GRADED EGGS BRING BETTER PRICES

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Modern Developments in Methods of Marketing Bring Greater Profits—Losses Are Minimized—Advantages of Grading Explained

Before grading of eggs was realized by the Poultry Industry as being necessary for greater profits, a large loss was sustained in marketing due to improper handling between the producer and the market. Many farmers looked upon eggs as a side issue and sometimes even as a by-product of their farms, and figured the returns as so much clear gain. The hens were given very little attention and in most cases had to forage for their living. The eggs were gathered only when it was convenient and kept almost anywhere. With carelessness of this nature along with a combination of mongrel stock, dirty nests, stolen nests of broody hens, unconfined males, and other undesirable conditions, there was no wonder that the product delivered to the market included a high percentage of small, cracked, dirty, stale, heated, and rotten eggs, that brought only a very small return.

The producers usually took their eggs to the country merchant and exchanged them for merchandise. They were allowed a certain price per dozen regardless of the quality. The dealer either did not care to take the trouble to grade them, or did not know how, or feared to lose the good-will of his customers if he paid more to one than to another. When the eggs reached the country merchant they were held until a suitable quantity for shipment had accumulated, with still more unfortunate results to their quality.

When the eggs finally reached the wholesale dealers they were assorted and divided into smaller lots, and shipped to jobbers who in turn sold to retailers. Up to the time the industry realized the necessity of grading a considerable amount of money was being needlessly expended on unmarketable eggs. In most cases this ran well over 10 per cent. The wholesaler as well as the country merchant always made generous allowances for the unmarketable eggs and as a consequence the producer received very little for his product.

In more recent years the improvement of our egg marketing methods has been sponsored alike by the producers, dealers, and consumers. Many poultry producers are now receiving a premium of from three to five cents per dozen more than the community average price for ordinary eggs. They are able to obtain this premium because their eggs are handled with a minimum loss. The dealers who buy these graded eggs know they are getting a good product, and the customer who ultimately gets them is willing to pay a fair price because the quality is definite and there is no waste.

Ultimately, nearly all surplus eggs are sold on a graded basis. Grades may be few or many, depending on the demand, but the quality variations which result in high and low grades may easily be segregated. Investigations have shown that the condition of eggs laid by healthy hens, fed normal rations, is quite consistently the same. Eggs do vary in size and color, and these qualities influence their market value, but the other factors which have even greater market value than size and color are almost entirely within our control.

While eggs are not bought and sold directly by the pound, still the size factor has considerable influence on the market value. This may be seen by looking over any large city's quotations which you will find lists "Extra Firsts" requiring a certain weight net per case, a little higher price than "Firsts." requiring a little less weight per case. We may expect a larger number of good sized eggs by selecting our breeding stock for this object.

Great stress is placed on cleanliness as a factor influencing the market value of eggs. All eggs should be delivered in clean, attractive packages which not only appeals to the eye but prevents the eggs from becoming dirty—a condition which hastens deterioration and makes the eggs unfit for storage. We can eliminate a large percentage of dirty eggs by providing plenty of clean nest straw, and gathering the eggs often.

It has been noted that at many of the larger markets a premium is paid for white eggs. Some markets, however, pay a premium for brown eggs. This partiality for eggs of a particular color is not due to a difference in food value. A possible explanation for the popularity of either of the two colors is that many of the eggs are produced on specialized poultry farms that exercise great care to produce clean and good quality eggs.

Eggs may seem to be exactly the same size, uniform in color and perfectly clean, with good sound shells, and yet these eggs may vary greatly in market value, depending on the interior quality. In considering this factor we may say that there are ways and means of handling eggs so that deterioration will be very slight, but no manner of handling will improve the quality of the new laid egg. Our problem, therefore, is one of handling the egg so that the deterioration will be kept down to the absolute minimum.

One of the principle losses during the summer months is the chick development which takes place in fertile eggs when they are kept above a certain temperature. Embryonic development in fertile eggs takes place at a temperature above 68 degrees Fahrenheit, and so we may readily understand.

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THE RANGE LIVESTOCK INDUSTRY IN ARIZONA

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sheep allotments to be fenced against cattle.
The yearling steer is the chief market product of the cattle business in Arizona. In 1923 calves were the second largest class of cattle shipped out of the state but were exceeded by cows in 1924. Because of forced liquidation and prolonged drought during the past three years cow shipments have been abnormally heavy and in 1925 and 1926 surpassed all other classes of cattle interstate shipments. Approximately 300,000 cattle were marketed annually from the ranges prior to 1924. A little less than 100,000 head were slaughtered within the state each year.

Lambs and wool are the returns to the range sheep industry. percentage of the total returns come from the sale of lambs depending upon the condition of the ranges and the comparative market prices of the two products. Approximately 6,000,000 pounds of wool and 200,000 lambs are produced each year by our range flocks while the annual mohair clip is estimated to be 400,000 pounds.

As long as grass grows the grazing industry in Arizona will continue to exist as one of the most essential industries in the state. Utilizing the major portion of the state area which is adapted solely for the grazing of livestock, and bearing an important relation to the industrial and other agricultural industries, the range stock business is assured of a permanent success.

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stand why the marketing of fertile eggs is a problem during the warm months. Blood rings develop in fertile eggs that are kept two days at a temperature of 100 degrees Fahrenheit, and when chick development has taken place to this extent the egg is, course, not fit for feed. The loss due to chick development has been very great in the past, and this above all has stimulated the infertile egg campaigns which have been waged over the country.

Even infertile eggs deteriorate if kept too long in warm places. This is due to the action of certain chemical fermentations which change the chemical and physical properties of eggs. Cold temperatures keep down chemical action, which is a point emphasizing the advantages of refrigeration and cold storage facilities for conserving egg quality.

In the grading of eggs it is best for the industry, as a whole, to perform this function as close to the producing end as possible. This will eliminate any expense of handling and transporting the unmarketable eggs, and keep down the price of the product. Where the producer can perform this function it will increase his profits still more, as he is paid for what he actually delivers; not for an estimate.

THE SOIL CONGRESS

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He was known by practically every one of the delegates attending the meeting. It was his prominence as a soil scientist that resulted in his election to the presidency during the meeting of the International Institute of Agriculture at Rome in 1924. Since that year Dr. Lipman has devoted much time to the details of arranging and financing the soil congress held in Washington.

Arizona was represented at the Congress by Dr. S. P. Burgess who presented a paper entitled “Soil Compounds Involved in Base Exchange Reactions” before the Division of Soil Chemistry.

SKIM MILK USED AS A FEED FOR POULTRY

Practically all colleges and experiment stations recognize the use of milk as a valuable food for poultry, says Charles N. Keen, instructor in poultry husbandry at the Colorado Agricultural College.

Where skim milk is a by-product of the farm it is often more profitable to feed common poultry home grown grain and skim milk. Egg production will not be as high, but the feed cost will be so low that the margin of profit will prove quite satisfactory. First class stock kept on this ration will not be able to consume enough milk to keep them at peak production. With such a flock it would be advisable to use a ration containing the full allowance of milk and water with 50 per cent the usual amount of meat scrap. This makes an excellent ration, the cheapness of the milk helping to lower the feed cost. It would cause severe losses were the farmer in the plains regions to feed without milk, as he has no alfalfa and almost no protein feeds. His flock certainly would lay very few eggs.

Reliable poultry feed and supply dealers, however, have a place in the industry. There are those who should use commercial feeds. Among these is the man with a small flock, who is unable to buy large quantities of feeds and mix them himself. Another is the one who is either careless in mixing his feeds or buys poor quality feeds. Some of the large dealers are giving valuable service to such people.

A farmer should realize that one of the biggest items in all phases of farming is to keep down the cost of production. As milk is a valuable source of protein he should use it whenever possible.