down by the wind last spring, after which it was left to
creep over the ground as it pleased; more blossoms were
produced in the one season than were usually seen in three.
All these vines make a beautiful appearance when al-
lowed to grow to a height of twelve or fourteen feet on the
corner of a building, and then be kept away from further
support. The young shoots reach out in every direction,
and when in blossom look much more attractive than when
the vines are clinging closely together.—Vick's Magazine.

HOW TO MARKET VEGETABLES.
Irving C. Smith.

[Read at Winter Meeting.]

The time to market vegetables is when some one wants
to buy. The way to market is to put them up in such fine
shape that every one seeing them will want to buy.

Beauty and quality are the two most prominent points
to be considered. We take it for granted that you know
how to grow good vegetables, else you would not want to
know how to market.

Tempt the eye first. To do this, study to have every-
thing as neat as possible. Tie bunches with common white
wrapping twine, wound twice around the bunch. Wash all
goods carefully. Sometimes it is necessary to wash in two
waters to get the sand off, especially just after a rain. It
is always best to have two tubs for washing, so that stuff
may be put from one to the other and save all unnecessary
handling. It is usually best to wash radishes before tying.
Dump into a tub, stir round a little and dip out with a sieve
or fork. Put into water again after tying. Radishes are
improved somewhat in appearance if the tails are clipped
off, after being tied. Washing first makes it much easier
to sort out all wormy bulbs.

Skin onions nicely, being careful not to cut the roots
off too short or they grow out over night, and if too long they look dirty.

Pull off all dry or yellow leaves from lettuce or beets and turnips; also clip roots of the two latter. The tops may or may not be cut off, according to season or trade notions. Be careful not to bruise the tops of green stuff or they will spoil very quickly.

Asparagus should be bunched with the top ends even and then with a sharp knife clip the butts a little. This makes the bunches even in length and gives them a much more tidy appearance in general.

Be careful to make the bunches of each variety of goods of a uniform size and also of a convenient size for the retailer to sell.

In picking peas and beans be careful to leave all overripe or rusty pods; and do not wet after picking if it can be avoided.

If you have a home market carry goods to town in open boxes or bushel baskets packed in so as to present the best possible appearance; but never put the best goods on top. Better put the poorer on top if there be a difference.

If you are shipping use light boxes or crates and pack evenly and regularly, so goods will come out without being crooked and ill-looking. For most goods crates should not hold over one bushel. Large crates heat and pack too much.

Freshness is the first essential of good quality. By constant care and a reasonable knowledge of prospective trade this may be provided. To do this, we must reverse the old proverb and say: Do nothing today that can be done tomorrow. Never put up goods for market in the afternoon if the next forenoon will give opportunity to gather and deliver in proper time. Goods kept on hand over night must not be allowed to heat or they will be badly damaged.

Remember too, that the greater part of the people who
buy vegetables do not know what good quality is, as you understand the term; and you must educate them only as fast as you find yourself able to supply the demand.

When people want a better quality of goods than you can furnish, beware! Some one is getting ahead of you. Lead and others will follow. Don't follow where others lead.

In selling, better have the reputation (and be sure you earn it) of being the high priced man, than the cheap man. In the latter case you are liable to be cheap in more than one sense. Stand on your dignity and honor and let no one browbeat you and make you think your goods are not worth the highest market price, when you should know better.

Be on friendly terms with the retailers and occasionally discuss the price you want and the price they must get for goods and you will find most of them ready to do the fair thing by you. This is particularly true in the case of some new goods, such as hotbed lettuce. Ask him 40c per dozen and let him sell at 5c per head. This gives both a reasonable price for his work. But be sure your stock is first class and worth 5c each, or you will get into trouble.

Of the many points to be considered in marketing vegetables only a few of the most important ones have been mentioned. Many more might profitably be discussed but Father Time calls a halt.

In conclusion let me repeat our first proposition. The time to market vegetables is when some one wants to buy. The way to market is to put them up in such fine shape that every one seeing them will want to buy.

Green Bay, Wis.

Hand-painted china is a pretty feature of housekeeping, but hand-mended stockings will produce more happiness in the family.