

Immensity of the Poultry Business.

It is One of the World's Five Great Farm Industries, Says Uncle Jo—Millions and Millions Are Devoted to It, Yet It Requires but Small Capital to Make a Good Start.

Messrs. Editors: Men as a rule underestimate the importance of the poultry business. In most localities they leave it to the women and are satisfied if they keep up the table with it. Perhaps it is best after all that poultry culture is left in the hands of the women, for they seem to succeed better than men in this branch of industry.

Not to be Lightly Esteemed.

It is not best, however, that the importance of the business should be underestimated. It is a mistake and most mistakes lead to bad results. Any one who would take the trouble to study the poultry statistics would be staggered at the immensity of its importance. It stands fifth in line with all other agricultural products. Millions upon millions of dollars are involved in it, and it takes rank with the leading industries of the world. In view of this fact, it would seem strange that the farmer looks upon the poultry yard with something akin to disdain. In some way he feels that it is unmanly to set hens and feed chickens.

This may be all right if he has a wife and daughters to look after the poultry, as they could, perhaps, do the work better than he, but if the farmer should be a single man and ashamed of his work, failure is certain. No man can succeed with his work, especially the farmer, unless he has his heart in it.

Distinction Between Breeder and Fancier.

Yet there are many poultry breeders who take a great pride in the business. In fact, it would be hard to find anyone more vain about his work than the breeder of fancy poultry. The poultry fancier is like an artist. He conducts his business largely for the sake of art and the pure joy of excellence in this line. But there are also practical breeders who take great pride in their work. They aim to breed fine chickens—not fancy chickens. There is a wide difference between the practical breeder and the fancier. The

fancier is a specialist. He concentrates his efforts upon a single, or at best, a very few points. He handles no great variety. His work is intensive rather than extensive. He does not change his fancy with every change of the season. He reaches out persistently for the coveted prize, the ideal bird, an actuality, form, plumage and all a living reality, the proud monument of his genius and skill.

There are cases where a breeder may be commercial and at the same time something of a fancier. That is, he may raise just a few fancy fowls for ornament and to exhibit at poultry shows. But the real fancier, the genuine, all-silk lover of his art, would likely receive a nervous shock every time he saw a plain, speckled hen rubbing wings with one of his ideals in the chicken yard.

Costs but Little to Start.

One feature of the poultry business is encouraging; large investments at the start are not necessary. One can begin with a small capital and can count on some returns in a very short time. In these particulars this branch of agriculture is different from most others. Large and expensive houses are not necessary. As a rule the small houses are more satisfactory. The hen is not an exacting tenant. Cleanliness, comfort, and convenience are the three essentials of a poultry house, and to one who can make some use of a saw and hatchet these can be secured at a cost of less than \$1 per hen.

It is far better to start in a small, modest way and gradually grow into a larger business than to over-reach one's resources at the start, as so many do, and then become discouraged because it does not give large profits from the start.

This letter is intended as a prelude to a description of a true fancier's plant in this State.

UNCLE JO.

Mecklenburg Co., N. C.

Farmers' Daughters as Money-Makers

Here are some of the ways in which girls, now established in cities, work their way from the farm:

One girl raised herbs of all kinds, thyme, savory, sage and lavender, she marketed through a commission merchant in the nearest city. Another gathered seeds (flowers, vegetables and shrubs) for a seedsman, with whom she made new arrangements each spring. A third, who has the real mercantile instinct, bought up old furniture and dishes, family heirlooms, from her neighbors, and sold them to a dealer in antiques with whom she had made an arrangement while visiting friends in a near-by city. A girl who lived in the heart of the Adirondacks made money every summer baking bread-stuffs for camping parties, and men came for miles to buy her bread, rolls, cakes, doughnuts and pies. Finally, a well-to-do camper and his wife became interested in the girl and through these allies, she found work in the city.

A New England girl living on a barren farm is saving money to go to college by serving lunches to picnickers who come out from town almost every day, to enjoy the pleasures of a near-by lake. Her brother sells bait and has two row-boats to rent.

The girl who lives near summer-resorts, of course, has the best of it. Summer boarders will always buy

souvenirs made from birch-bark, pine-cones, and sweet grasses; also photographs of the scenery. If she has a younger brother with pleasant manners, she can send him to the hotels and boarding-houses every day with souvenirs, bouquets of flowers, small baskets of berries, homemade candy, etc. If there are cottagers in the vicinity, she and this same brother can establish a route delivering bake-stuffs, eggs, milk, fruit and vegetables.—Anna Steese Richardson, in the Woman's Home Companion.

Breaking It Gently.

Tommy—"Ma, lend me a lead-pencil."

Mother—"I just left pen and ink on the table for you. What do you want with a pencil?"

Tommy—"I want to write to the editor of the paper, to ask him what'll take ink stains out of the parlor carpet."—Philadelphia Ledger.

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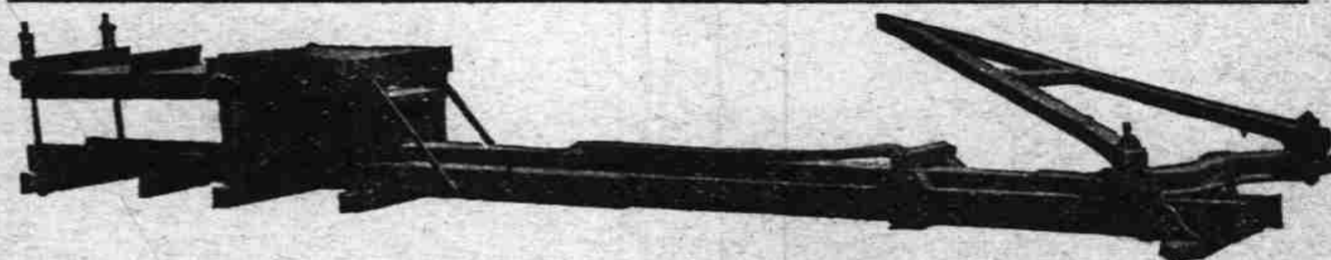
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