



Inquiries from this Department should be addressed to D. Tancred, Kent, Wn.

## Advice to a Beginner

I wish I knew the answer myself to lots of the questions asked the editor of this department. A very frequent one is, "How shall I start in to raise poultry?" sometimes varied thus, "How can I make it pay?" This is too large an order for me to fill, but I like to help when I can and certain bits of seasonable advice occur to me from time to time.

Whoso contemplates breaking into the poultry raising business next season had better begin now. The winter is a mighty poor time to build chicken houses and almost as bad a time to buy breeding stock. It's like this: There never is enough good breeding stock to go around and the best time to buy it is early summer, at which time most breeders are overcrowded like the mischief, having the old flock and a new flock as well on their hands, and will generally make a very reasonable rate on some first class birds in order to make room. And that is when the forehanded poultry raiser buys and frequently he secures them at a still earlier date. I have known of wise old heads engaging breeding birds almost a full year beforehand.

The same rule applies to hatching eggs and day old chicks. If a hen would but lay her full year's quota of eggs during the single month of March, how happy we would be, all of us. But she can't do it and the man who orders earliest get his eggs on a date of his own choosing; while another fellow, whose money is just as good, has to take what is left or else patronize a breeder of lesser reputation and presumably inferior stock. Every breeder of established reputation can sell his March eggs and April chicks twice over and it is the early buyer

that gets them.

"Human nature," said the elder Weller to his son, "is a rum thing Samivel"; and there is a lot of human nature in poultry raisers. Many will go contrary to well meant advice out of sheer cussedness; others because they are suspicious of all mankind and believe that an ulterior motive underlies the simplest action; others, again, are merely too blamed smart to believe anything told them. These are the people observed rushing frantically about in mid-spring in a mad search for breeding stock, eggs or chicks. And they get them. Oh yes! They get them. There is always something, of some kind, to be had somewhere. Yess, Rollo, the abandoned chicken ranch you passed yesterday belonged to one of these gentlemen.

A question asked often by beginners is how best to start, whether with stock birds, eggs or chicks. It is not possible to answer this question intelligently without considerable knowledge of the questioner's circumstances. There is much to be said in buying breeding stock. It is often the most economical method and, better still, it removes many elements of doubt on the buyer's part. The adult fowls show for themselves if they are handsome, healthy and vigorous and typical specimens of their breed. To start with day old chicks saves time and equipment as well as the risk of serious losses in hatching, and this is perhaps the best way to begin in the case of the inexperienced poultry raiser who desires to start on a decently large scale. If the beginner feels an interest in all branches of the business and desires a thorough knowledge of it he will be best suited

## WE WANT

CREAM EGGS PORK VEAL  
 CREAM EGGS PORK VEAL  
 CREAM EGGS PORK VEAL  
 CREAM EGGS PORK VEAL  
 CREAM EGGS PORK VEAL

## YOU WANT

PRICES CANS SHIPPING TAGS  
 PRICES CANS SHIPPING TAGS  
 PRICES CANS SHIPPING TAGS

## WE BUY

CREAM CREAM CREAM CREAM  
 CREAM CREAM CREAM CREAM  
 POULTRY PORK AND VEAL

WE SOLICIT YOUR SHIPMENTS

# KLOCK PRODUCE COMPANY

SEATTLE, WASH.

**GREAT BARGAINS IN BREEDING STOCK.**  
**THE TRAP NESTED WHITE LEGHORNS**  
 Send for Early Summer Bargain List. D. TANCREED, KENT, WASH.

**ARE YOU USING DALLY'S LIMESTONE CHICKEN GRITS?**

There is nothing else as good. Anyone who has used Dally's GRITS knows they are certain in helping the chickens keep well and healthy. More eggs and strong shells. Have you tried MILKOL disinfectant? Ask for booklet.

**S. W. R. DALLY**

69 Columbia Street,

SEATTLE, WASHINGTON.

by buying eggs for hatching. Then, too, if fairly successful, he makes the hatcher's profit himself. It is generally found cheaper to buy any certain quantity of eggs than it is to buy sufficient breeding birds of good quality to lay the same quantity of eggs in a few weeks time. For example: The new man wants to get out all his chicks in two hatches three weeks apart. This gives him not over four weeks time to collect his eggs and, at that, some of the eggs will be two weeks old. Twenty eggs per hen would be remarkably good production and fifty hens at least will be required to produce 1000 eggs. At \$10 per hundred these thousand eggs would cost him but \$100 and by purchasing from a big breeding plant he could secure eggs much fresher than his own, possibly none of them more than two or three days old when shipped. All this for \$100, and he ought to get good stuff at that price. Now to produce this lot of eggs himself he would need some 50 hens and four cockerels of an equal quality and \$5.00 apiece (or \$270 altogether) would not be a high price for such fowls. Of course he can get a good grade of breeding hens at half that price but then too he can get his eggs correspondingly cheap. No I have not overlooked the important fact that he still has the

breeders and that they are of value to him as layers afterward; but we are merely discussing the question of starting here.

## POULTRYMAN'S CLASSIFIED

Column. Two cents per word each issue.

**INDIAN** Runner eggs will soon be the popular breakfast food. Help us supply the demand. We can start you with eggs or stock. Circular free. E. G. Vashus, Kent, Wash. 2-6tp

**CIRCULAR FREE**, of the best Buff and White Leghorns, Buff, White and Partridge Wyandottes, Black Minorcas and Barred Rocks Fred A. Johnson, 513 35th St., Tacoma, Wash.

**LEARNED'S** strain trap nested White Leghorns. Send for circular (its free) and learn more about our birds—it is worth while. A. E. Learned, Des Moines, Wash.

**SETTING** eggs from unsurpassed laying strain. Thorough bred White Leghorns, Buff Orpingtons and Barred Rocks. Carnation Poultry Ranch, C. W. Rausch, Prop., Kent, Wash.

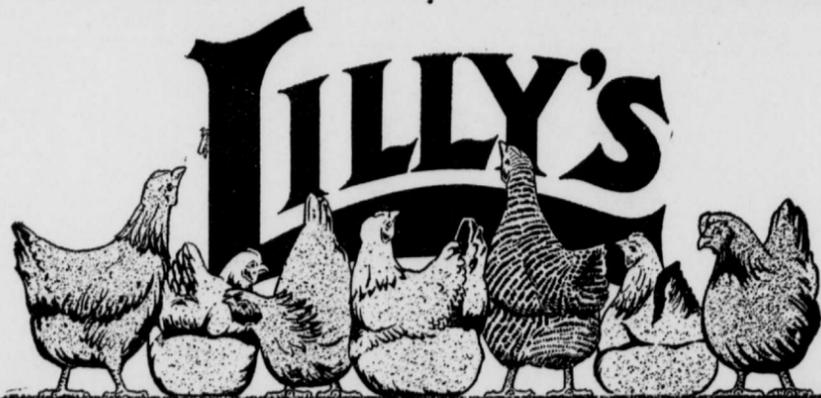
## Johnson's GRIT MACHINE

Do the work at home. Costs little and saves the poultryman all costs of buying grit, ground bone, etc. Why buy such when you can make your own on a "Johnson." Write me for particulars, prices, etc.

**FRED A. JOHNSON**  
 513 So. 35th St. Tacoma, Wash.

**HUNTERS! TRAPPERS! BUYERS!**  
 Make More Money. Read Hunter-Trapper magazine about game, guns, dogs, furs, fish, roots, trapping secrets, 10c. Camp & Trail, 16-24 page weekly, game subjects, raw fur reports, prices, 6c. **A. R. HARDING**, Publisher, Box 869 Columbus, Ohio

WHEN WRITING ADVERTISERS MENTION THE RANCH.



## LILLY'S POULTRY FOODS

The Real Test of Poultry Foods is their ability to year after year produce a profit for the poultryman. Merely giving a food a name does not follow that it is a good food. It takes experience and honest intention to manufacture Poultry Foods that are profitable to the user. **Lilly's** Poultry Foods are always uniform and dependable. When ordering from your dealers, ask for **Lilly's**. It is your insurance against getting inferior goods.

The CHAS. H. LILLY CO.  
 Seattle and Portland

Our Poultry Book mailed  
 free on request