

a lot of wood ashes and put on it, and it took a couple of years before the orchard was producing well. I have now been on the place a little over four years, and from this orchard last year I had 350 barrels of apples, and this year I had 500 barrels of apples and sold these apples at \$1.25 a barrel on the trees, which would figure out \$625.00. This required some labor, I was not doing all the work myself. I employed a man. I have a good English man, who has taken a great interest in the work; it was not wages he wanted so much as to learn the business. Last year I asked him what he wanted a year, and he said I did not need to set any price, but to give him what I thought was right. He takes as much interest in the work as I do myself, and he looks after the chickens almost as well as I do. He is not as handy as some of our Canadian boys, but he is trusty. It may pay me to hire considerable more labor, but the way I am situated it makes more work in the house. My wife is not a poultry woman and does not do anything with regard to poultry.

I have been raising poultry for exhibition purposes and breeding, and by careful breeding I have been able to make great sales. Last year I sold \$595.00 worth of eggs. I have a record of all sales I made of my poultry and the figures I am giving are correct. Of course I am getting \$10.00 a setting for some of the eggs. If you have the right kind of stock it does not matter what you ask for them. There seems to be a bigger demand for the high priced eggs than for the others and when we can get \$5.00 or \$10.00 a setting for eggs we do not have to produce a great many before it runs into a lot of money. I did not win prizes on the start but I stuck to it. It is necessary to buy some times in order to keep up your reputation. I believe many of our exhibitors buy more or less. Of course you will not make as much money by doing that, because the man who can breed ex-

hibition stock himself and sell it to others to win with, is the man who will make the most money.

In market poultry, that is culls and old hens, I sold \$125 worth and we use a lot of eggs and poultry ourselves. I do not believe in starving myself in order to make money, and when eggs are forty cents a dozen, we eat just as many as when they were twenty-five cents. We have them on the table regularly, as well as chicken. My wife is very fond of chicken and says I do not kill enough.

Q.—How many fowl do you keep.

A.—From 150 to 200 layers and I raise about 500.

Q.—What breed of fowl have you?

A.—The Buff Orpington. I am not going to say the Orpington is better than any other fowl, but I believe what a man fancies he should keep. I sold in breeding stock last year \$875 worth and nearly all my breeding stock goes to the other side. I find our American friends have more money to spend in poultry than the Canadians have.

Q.—Have you noticed any difference as to the part of the country they go to?

A.—I ship all over, the bulk of them seem to be going to the West. Last year a man came from Cleveland and paid \$25 and \$50 for birds. He was not a first-class judge but he had confidence in me that I would give him good value and he left me to pick out the stock for him. I told him when I was picking them out that I picked up a bird worth \$25, and if he had any objections to say so, and there was only one bird out of the bunch that he got that he was not satisfied to take.

There is a great deal in dealing honestly with the public. I made up my mind on the start, when I was in the business to deal honestly. You cannot deal with the public for any length of time unless you make them satisfied; and if a man is buying eggs from you give him what you ad-

vertise. If others tell him if he cannot money. He some other keep the money stay in the unless you

I won't sell. If a man to put in a will let him wants one to to \$25, and will be able great many judge said I ingtons he h and color; is to my mi advertising i carrying any present time, sell.

If I get a he has had sold him and or two chicks Sometimes a had a poor s nearly every that kind o best to dupli By doing the tation for yo man.

In the latt in Tennessee ed a pen of Georgia, and ing pens from United States at the show from that br wife, and, of and I sent h no trouble in sent me bac pen. I just g