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vertise. If you are rushed with your orders tell him you cannot fill the order, and if he cannot wait you will return the money. Hundreds of breeders put in some other kind to fill out the order and keep the money. You are not going to stay in the business any length of time unless you deal honestly.

I won't sell a bird for less than five dollars. If a man writes me he wants a bird to put in a pen for utility purposes, I will let him have one for less, but if he wants one to show, I charge him from \$5 to \$25, and I will sell him a bird that will be able to compete. I have had a great many people write me that a certain judge said I had the best line of Orpingtons he had ever seen; the best type and color; that goes a long way, and is to my mind a great deal better than advertising in poultry papers. I am not carrying any advertisement at all at the present time, because I have no poultry to sell.

If I get a letter from a man saying that he has had bad luck with eggs that I sold him and did not get more than one or two chicks, then I duplicate that order. Sometimes a man will write you that he had a poor setting, when he hatched out nearly every chick. You have to watch that kind of a fellow, but I think it is best to duplicate orders where possible. By doing that you will build up a reputation for yourself, as being an honest man.

In the latter part of December a lady in Tennessee wrote me and said she wanted a pen of birds to exhibit in Atlanta, Georgia, and she also said she was buying pens from the leading breeders in the United States, and which ever birds won at the show s'e was going to buy more from that breeder. She was a banker's wife, and, of course, had lots of money, and I sent her a good pen and she had no trouble in winning with them, so she sent me back another \$100 for another pen. I just got the money last Saturday,

and got a wire the same evening for another pen at one hundred dollars—making three hundred dollars from this lady, because she was so well satisfied. And that is the way to build up your business—give value for what you receive. If I had sent that woman some culls she would not have come back to me.

I sold about seventy-five dollars worth of poultry on the market. I have a few culls that I have to market, and I claim that the proper time to get the most out of the culls is to sell them early and not keep them too long occupying too much space. The sooner you market them the more profit you make. I endeavor to get rid of my culls when they are about broiling size. I do not let them weigh over four or five pounds if possible.

Q.—Do you keep your best birds in a place where they can be readily seen?

A.—Yes, sir.

Q.—Do you let the buyers take your best birds?

A.—No, I would not sell my best breeders at any price. Of course when you have birds for which you think you can get a good price, it is best to sell them.

Q.—You lose your stock if you sell your best birds?

A.—Yes, certainly. Sometimes we have birds that are not high-class exhibition birds, but the very best breeders. We have some men advertising their winnings at shows, who probably never bred a winning bird in their lives, and this is very misleading. The man who purchases birds and stock from such persons as a rule does not get what he expects to get and he is, therefore, disappointed, and won't go back to that man again.

I believe our Winter Fair can be improved a great deal by putting up breeding pens, and the man who has got a breeding pen is the one that has the stock to back up his reputation, because it is not difficult to buy individual birds and bring them to a show like this. I believe