

better, as I put little faith in the theory advanced by the editor of the *American Poultry Journal*, ('Chicago'), when he says: "If you want good birds you must buy high-priced ones;" as though the price charged regulated the quality of the article purchased. I have always supposed that quality regulated the price, but it is left the astute editor of the *Journal* to teach us that price governs the quality. That is to say, if you pay a large price for an article it must of necessity be a good one.

Our prices, as a rule, both for birds and eggs, but more particularly eggs, are too high; but if you say to the fancier, you would like some of the eggs from these birds but the price is too high, more than you can afford, he will tell you that he can't afford to sell any cheaper, as he breeds only from prime birds, and as fully fifty per cent. of the chicks hatched are culls, and he must have a high price for his fowls and eggs or he can't afford to do a proper amount of culling. But stop a moment. What becomes of the culls? Are they a dead loss? Not by any means. Fatten and put them on the market for food and they will pay ten per cent. on the money invested. Is not that enough for any man? And your prime birds cost no more to raise than the culls did.

Again, let me put the matter to the youthful fancier, who is dreaming of the money he will make on the eggs he proposes to sell at from three to five dollars per setting. Suppose you have a nice flock of hens that will give you just one hundred settings of eggs during the season; you advertise to sell them, say at \$3 per setting; most likely at that price, during the season you will sell 25 settings, amounting to \$75, and the remainder must be sold for food for about 10 cents per dozen, amounting to about \$7.50, making your gross receipts for the flock \$82.50. On the other hand your neighbor has the same kind of a flock, and receives the same number of eggs, but he thinks \$3 too high, and that it is poor policy to ask such high prices and make so few sales, and he offers his eggs at \$1.50, one-half the price. What is the result? He has put them in reach of all, sells all he can get, and they net him \$150. Who is ahead? the high priced man, or the one who sells at a low figure, and disposes of all he has? I think the latter. Then, again, think how many poor men there are who would like a few nice fowls as well as any of us, but they are beyond his reach. Just think of asking a laboring man to work half a week for a setting of hen's eggs, because your chicks are of the "blue-blood" kind, or even a week for some kinds; and yet he must do it or go without. Three dollars for an article the intrinsic value of which, when put on the market without a fancy name, is only about fifteen cents.

I suppose those old breeders who believe in

keeping prices up above the reach of all, and selling to the amateur lots of quack notions, will say: "Man alive, if we should follow your advice, in a short time everyone would have blooded chickens, and then our business be gone. To the dogs with such nonsense. There is no man who can breed fowls successfully unless he has patience, and a large share of it too, and a natural liking for the business. There is not more than one in a hundred that try it but will, in a short time, have several kinds all mixed up, and have to begin again.

To conclude my argument in favor of lower prices for eggs, let me give my experience for the past two years. Last year I kept the prices up high, like the other breeders in this section, and my sales amounted to but little until I came to sell birds in the fall. This spring I fixed the price of all kinds of eggs at \$1 per setting. What is the result? I am unable to supply the demand, and even at this early day my sales of eggs have amounted to nearly as much as they did during the whole of last season. So I say, as it costs no more to raise a bird for the show pen than for the table, and there is a profit in the culls you raise, come down on the price and double your business, and give better satisfaction to all concerned.

"K."

Saginaw City, March 20th, 1879.

A Chapter from Early History.

CHAP. IX.—THE SECOND POULTRY SHOW IN BOSTON.

On the 2nd, 3rd, and 4th days of October, in the year of our Lord 1850, the "grand exhibition" (so the *Report* termed it), for that year, came off at the large hall over the Fitchburg Railroad Depot, in Boston, "which proved a most extensive and inviting one" (so continued the *Report*), "far exceeding, both in numbers and in the quality of specimens offered, any thing of its kind ever got up in America.

"The birds looked remarkably fine in every respect, and the undertaking was very successful. A magnificent show of the feathered tribe greeted the thousands of visitors who called at the hall, and all parties expressed their satisfaction at the proceedings.

"The Committee awarded to George P. Burnham, of Melrose, the first premium for fowls and chickens. The prize birds were the 'Royal Cochins Chinas' and their progeny, which have been bred with care from his imported stock; and which were generally acknowledged at the head of the list of specimens."

The prices obtained at this exhibition ranged very high, and "full houses" were constantly in attendance, day and evening, to examine and select and purchase from the "pure-bred" stock there.