

# He Lives Next Door To His Market

BY GEORGE H. DACY

SEVERAL key counties in Virginia and Maryland, just a piece down the road from the Washington, D. C. market occupy strategic places in the sun insofar as profitable poultry production is concerned. They are tagged to duplicate ultimately the poultrying progressiveness and success of the Vineland, New Jersey area and the notable Petaluma, California district. Seated just around the corner from one of the best market-egg and fat-poultry cities in South Atlantica, they have not yet capitalized on their opportunities.

Fairfax County, Virginia, has thus far been eclipsed by Montgomery County, Maryland in making the most of hen-farming possibilities. What either or both of these areas will accomplish in the future depends largely on such chaps as Charlie Hines.

No, Charlie isn't a county agent, although he's qualified to be a good one. He's a poultry producer who by hard work and careful study is climbing to the top of the heap.

#### Started Career Early

Handling 1,000 layers, fattening 8,000 broilers, hatching and marketing 175,000 baby chicks and culling and blood-testing and supervising the feeding, breeding and management of an additional 9,000 birds on 25 farms in three different counties are all that keep Hines from twiddling his fingers in idleness.

The average high school junior yanked out of his classroom before he could complete the course on account of the

ill health of his parents might muffle his chance in the farming business world. Not so the Hines boy. He took over the full responsibility of the 600-layer flock of White Leghorns and Rhode Island Reds and the sideline home hatchery enterprise of 5,000 eggs capacity and made it flower anew just when it was starting to fade. It shortly redoubled previous output, and has been on the boom from that time since. And even today it has not realized the peak of its operator's ambitions.

Charlie tapped the fount of agricultural experience early in life. Long before he was fully orientated to his initial pair of long trousers, he was well schooled in the fundamentals of pig, heifer and poultry raising.

Some 14 years ago, Charlie Hines produced the first ton litter of Duroc-Jersey pigs in Maryland in 180 days. Subsequently, Charlie was a leader for Montgomery County in Guernsey calf and White Leghorn and Rhode Island Red poultry work. Now he's rated as the ranking producer of baby chicks in the Washington poultry shed and one of the outstanding poultrymen in his state.

Charlie Hines operates a commercial flock of 1,000 layers.

And he's increased his incubator from 5,000 to 72,000 eggs in six years.

This young Marylander shows how he puts electricity to work cleaning the bottoms of egg trays.



The Hines chicks must be of good breeding and quality. This producer ships less than 2,000 of the 175,000 baby chicks which he now incubates annually. He makes few local deliveries. The great majority of the buyers come by truck or car to the modern hatchery located at one corner—it fronts on a major highway—of the Hines farm of 40 acres. Most of them are repeaters who have procured chicks from Charlie for several years. Hines has built an enviable reputation by square dealing, selling healthy, well-bred quality chicks at reasonable prices and extending to his patrons all those accommodations of the business man who is in business for keeps.

Hines' home flock consists of 1,000 White Leghorns and Rhode Island Reds—high-record producers, well-bred and carefully culled. He runs the birds on red clover range during six months in the year, supplies winter succulence in the form of alfalfa meal, raises most of what he feeds on the farm and buys only grit, and concentrates.

He sells his eggs of all grades through the Maryland-Virginia Poultry Producers Association with headquarters in the Nation's Capital. That organization grades the eggs according to government standards and markets directly with Washington dairies, hotels, cafeterias, restaurants and clubs. The average price which Hines receives is higher than he could obtain from commercial sources, and it is certain.

Male chicks which are not sold are reared and fattened as broilers, being marketed at an average weight of two pounds. The best pullets are selected

and raised as replacements for hens in the laying flock. However, the broiler stock is always subordinate to baby chick production on this poultry farm.

#### 25 Farms Cooperate

During the seven months from December 1 to July 1, Mr. Hines sells some 175,000 baby chicks, with March and April, the peak months. The egg capacity of his incubation battery is 72,000. These chicks are representatives of five breeds: Barred Rocks, White Rocks, Rhode Island Reds, Wyandottes and White Leghorns and the progeny of two cross-breeding operations. One cross consists of mating Rhode Island Reds with Barred Rocks, the other, the admixture of Cornish Game and Leghorn bloodlines. The R. I. Red-Barred Rock cross results in progeny of extra vitality which mature rapidly and are exceptionally satisfactory for broilers. The crossbred birds also are profitable layers, their average production being higher than that of good Barred Rock flocks.

Twenty-five farms which maintain 9,000 blood-tested and high producing layers in Montgomery, Howard and Frederick Counties, Maryland, supply hatching eggs to Hines by annual contract. Mr. Hines culls and blood-tests these flocks and supervises their feeding and breeding operations. Most of his time from July to Thanksgiving Day is spent at those farms.

#### On His Toes

Charlie wages a persistent and relentless fight against insect and parasitic disease in his flock, in the hatchery and on the farms of his cooperators.

Charlie Hines now owns the hatchery and several acres of land and leases the other poultry buildings and the 40-acre farm of his mother. He told me when I visited his establishment near Olney, Maryland that in another year or so he will be able to purchase his mother's farm with cash profits from his chickens.

Charlie Hines has proved what a producer can do who is up on his toes all the time. He lives next door to his market and has profited by this proximity. Everything produced is sold in timely season and at a reasonable profit.



The Hines poultry farm of 40 acres near Olney, Maryland, is located right next door to the Washington, D. C. market on a major highway. In a year or two, young Charlie expects to purchase the place with cash profits from his chickens.

(Below) Electricity lights the laying houses in this successful egg factory. It is also used for heating drinking water during cold weather. All incubation and brooding is accomplished the electrical way. Hines assures this power is economical in his type of business.

