

James M. Lambing's Letter.

FRIEND FULLERTON,—As this was meant for your March number, it is just a little in the season for April, but as it is written I presume it will do no harm at least; I therefore send it and leave the disposition of it to yourself.

At this season of the year many are casting about among the advertisers of the REVIEW and other poultry papers to decide from whom they will purchase the eggs from which they mean to hatch their start in the poultry business. Or perhaps they are already in the fancy, and want a setting of eggs to infuse new blood into their yard of Light Brahmas, or some other variety; or again they may want a pair of good pullets for the same purpose; or again it may be they have a strain that breeds good females but not good males, and they want a cock or cockerel. In any of these cases they do not want to make a mistake, for if they have good stock they want good stock for the new blood, and consequently they naturally feel anxious about the matter. For if they get a cock, in particular, if he is not O. K., he ruins the whole season's work, and the purchaser's faith in the fraternity. Another point in the question is:—Smith offers for \$1.50 per 13, eggs from first premium stock, while Jones wants \$4.00 or even \$6.00 for his eggs, and as money is an *object* in the poultry as well as in all businesses, it is quite natural that the amateur should study the difference between \$1.50 and \$6.00. Of course he cannot tell which is the best, as the \$1.50 has a half page advertisement, while the \$5.00 man has only an inch card, and naturally enough too he may think the dear man is only selling his eggs at such a high price because he has a big name and reputation, and his stock is none better than his cheaper neighbor's. And indeed he may not have, but the chances are he has stock worth what he asks for it. The rule that "the cheapest is not the best, but the best is always the cheapest", is as good when applied to the purchase of a setting of eggs as when applied to the purchase of a suit of clothes or a horse. If you went into a store to purchase a suit of clothes, you know \$6.00 will not get you the goods that \$25.00 will; or if you want to purchase a milking cow, you may get a common grass cow for \$20.00 or \$30.00 but if you want a registered Jersey, it will take \$150 to \$400 to get her. So with fancy poultry, the man that purchases a trio for \$6.00 can afford to sell eggs for \$1.00 and make money at it; but how much now would the man make selling eggs at that price who imported a trio from England at £20, and \$25 express charges. It is plain the first will make more on his dollar eggs than the latter at five dollars. And it is just as plain, or should be, that the man who purchased eggs from

the first at his price, paid a larger price for the goods purchased than if he had paid the last his much larger price apparently. This, of course, is all based on the supposition that each have stock in comparison to price, *which is generally the case.*

Again, I have heard purchasers say "I will try the cheap ones, and if they do not turn out it is not much lost, and I can try it with some one else next time." But I always tell them it is a great deal lost; it is a year in time, two or three dollars in money, and a disappointment and a loss of faith in the fraternity. It is a good business principal that a low price means cheap fowls, while a liberal price always brings *value received*, whether it be in dry-goods, groceries or live stock.

By this I do not mean to encourage the asking of exorbitant prices by any means, but I do mean to say that good poultry cannot be got and kept for nothing, nor can anyone expect to get the *best in the market* for a song.

JAMES M. LAMBING.

Parker's Landing, Pa., April 1st, 1880.

 Prices.

Editor Review,

Now that the season for selling eggs has arrived, we find most of the poultry journals full of advertisements offering eggs at prices that carry on the face of it fraud. It does not pay anyone who has really good stock to sell eggs at a dollar a dozen. At such prices only trash can be expected, and purchasers should not expect much. Though-bred fowls cost too much money to give them away. It is getting so common now for a novice to procure some fowls, and straightway rush into print, offering eggs from them. What can be expected, when nine cases out of ten the fowls have been mated up for exhibition and not breeding, consequently nothing but dissatisfaction is the result. This injures those who do business properly, and understand it, and has been the cause of many an unfriendly word being said and injury done. Beware then, intending purchasers, of whom you purchase from, that is if you hope to raise fowls which will be successful at our exhibitions; for this is generally the first thing a novice does, is to enter his chickens at some show, and if unsuccessful, gives them up in disgust, and brands all hen men as frauds of the first water. Purchase from some reliable man, pay a fair price, and you will not have cause for complaint. Have no faith in the man who will sell you Standard fowls at a dollar each—they are frauds.

W. H. GIBSON.

Halifax, N. S. March 28th, 1880.