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MARKETING POOR HAY BRINGS LOSS

Either the Producer or Shipper Suffers When Off Grade Product is Sold.

SHOULD BE FED TO STOCK

Advice on Keeping Grades Separated According to Commercial Standards, Baling From the Stack and Loading Into Cars.

(Prepared by the United States Department of Agriculture.)

Unless there is a scarcity of marketable hay or an unusual demand, the shipping of poor hay to market generally results in a loss either to the producer or shipper. When but little hay of inferior quality is arriving on a market it is usually absorbed along with the good hay at a discount ranging from \$1 to \$2 per ton for each grade, each lower grade selling at a discount of from \$1 to \$2 under the grade next above it.

When receipts of low-grade hay are heavy, there is generally a wide spread in the discount, so that No. 2 hay frequently will not bring within from \$5 to \$8 of the price at which the No. 1 grade of the same kind of hay is selling. Also a poor demand almost always results in heavy discounts on the lower grades and buyers show a preference for the better hay even at a higher price.

Quality Sometimes Affects Grading. Investigations by specialists in the bureau of markets and crop estimates, United States Department of Agriculture, show that when any hay-producing section has had unfavorable hay-making weather, which has caused hay to become too ripe or staled, or otherwise damaged, growers or shippers in that section are prone to lower their ideas as to grade requirements. The best hay in the territory becomes No. 1, whether it fills the technical requirements of that grade or not; the lower grades are graded accordingly. This tendency toward leniency in grade interpretations is often communicated to or reflected in the tributary markets, especially if there is a brisk demand.

Indeed, there are so many factors which enter into the marketing of off-grade hay that it is very difficult for producers or shippers of such hay ever to obtain entirely satisfactory results, and the department believes that in most instances it would be a much more profitable procedure to use off-grade or damaged hay on the farm or to sell it locally to someone who has use for that particular kind of hay. When it is not possible to dispose of the hay in this way and it must be marketed because of financial reasons or lack of storage, the department states that the employment of the following suggestions for preparing and shipping the hay will result in more profitable returns:

Keeping Grades Separated. 1. Grade your hay according to commercial standards rather than local ideas.

2. Load cars uniformly and invoice correctly.

3. Choose markets carefully relative to their demand for the kind of hay to be marketed.

When baled from the stack, hay on the top or sides that is weather damaged should be raked or cut off. The hay near the ground at the bottom of the stack also is generally damaged too much to be baled with the good hay. Special care should be taken in trimming the stack to remove all damaged or staled hay. A little of this hay in a bale or car will cause a heavy discount, whereas it can usually be used on a farm in place of hay which will bring a better market price.

When the hay has been baled and separated into grades according to quality, it should be loaded into the cars with equal care as to grades. If not sufficient hay of one grade is available for a car, another grade may be loaded but should be segregated and not loaded promiscuously with the other hay. It is also a good practice to invoice the hay exactly, stating the number of bales of each kind.

A choice quality of hay will sell well in almost any market. Under present standards lower grades are more difficult to dispose of. Some markets have better demand for certain grades than others. It is important that the shipper knows at what market the best demand exists for the quality of hay he has to offer.

COLORADO ADOPTS U. S. POTATO GRADES

Eleven States Now Use Federal Standards Officially.

New Division of Marketing in the Mountain State Also Is Preparing Grades for Apples and Other Kinds of Fruit.

(Prepared by the United States Department of Agriculture.)

Adoption of United States potato grades in Colorado has increased the amount of the crop marketed on this basis by more than 12,000,000 bushels, according to the August estimate of the bureau of markets and crop estimates, United States Department of Agriculture, and raises to 11 the number of states that have made the United States grades official. Although the use of the federal standards has been optional since the days of the United States food administration, they are now used officially for grading 30 per cent of the total crop and unofficially for 30 to 45 per cent more.

Following the lead of other western states, Colorado created at the last session of the legislature a division of marketing and provided for



Shipping Officially Graded Potatoes in Colorado.

the inspection of fruits and vegetables on the basis of state grades. The new division started work in July, and hearings were held in producing sections throughout the state for the purpose of establishing practical standards that would be satisfactory to the trade.

These conferences led to the prompt adoption of the United States grades recommended by the United States Department of Agriculture for potatoes, rough and washed celery, cucumbers and fresh tomatoes. State standards were also promulgated for beans, cauliflower and sacked vegetables.

Apple grades have been prepared also by the Colorado division of marketing, in co-operation with the bureau of markets and crop estimates, after a series of hearings, and grades for boxed and bulk stock will be announced in the near future. Owing to the late start of the work, the division of marketing will not attempt the inspection of peaches or pears this season.

The new work is receiving enthusiastic support from most of the growers and shippers, who feel that it will do much toward building up the reputation of Colorado products in the markets. Although the service is not yet fully organized, a total of 1,500 cars were inspected during the first month's operation.

FRESH WATER IS ESSENTIAL

Importance of This Matter Is Not Generally Recognized as Its Value Demands.

A scratch mixture should be fed the poultry flock morning and night and light feed in the morning. All fowls then will eat at night so they will go on the roosts with full crops. An abundance of fresh, pure water is needed. The importance of this matter is not so generally recognized as its value demands. It is not enough to fill up the water vessels in the morning—it will pay to give a fresh supply along with the evening feed. Grit and oyster shell are needed, for fowls on free range soon exhaust the natural supply of small, sharp stones that have any grinding value in the gizzard.

COMMERCIAL SCRATCH GRAIN

Value of Any Mixture Will Depend Upon Its Composition and Quality of Grains.

A large number of commercial mixtures both of scratch grains and of ground grains are prepared for poultry feeds, but the value of any mixed commercial feed depends upon its composition and the quality of the grains used in its preparation. If a poultry raiser does not produce any grain and keeps a comparatively small number of fowls it is often better for him to buy commercial mixed feeds. The average farmer, however, should feed home-grown grains supplemented with mill feeds and meat scrap, and the large poultryman usually can mix his own feeds to best advantage.

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French Dogs Killed in War. Some interesting figures are given in the newspaper Le Journal on the reduction of the canine population in France during the war. It was estimated there were 3,855,329 dogs in France in 1914, while in 1920 the number had diminished to 2,657,380 of which 875,000 are pets, 2,082,380 watch dogs. Of 1,197,940 which disappeared the majority were killed by projectiles, while employed as message bearers with the French army. It is noted that while the numbers decreased the standard of leading breeds in France in no way suffered.

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