

# Selling Eggs for Profit

## Seventeen Per Cent of Missouri Product Which Is Valued at \$3,000,000 Is Unfit for Human Food

By H. L. Kemper, Professor of Poultry Husbandry, University of Missouri

It often happens that eggs travel many miles and go through several hands from the time they leave the producer before they reach the consumer. Eggs which are sold at the country store are usually shipped to the nearest egg depot, then sent to the city commission house, which disposes of them to the jobber, who sells to the retailer and he to the consumer.

In most cases the farmer does not handle a sufficient quantity to warrant his catering to a private trade, although there is a great demand for fresh eggs at soda fountains, hotels, restaurants, retailers, etc. Where private trade can be had with little cost of delivery, the producer usually realizes higher prices and the consumer enjoys a higher grade product. Special egg cartons, neatly stenciled cases, uniform grading of the eggs as to size, shape and color all tend toward

elves the value of the eggs less this commission. Many practice selling eggs the age of which is questionable, thinking that the middleman or consumer stands the loss. There could be no more serious mistake. On a trip through commission houses of New York, the writer watched the candling of eggs. About one out of every five was thrown out. Who stands the loss? Does the commission man? He knows from experience the quality he may expect. Does the consumer? He pays for what he gets. The man who stands the loss is the producer, and the loss is the lower price he receives because of the average low quality of the eggs.

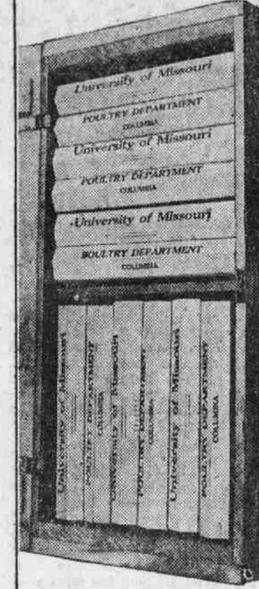
A better quality would eliminate this loss; and eventually the producer will reap the benefit, not only because of the increase in price which the commission man can afford to pay, but also because of the demand which would be created for his goods on account of their improved quality. It is a fact that eggs from certain localities and states demand a premium of two or three cents a dozen because of the good reputation their goods have attained.

At the present time there is an enormous loss in the eggs marketed. About 17 per cent, or nearly one-fifth of the eggs marketed, are unfit for food. The elimination of this would mean an addition of \$2,000,000 to \$4,000,000 to the Missouri farmer in a single year. The loss which occurs in eggs is classified as follows:

Chick development	.....5 per cent.
Dirty eggs	.....2 per cent.
Breakage	.....2 per cent.
Shrunken or held eggs	.....5 per cent.
Rotten eggs	.....2.5 per cent.
Mouldy or bad flavored eggs	.....5 per cent.

The farmer, of course, is responsible for only a portion of this loss, because of delays in transit. Yet he can do much toward the improvement in quality. The following suggestions, if carried out, will help greatly:

- (1). Market only eggs of standard size: 24 ounces or more to the dozen.
- (2). Sort out exceedingly large or very small eggs.
- (3). Avoid dirty eggs by use of clean quarters. Dirt may be removed by a damp cloth, but the keeping qualities of the eggs are not as good as those which are unwashed.
- (4). Remove males as soon as breeding season is over. Fertile eggs do not keep as well, and the 5 per cent loss can be eliminated. It costs more to feed surplus males, and the hens are more productive when no males are present.
- (5). Collect eggs from regular nests daily, or even twice daily in hot weather. Stolen nests account for the rotten and moldy eggs.
- (6). Store eggs in cool, well ventilated places. Heat assists chick development, and also increases the shrinkage. Eggs are very susceptible to such odors as kerosene, cabbage, rotten fruit, fresh paint, etc. Feed also influences flavor. Only clean foods should be fed.
- (7). Market eggs once or twice weekly. An egg deteriorates in quality with age.
- (8). Grade eggs with reference to color. Eggs of uniform color always command a premium of from 1 to 3 cents a dozen.



The private egg carton may be packed in the regular 15 or 20 dozen case. The advertising is worth more than the cost of the carton to say nothing of the increased value of the product.

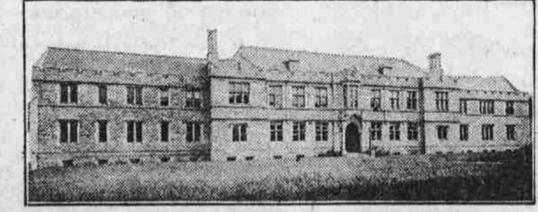
an attractive product which catches the eye of the consumer, thus calling his attention to the particular producer.

But the great majority of eggs are marketed through the easier channel previously mentioned. They are handled several times and are usually candied once or twice. As a rule, farmers market their eggs once a week; and the groceryman ships as often as he secures enough to make it profitable. A day or two is necessary for the shipment to reach the egg depot; each middleman causes time to elapse, and the age of the egg is indefinite when it reaches the consumer.

Egg candlers eliminate the bad eggs at some time during the journey. The consumer pays only for what he gets. Each middleman deducts his commission, and the farmer or producer re-

# Missouri's Greatest School of Agriculture Growing Rapidly

About seventy-five men and women were graduated from the College of Agriculture at the University of Missouri. There were ten times as many in the class this year as in 1907. Agri-



The Main Building of the College of Agriculture at Columbia, Mo.

cultural education is of value to the practical farmer as well as to the scientist. A large percentage of those who graduated this year are going back to the farm. Others have secured positions in agricultural colleges and experimental stations.

Besides giving instruction to students, the College of Agriculture is

doing a vast amount of work for the farmers of Missouri. Through the Experiment Station it is working out problems of growing crops and feeding stock. The results of this work are published in the form of bulletins which are available to all the farmers of the State. The college is saving a large number of hogs each year by preparing serum for inoculation. In addition, the college is teaching modern methods of agriculture by lecturing over the state; by correspondence, and by agricultural exhibits at the county fairs.

**Floor Stains.**  
When hot fat is spilled on a floor, the first impulse is to pour on hot water. Do not do this, as it keeps the fat melted and allows it to sink into the wood. Pour cold water—a lot of it—and the fat will harden before it sinks in. Then it can be removed by scraping up.

**Not All Hours Spent in Labor.**  
When a man says he works eight hours a day, he is seldom exact. He counts in the time he spends listening to funny stories or talking baseball.

**Area of the Oceans.**  
The Atlantic ocean has an area of 24,538,000 square miles; Pacific, 50,309,000; India, 17,084,000; Arctic, 4,781,000; and Southern, 30,592,000.

**Arrange to begin haying in good season.** Now is the time to make your work adjust itself properly to the haying season. Look ahead and be ready.

**Guileless Paragon.**  
Oh! for a person who isn't trying to work something.

# Here We Have Not the Time.

The hotels of Europe come in for commendation from an observer, who points his moral with this incident: "The European hotel manager who, at our departure, came to our cab door, bowing his thanks for our patronage and presented Mrs. B. with a bouquet of roses, left us with a sense of pleasure and a desire to return which I have never experienced on leaving any hotel in this country."

# Did Not Live Up to It.

Our high appreciation and even our expressed desires are not always indices of our character. "Let me die the death of the righteous," was the prayer of Baalam. And then he went right away and joined himself to the heathen and was slain by a righteous man.

No pure form of social or domestic life, no high type of morality, has ever been developed among any people except where it has been organized around some kind of productive work.

# THE WORLD'S GATE

## Gibraltar, Its Sieges and Centuries of Bloodshed.

Sacred to the God of War—Ancients Regarded It as One of Pillars of Hercules—Stood Many Investments in 500 Years.

London.—There are certain places on the surface of the earth which are, one may say, sacred (or perhaps rather unsacred) to Mars the war god, the history of which has been but a record of battle, murder and sudden death; they are the danger spots and powder magazines of civilization. Among these the Rock of Gibraltar stands pre-eminent. In the course of 500 years it stood some fifteen sieges; some of them among the most notable in history.

With the ancients it was Calpe, one of the pillars of Hercules, the other being the hill called Abyla, near Ceuta on the African coast. These marked the boundaries of the world, except for the Phoenicians, for centuries; later the Greeks ventured beyond them, although always Greek intercourse with ancient Britain, what there was of it, was mainly by way of Massilia and through Gaul. But neither Phoenicians, Greeks nor Romans appear to have understood the true import of Gibraltar, or surely the Caesars would have crowned its heights with a great temple to Mars. Its military value first made itself manifest to the Arabs, who, when they crossed over from Africa in the eighth century, selected it as the site of a fortress. They gave it two names: Gebel at-Futahh, or the Hill of the Entrance, because it was the place where they first set foot on Spanish soil, and Gebel Tarik, the Hill of Tarik, from their leader, Tarik ibn-Zeyad; it is, of course, this second name that has remained.

However, it was not until the beginning of the fourteenth century that Gibraltar became the cockpit of southern Europe. In the year 1309 the first siege took place; the rock was taken by Alonso Perez de Guzman for Ferdi-



How Rain is Collected on the Rock.

nand IV., who, in order to attract inhabitants to a spot otherwise somewhat uninviting, proclaimed it an asylum to murderers, swindlers and thieves, and promised to levy no taxes on imports and exports. In 1315 the second siege took place, when the Arabs under Isma'il ben-Ferez attacked it, and were defeated. In 1333, however, the governor, Vasco Paez de Melra, was obliged to capitulate to Mohammed IV. Almost immediately the fourth siege began, under Alfonso XI, of Castile, "The Avenger." His attempts, though heroic and pertinacious, were in vain; and he was obliged to content himself with a tribute for the rock from Abdul Melek of Granada. In 1340, October 29, as leader of the allied armies of the Christian kingdoms of Spain, he won the great victory of the Salado over the kings of Granada and Morocco, after which the booty was so great that the value of gold fell one-sixteenth. He followed up his successes in 1342 by laying siege to Algeiras, where for the first time in Europe cannon were used—by the Moors defending. After a two-year siege they capitulated, on condition of a ten-year truce; but the king of Castile broke his word in 1349 by again besieging Gibraltar. This, the fifth siege, resulted in the transference of Gibraltar from the possession of the king of Morocco to that of Yusuf III. of Granada. The seventh, undertaken by Enrique de Guzman, count of Niebla, proved fatal to the besieger and his forces. In 1462 success attended the efforts of the Spaniards under Alonso de Arcos, and in August of that year the rock was lost to the Arabs forever.

By the ninth siege the rock fell to the duke of Medina Sidonia, who won it from the Spanish crown; in 1469 Henry IV. was constrained to declare his son and heirs perpetual governors of Gibraltar. Ten years later Ferdinand and Isabel created the second duke Marquis of Gibraltar; but in 1501 Garisano de la Vega was ordered to take possession of the rock for the crown, and it was formally incorporated with the Spanish dominions. After the death of Ferdinand and Isabel, the duke Don Juan tried in 1506 to recover possession, and added a tenth siege to the list; his attempt was in vain. The eleventh siege took place in 1610, when the pirates of Algiers tried to regain it for the Moslem cause; the conflict was severe, but resulted in the repulse of the besiegers.

During the war of the Spanish succession it was taken by a combined English and Dutch fleet under Sir George Rooke.

**Ministers' Vacation Scheduled.**  
Flushing, N. Y.—Ministers here have arranged a vacation schedule to prevent a repetition of last year's trouble when there was none left to officiate at weddings and funerals.

# BACKACHE IS DISCOURAGING

Backache makes life a burden. Headaches, dizzy spells and distressing urinary disorders are a constant trial. Take warning! Suspect kidney trouble. Look ahead for a good kidney remedy.



Learn from one who has found relief from the same suffering. Get Doan's Kidney Pills—the same that Mr. Harris had. An Ohio Case: Fred W. Harris, Jefferson, Ohio, says: "For ten years I suffered from kidney trouble. I had constant backache, showed symptoms of dropsy and became so bad I was laid up in bed. After Doan's Kidney Pills, they cured me completely."

Get Doan's at Any Store, 50c a Box. **DOAN'S KIDNEY PILLS**. FOSTER-MILBURN CO., BUFFALO, N. Y.

W. N. U., ST. LOUIS, NO. 28-1913.

# WOULDN'T CAUSE A SCANDAL

## Old Negro Woman Had Lost Her Hogs, but Refrained From Pointing the Finger of Suspicion.

A gentleman stopped at a cabin where an old negro woman lived, and entered into conversation with her concerning the crop prospects. "I did hab fo' or five hogs," said the old woman; "but dat's dwindled down till I ain't got but one now." Somebody steal them? "I nebbber talks 'bout by neighbors, an' doan' nebbber makes mischief, I doesn't." "Did the hogs die?" "Da muster died; but yer ain't gwine to say nuthin' agin' my neighbors. De hogs disapperared away from heah while dat man was libin'; but I ain't gwine to say nuthin' agin' him." "Do you think that he took them?" "Mister, dat man's dead, an' I doan' want ter say nuthin' agin' him, but lemme tel yer, while dat man was libin', he was a powerful stumbling block ter hogs."

# Genesis of Men of Straw.

Mr. Engelbach, an English author, in a new volume on humors of the law, relates the following queer bit of history:

"Some years ago men used to walk about openly in Westminster hall with a piece of straw in their boots. By this sign attorneys knew that such persons were in want of employment as false witnesses and would give any evidence required for money. For instance, if an advocate wanted an obliging witness he would go to one of these men and show him a fee, which if not sufficient, the witness would not take any notice of it. The fee was then increased until its weight recalled the power of memory to a sufficient extent. By this they derived their name, 'Men of Straw.'"—Harper's Weekly.

# Passed on the Highway.

The automobilist was tinkering up his car by the roadside. Some trifling defect had jarred on his sensitive nerves.

Suddenly around the corner came an aged man.

"Hold on a half minute, old top," said the affable driver, "and I'll give you a lift to town."

But the aged man grinned and walked along.

"Thanks, sonny," he called back. "I'd accept your offer if I wasn't in a hurry."

And he went down the road at a perfectly ripping pace.

"Hully smoke!" snorted the automobilist. "That must have been old man Weston!"—Cleveland Plain Dealer.

# Predicament of a Suffragist.

A well-known university professor who has taken much interest in the woman suffrage movement was persuaded to carry a banner in a parade that was held in New York some months ago.

His wife observed him marching with a dejected air and carrying his banner so that it hung limply on its standard, and later she reproved him for not making a better appearance.

"Why didn't you march like somebody, and let people see your banner?" she said.

"My dear," meekly replied the professor, "did you see what was on the banner? It read, 'Any man can vote. Why can't I?'"

# Rebuked.

A distinguished English surgeon, who was rather untidy in his attire, was one day called for hurriedly by another doctor. When ready to start, however, his friend remonstrated with him on the shabbiness of his dress, and suggested that as Lord ——— was a most particular man, he should at least change his hat, which, after some grumbling, the surgeon consented to do.

The caller waited for him impatiently for some time on the pavement, and at last was surprised to see the door partially opened and a new silk hat thrown to him, with a curt remark: "There's the hat; but I thought you wanted the man. Good-day."

**Problem.**  
"It isn't right to railroad a case in court, is it?"  
"Of course not."  
"But suppose it is a train robbery?"

When a man takes a vacation he needs rest; when his family takes one he gets it.

Mrs. Winslow's Soothing Syrup for Children teething, softens the gums, reduces inflammation, allays pain, cures wind colic, &c. A bottle for

# AMONG THE HEAVY EATERS

Remarkable Gastronomic Feats That Are Hardly Believable, Though All Authenticated.

Champion Fried Egg Eater of the Berkshires was the title of Louis Morris of Housatonic, Mass., before he entered in a recent egg eating contest on a wager. He had a record of 22 eggs and the wager was on his contention that he could easily increase this record to 25. When he reached the seventeenth egg he was seized with an attack of acute indigestion and a doctor worked over him for an hour before he was restored to consciousness and pronounced out of danger. He also has a record for 54 ears of green corn.

At the breakfast dinners of many political clubs astounding records are made in the consumption of viands. Some of those who take part think nothing of eating 10 and 12 pounds of meat at the sitting. At one clam bake held at College Point recently eight baskets of food were eaten by one diner. This basket included a leg and a breast of a chicken, 25 clams, two ears of corn and four potatoes. This record is declared accurate and authentic and is posted up in an East side club room.

A Rhode Island farmer had a record of half a bushel of walnuts of which he was extraordinarily fond. He used half a bag of salt while eating them. A New Jersey blacksmith on a recent wager ate nearly a peck and a half of cherries. He said he could go on eating "forever," as he put it, but those who witnessed his feat declared they had seen enough to prove the eater a wonder. A Chicago man inordinately fond of mush and milk, lived on it for a week not long ago, eating four great bowlsful of it three times a day.

# ECZEMA BURNED AND ITCHED

203 Walnut St., Hillsboro, Ill.—"My child had a breaking out on the lower limbs which developed into eczema. The eczema began with pimples which contained yellow corruption and from the child's clothing they were greatly irritated. They seemed to burn, which made the child scratch them, resulting in a mass of open places. They made her so cross and fretful that it was impossible to keep her quiet. They caused her to lose much sleep and she was constantly tormented by severe itching and burning.

"I tried several well-known remedies, but got no relief until I got a sample of Cuticura Soap and Ointment, which did so much good that I got a large quantity that cured her in ten days after she had been affected for two months." (Signed) Mrs. Edith Schwartz, Feb. 28, 1913.

Cuticura Soap and Ointment sold throughout the world. Sample of each free with 32-p. Skin Book. Address post-card "Cuticura, Dept. L, Boston."—Adv.

# Diesel Engined Vessel.

The ship Hagen, which is the largest vessel in the world to be propelled by Diesel oil engines, recently made her trial trip in the lower New York bay. The vessel, which was built for the Standard Oil company, measures 400 feet over all and has a displacement of 8,350 tons. She is equipped with two six-cylinder Diesel engines of two-cycle type, adapted to develop 2,400 horsepower, at 140 revolutions a minute. At sea the steering engine is driven by compressed air. When nearing port, steam from a donkey boiler is used in the steering engine. The vessel is lighted by electricity and the living quarters are heated by a hot water system, the water being heated by the main exhaust of the engine. During the test the vessel ran at about 11 knots.

# Walter's Price.

It was a banquet where a notable gathering of politicians had assembled. A certain aspiring young attorney was among the number, and as he sipped an influential judge at the far end of the parlor, he called the head waiter, slipped half a dollar into his hand and whispered, "Put me next to Judge Spink at the table."

Upon being seated, however, he found he was at the other end of the room from the judge.

He called the head waiter to explain.

"Well, sir," replied the official, "the fact is that the judge gave me a dollar to put you as far from him as possible."—Lippincott's.

In a life partnership the husband is often the silent partner.

# QUININE AND IRON—THE MOST EFFECTUAL GENERAL TONIC

George's Tasteless Chill Tonic Combines both in Tasteless form. The Quinine drives out Malaria and the Iron builds up the System. For Adults and Children.

You know what you are taking when you take GROVE'S TASTELESS CHILL TONIC, recognized for 30 years throughout the South as the standard Malaria, Chill and Fever Remedy and General Strengthening Tonic. It is as strong as the strongest bitter tonic, but you do not taste the bitter because the ingredients do not dissolve in the mouth but do dissolve readily in the acids of the stomach. Guaranteed by your Druggist. We mean 5c.

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**Its Advantage.**  
"In a railroad wreck, there is one provision made for people seeing stars."  
"How so?"  
"When the cars are telescoped."

**Naturally.**  
"Did you have fun on that aviation trip?"  
"Oh, we had a high old time."

A henpecked husband is the silent partner of his wife's woes.

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At Soda Fountains or Carbonated in bottles.

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