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Wanted-Timber Lands

We have clients to whom we can sell Timber Lands. Send us full particulars, such as number of acres, if on navigable water, how far from wharves, how to reach same, price, etc.

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WM. MEVERELL LOKER, ATTORNEY-AT-LAW, Leonardtown, Md.

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AT Leonardtown, Md

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IN WHATEVER CLIME YOU FIND A SAINT MARY'S BOY THERE YOU

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\$1.00 per inch for the first insertion, and 50 cents for every subsequent insertion. A liberal reduction made to those who advertise by the year.

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PATUXENT RIVER ROUTE.

SCHEDULE.

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