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Location: Village of Kumyaka [formerly Sigî], kaza of Mudanya, Province of Bursa

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The Shrewdness of Kayseri People

A man from Istanbul was riding on a train with a Kayseri man. They soon started talking, and after a while the Istanbul man asked, "What is it that makes Kayseri people so smart?"

"It is because we eat fish heads. Fish heads provide the best food for the brain."

"Is that so?"

"Yes, it is."

"Then I too shall start eating fish heads," said the Istanbul man.

When it was time for lunch the Kayseri man unwrapped some bread and a package of small fishes. The Istanbul man asked, "May I buy the heads of those fishes from you?"

"Yes."

"How much do you want for them?"

"Twenty kurus apiece," answered the Kayseri man.

"All right. Here is your money."

While the Kayseri man ate the fish, the Istanbul man ate the heads of the fish. After the fishes were eaten, the Istanbul man asked, "How much do these fish cost you?"

"Fifteen kurus apiece," answered the Kayseri man.

1 The kurus is a hundredth part of a Turkish lira. Although prices were often quoted in numbers of kurus in the 1960s and 1970s, the kurus was no longer a usable monetary unit at the time this tale was collected, for the Turkish lira had been devaluated to the price of one American cent.
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"What you that the whole fish costs you only eighteen kurus but you charge twenty liras for just the head.

"You see! Those heads have already helped you! You have already become much smarter."