

## PROFITABLE POULTRY KEEPING.

BY T. A. WILLITTS, TORONTO, ONT.

(Continued.)

HERE are two ways of marketing the chickens. One plan is to sell them alive, the other to market them dressed. Broilers simply require to be plucked without tearing the skin, the head and feet should be left on, and the entrails are not drawn.

It depends on circumstances which plan is the more profitable. For my part I much prefer to sell them alive, as I have no great fancy for plucking chickens; in fact, I believe I would rather saw wood at any time, and I have no particular hankering after that form of athletic sport. However, every man to his taste. I believe the result will be about the same whichever plan is pursued. Marketing the chickens properly is half the battle. If you go to town with a dozen chickens nailed up in an old soap box with their heads sticking out through the slats that confine them, and go hawking them about from store to store with a sheepish manner that would lead people to think you had stolen them, you will have a hard job to sell them, and if you do it will be to some wily customer who will offer you forty or fifty cents per pair when they are honestly worth a dollar.

To sell chickens successfully involves the same principles as selling any other line of goods. Get a connection among the best dealers in the trade, give them to understand that you are in the chicken business, and impress them with the idea that it is no *small potatoes business* either; tell them that you purpose raising nothing but the very choicest market poultry, that you will have some to offer in the near future. You will undoubtedly be asked to give them a call when your chicks are ready for market; you will be expected, and if your stock proves to be as good as you promised, you will have no trouble to get the gilt-edged price, because you have created an interest in your goods and the people want them.

People who think it too much trouble to do all this in order to sell chickens may rest assured that if some other fellow does the selling for them that they will have to pay for his services. Before the prices of chickens begin to decline too rapidly the market poulterer should dispose of the most undesirable of his old fowl; if you wait until the market is flooded with spring chickens you will scarcely be able to give them away; these birds should be fattened and sold in as attractive form as possible. It is the attention to details that commands success in the poultry or any other business.

The poultryman must protect himself, not only from the cupidity of the city dealer who would buy his chickens at half their real value, but also from midnight marauders, skunks, weasels, foxes, and the most cunning fox of all is man. It is harder to protect yourself against him than against any other varmint; but we can fix him too. The chicken thief is the most contemptible of all thieves, in my opinion, and deserves the roughest treatment we can extend to him.

To grow chickens to marketable size and leave them unprotected, so that any sneaking thief can come along and walk off with the lot whenever it suits him is, in my opinion, the height of folly.

To allow millions of lice to suck the life-blood out of your fowls or chickens is even worse, because this has certain results which end in ruin; the midnight thief may never come, but the result from the presence of lice is certain and cannot be dodged. Keep the whitewash brush going during the hot weather, pour coal oil on the perches, clean out the nest boxes, see that the brooders are cleaned daily, and if this course is persistently followed lice will be a rarity.

(To be Continued.)

## VENTILATION.

BY C. F. WAGNER, TORONTO.

NOTICE in July number of REVIEW a few remarks about ventilation of hen houses, top ventilation being condemned as dangerous to fowls. It is true it is very risky if the ventilator is so situated that the birds can roost underneath it.

About fifteen or sixteen years ago I experimented in ventilating my hen house by putting a box about twelve feet long and about ten inches square down through the roof to within two feet, or so, of the floor. I had a slide in the pipe which could be adjusted at any time to shut off the ventilation when necessary. My reason for bringing the pipe so low down in the poultry house was to allow the foul air (which is the heaviest and lies nearest the floor) to be drawn off through the pipe and still retain the warmer and purer air in the upper part of the hen house, but I found there was a down draught instead of one up the pipe. Had the vent pipe been heated in some way then it might have drawn off the foul air, but in poultry houses artificial heat is not used in summer, and in most of them scarcely any in winter. I had to abandon that system of ventilation, as it