

order, "end of next week," which would be the 28th March. I had also purchased eggs from other breeders, which were to arrive at the same time as those from Hawkins. The other breeders shipped their settings as desired, but no word came from Hawkins. On April 1st I telegraphed Hawkins as follows: "Why were eggs not shipped last Saturday. Ship what you can to-day. Answer." On April 2nd, not receiving any word from Hawkins, either in the way of eggs, telegram or letter, I telegraphed him again as follows: "No use sending eggs now, procured elsewhere. Return my money."

On April 4th I started my incubator, filling up with eggs from my own Brahmas, and to my great surprise I received the five settings from Hawkins on April 6th. Now, here I was with my incubator filled and running two days; no setting hens on hand and sixty-eight eggs from Hawkins, which would not keep three weeks longer till my incubator was ready for them. This is where a breeder has the lever on a purchaser for, had I not paid in advance for the eggs, no reasonable man would blame me for refusing them. However, the eggs were mine, whether I accepted them or allowed them to remain in the express office.

I succeeded in placing twenty-eight with a friend who had space to spare in his incubator, which he was just starting, and for the forty still left, my Brahma eggs had to suffer, for I removed them to make place for Hawkins' Plymouth Rocks.

Now, if Hawkins had written me in time, informing me of his inability to complete my order, I should have been satisfied with two shipments or more; but there does not seem to be enough every-day common business politeness about Mr. Hawkins to reply to my several requests.

Now, Mr. Editor, would you kindly express your opinion on the above, and perhaps it may save time and money to some would-be purchasers.

Thanking you for the space allotted me,

I am, Yours respectfully,

Montreal, April 15th, 1896.

E. L. GNAEDINGER.

[There are unfortunately so many unsatisfactory occurrences in connection with the sale of eggs that it was only after much consideration that we decided to insert above. The writer evidently has ample room for complaint, as he was in no way treated in the business-like manner one would expect from a man of Mr. Hawkins' experience in the fancy. As Mr. Hawkins is not an advertiser in REVIEW the complaint should have been made through the medium of purchase, *Farm Poultry*, we presume, from the reference in the letter.—Ed.]

PROFITABLE POULTRY KEEPING.

BY T. A. WILLITS, TORONTO, ONT.

HAVING shown in former issues of the REVIEW what a delusive occupation poultry keeping sometimes proves itself for the uninitiated, I will now endeavor to tell our readers how it may be carried on profitably, for it certainly can be carried on very profitably when conducted by the right man, and just here I would like to remark that the "right man" is a *rara avis*, not that it requires stupendous exertion, profound knowledge, or eminent skill to become a successful poultryman, but it does require a special qualification that but few men possess; that qualification is simply "perseverance," patience, and lots of it. Most people who attempt poultry raising become impatient and disgusted with the result of their mismanagement and throw the business up without troubling to investigate cause and effect. A correspondent of mine who recently embarked in the business in writing me of his reverses, makes the following pertinent remarks, I quote verbatim from his letter: "Poultry-raising is a trade, and a ticklish one to learn at that. When I started I thought I knew something about it, but I found out I did not know so much about it after all. However, never venture never win, I am going to stay with it."

I like the concluding remarks of my friend, he is made of different stuff to many others who have discovered, as he did, that they did not know it all after all. Poultry raising, to be profitable, is like any other occupation, it simply needs to be understood by the person who carries it on. My advice to any person who contemplates embarking in the business would be, not to depend on any one branch of the business but to combine all the branches, viz.:

1. Keep a good number of laying hens and pullets for the production of market eggs.
2. Raise a large number of early spring chickens for market.
3. Raise ducks for market.
4. Sell thoroughbred stock and eggs for hatching.

If you keep nothing but thoroughbreds you will always be able to do this. You will find thoroughbred stock at all times more profitable than any first-crosses or any other crosses. A cross of any kind is simply a mongrel, and is only worth what its carcase will bring as food. The thoroughbred is always worth this and oftentimes a great deal more. Further, in the course of many years experimenting I have never found any cross-bred fowl that were superior or even