

tion of the man handicapped by infirmity and age. "How can your father do all this at his age?" was my involuntary question.

"Where there's a will there's a way—if perseverance is added," she replied as she led me up to the house, where we found the poultryman running over the latest market reports of eggs.

After the usual ceremony of introduction I repeated my friend's report of his advice to the poultry novice, which seemed to amuse the old man. He declared he had no intention of preaching, but went on to say: "It's true all the same, for no matter how young, strong, clever or enthusiastic a man may be, if there is anything about him of the 'hook-worm' nature, poultry keeping is the last business in the world for him to undertake."

One advantage of having lived many years is the experience gained. This man old in years, but young in spirit, in his occupation of poultry raising is applying principles well established, yet on the other hand he is always on the lookout for the labor-saving idea or the up-to-date method that brings results.

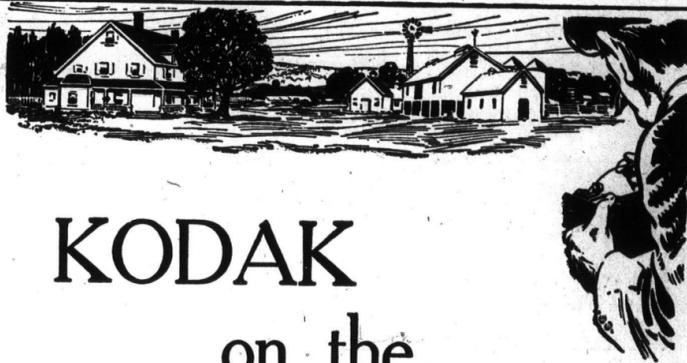
Going over this small but model poultry plant I found that the man of ripe judgment had taken into consideration the value of little things. He said to me: "It is the little things in life that count and it is the little things in poultry keeping that make or break the business." Leading me to one end of the building he pointed out to me the receptacles, neatly arranged on the floor, con-

"Yes," he replied with a laugh, "that's where the old man has his weather eye in the breeding season. My daughter protested against my taking up quarters, but after losing 100 chicks last season I decided to camp out with my dog." "You mean they were stolen?" I inquired.

"Stolen? No, they died, just as a baby would die without a mother and with no one to keep the temperature right in the night. In the early spring months the weather is variable, as you know," continued the old man, "and when you go to bed it may be above freezing point, when suddenly down goes the mercury. I am on the spot to turn up the lamp if the night grows cold or to turn it down if it should grow warmer. The main thing is to avoid extremes of either heat or cold, and such extremes will devastate a poultry house of young fowls in a single night."

"I have seen enough this afternoon," I said to the old poultryman, "to understand why you say that the 'tired man' could not succeed in poultry raising, but I believe that under your tutelage the 'tired' man would forget to be tired. There certainly seems to me to be enough in poultry raising to keep the faculties alert—"

"Not only that," interrupted the old man, "but with prices soaring upward as the season advances it is certainly worth while to take advantage of every known stimulus to increase egg production. There is not only the pecuniary gain, which is always gratifying, but



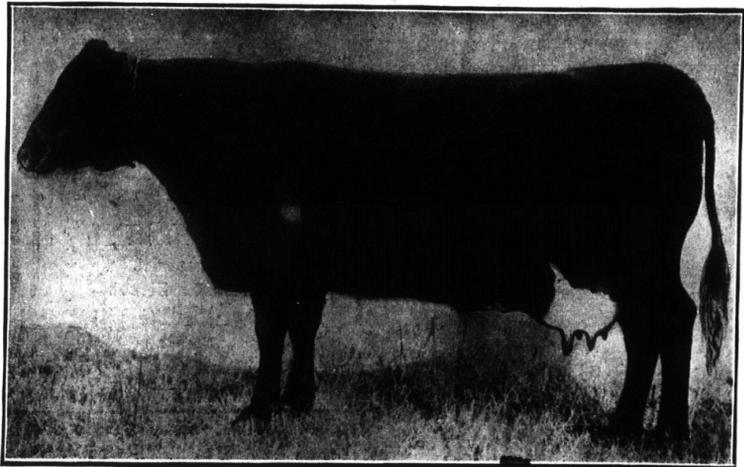
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taining charcoal, grit and ground bone. I said to him: "The 'tired' man would forget to replenish these dishes."

"He would forget it to his sorrow, my friend," returned the old man. "Ground bone with meat, preferably green, though dry bone, has value also, should be obtained for fowls during the winter months. There is no question that it increases egg production," he added. "Nature takes care of that part of the work in summer, but it devolves upon us to provide it in the barren season."

"It must be some trouble," I put in, "to prepare this ground bone."

"It was some trouble," admitted the old man, "before we obtained our bone cutter, for we resorted to the use of a hatchet, but with the comparatively few chickens which we had at the start, it was not a laborious task. This crude implement was the means of convincing us of the efficacy of ground bone for increased egg production and we were brought to the conclusion that we must get a machine for the purpose. One ounce of the ground bone and meat is sufficient allowance for one fowl, and three times during the week, according to our method, is adequately frequent for their needs."

"I notice that you have a tent set out near your brooder house," I remarked, pointing to the temporary building in the distance.

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"Plum," he said, "I'll forgive you if you'll tell me how you did it."

"Yes, boss," said the negro, "Ah just figured it out."

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