

shown, and I have no doubt he thinks so, and when these birds are brought forward how he is disappointed to find that he or the judge must be clean astray. And it is easy to see how the novice gets a wrong estimate of his own stock. He is fond of his pets and "love hides a multitude of sins," and he learns to look upon his own stock as the perfection of perfectness, if I may coin an expression, and anything that differs from his birds cannot be good. Again, a great mistake is often made in the per cent. of really fine birds which the most experienced usually gets from even his most successful matings, of course a large per cent of really fine birds may be assured, but how many say 92 point L. B. cockerels make their appearance at our shows each season? For information on this point let the prize list of shows be consulted; if this is correct, then it follows, that we as breeders need not look for 90 or even 10 per cent of birds of extraordinary merit, and yet many who invest in a setting or two of eggs are awfully disappointed if a large per cent of 90 to 95 point birds do not put in an appearance as a result of such an investment.

I recollect having had large expectations years ago upon ordering some eggs from a celebrated breeder of Plymouth Rocks, and how unwilling I was to believe that at least nine or ten chicks of some twenty were not the real Simon Pure, and how reluctantly I admitted to myself that though some two or three pullets were nice, yet that I had not anything extraordinarily fine. And then I concluded that breeder kept a special yard for his own breeding and for supplying his friends, and I wrote him enquiring his price for a few eggs from that pet yard, and was not fully convinced upon receiving a letter from the gentleman assuring me that he had no such yard. Well, some gentlemen may object to this explanation and may set it down to an attempt to put in an excuse for future

operation. But I do not sell eggs, nor would I at any price, not because I am independent, but because it is impossible to fill the expectations of those, or a large per cent of those who buy eggs—the beginner—but for the sake of those who do sell eggs, I feel disposed to offer a few words of counsel and information to beginners upon this subject.

Let any man be invested with great power, and let his chance be good to benefit himself, and let him be ever so honest and reliable, yet the greater his power, the more difficult will it be to convince the public that he is acting honestly. In the case of selling eggs, the seller has the whole business in his own hands, and the buyer is wholly depending upon the honesty of the seller, he can supply him with an inferior article, and even when he receives it he cannot detect the dishonesty, and for months afterwards he cannot judge intelligently.

Now upon the other hand, because such are the conditions of the transaction, the buyer is pre-disposed to find fault, indeed he more than half expects to be cheated, and is it any wonder then that a novice concludes many times that he has been cheated when such is not the case. All arising from the fact that he expected to be cheated, and expected or had a false and exalted opinion of what he ought to get for his money. Hence many of the letters one receives inquiring about eggs, are filled with insinuations and doubts about the probable results of the venture about to be made. Of course if any or every fancier chooses to submit to this, it is all right. In selling stock it is not much better, the enquirer wants everything. He would not have anything mean or scurvey in his yard, not he, nothing but grade A will suit, and yet he is only willing to pay a scrubby price all the same. Any man may have very high notions about the quality of anything he aspires to possess. Nothing less than a brown-

stone front, on an aristocratic street, may fill the bill of his aspirations, but in this case he never thinks of stipulating, "but can only afford to pay the price of an ordinary frame in the poor man's locality." A good bird is worth a good price just as much as a good horse; but it is objected at once that the bird will not directly repay the amount expended like a good horse. Just the same, the high priced horse has probably a compound value—first, his worth for the work he can do, and there is many a cheaper horse which does and can do more than the higher priced one. Secondly, his value over and above what is represented by the power to earn. And this for beauty, symmetry, to gratify the eye, which is both a legitimate and laudable desire to possess beauty, and being in demand, it has a price. So has a good bird. First, he has a value for his economic worth; second, for his beauty, which being in demand, has value just as much as a beautiful flower, a beautiful painting &c.

Let me say to friend Peter that I enjoy reading the reading of his and similar letters much better than writing. This is selfish; yet, not so bad I would hope as not saying anything myself, and yet, not willing that he should. Long may he live, and continue to give us his experience; and if I find mine not agreeing with his I shall say so.

#### THE GERRED INCUBATOR.

Although much has been said of late of the Gerred Incubator we have the pleasure of first presenting a good cut of it to our readers.

It is an extremely simple and easy machine to manage which will no doubt recommend it to many. It is constructed to meet the wants of this age, *viz.*, for cheapness, economy of time, utilizing all the heat and burning no more oil than is necessary to keep up the required degree of temperature.

This machine is a self-regulator