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The INDUSTRIOUS HEN

November, 1916

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"Lays all over
the South"

PRICES CUT ONE-HALF LOMBARDY HEIGHTS POULTRY FARM

Breeders, Exhibitors and Importers of Prize Winners of the Highest Type of

S. C. White Leghorns, S. C. Buff Leghorns, Blue Andalusians, White Plymouth Rocks, Buff Plymouth Rocks, Partridge Plymouth Rocks, Columbian Plymouth Rocks, Silver Penciled Plymouth Rocks, Barred Plymouth Rocks, Black Orpingtons, Blue Orpingtons, Silver Spangled Hamburgs, Dark Cornish, Lakenvelders, Light Brahmas, Wild Mallard Ducks, White Muscovy Ducks.

We are making very low prices on trios and pens of all varieties. Some extra fine show birds with from three to ten firsts to their credit at prices others ask for utility stock. Cocks and cockerels at prices to suit all. Must make quick house room for our young stock and offer the above pens and trios at less than really one-half their regular price. All stock guaranteed to please or money refunded. Send us your order direct from this ad, telling us just what you want, and get first choice. Or write for our large free catalog. We can please you. Address,

LOMBARDY HEIGHTS POULTRY FARM

JNO. O. REID, PROP..

STANFORD, KENTUCKY

S. C. WHITE LEGHORNS BUFF PLYMOUTH ROCKS

Eggs \$1.50 per setting, Chicks 15 cts. each.

Eggs \$1.50 per setting, Chicks 20 cts. each.

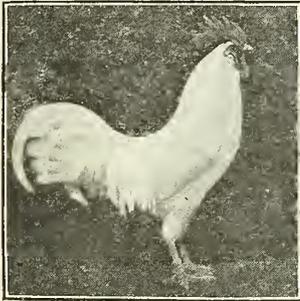
For Sale Stock, Eggs and Day Old Chicks

PINEY HILL POULTRY YARDS, Jno. G. Fletcher, Prop., Member A. P. A.

NORTH CHATTANOOGA,

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BLUE GRASS S. C. WHITE LEGHORNS



Winners at Madison Square Garden, Central Palace, Boston, Allentown, Memphis, Chattanooga, Louisville, Lexington and other large shows. I have some grand cockerels and pullets with splendid type, color, comb, etc., at reasonable prices that will please you. Will also sell a few of my last year's winning birds. Let me quote you prices. Birds sent on approval and satisfaction guaranteed or no sale. Am now booking orders for eggs for December and January delivery from these great winners. Address:

BLUE GRASS WHITE LEGHORN FARM,

W. BARROW, Pres. ED. ODER, Mgr. E. B. WREN, Sec. & Treas.
LEXINGTON, KENTUCKY.

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Your hens will lay now if you provide right conditions. During spring and summer they find many things they need to keep them in health, and they lay heavily. In winter you must supply these necessities if you want eggs.

Pratts Poultry Regulator

serves this purpose fully. It is a combination of roots, herbs, mineral substances, etc., which spices the mash mixture and induces the birds to eat greedily; aids digestion; enriches the blood; improves circulation; speeds up the egg-producing organs; puts the fowls in the pink of physical condition; **MAKES THEM LAY.** And all at a cost of about one cent a bird per month. Pratts Poultry Regulator will increase your profits.

Pratts Poultry Disinfectant

will keep the houses sanitary and kill disease germs. Use it now. Don't let disease get a foothold in your flock.

Our dealer in your town has instructions to supply you with Pratts Preparations under our square-deal guarantee—"Your money back if YOU are not satisfied"—the guarantee that has stood for nearly fifty years.

Write for 64 page Poultry Book—FREE.

PRATT FOOD COMPANY

Philadelphia Chicago Toronto



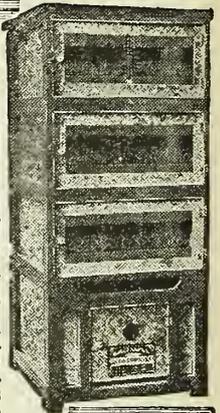
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Feed Sprouted Oats

TURN loafing hens into industrious layers—have eggs to sell at top-notch prices, by feeding sprouted grain. One bu. oats, wheat or rye makes 3 bu. of tempting, crisp green feed in the

"SUCCESSFUL" Sectional Grain Sprouter

Knocks the feed problem into a cocked hat, takes care of young chicks too—makes them grow. Double steel walls—fireproof—cannot warp, shrink or swell. Lasts a lifetime. Write today for booklet and 1917 offer. Booklet on Proper Care of Chicks 10c. **DES MOINES INCUBATOR COMPANY**
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Chicks Make Better Broilers

when kept Free from Lice and Mites Use the amazing germ-killer—destroyer of all insect pests—safe—don't taint meat. Increase hatch by disinfecting the incubator—spray nests and roosts.

STANDARDIZED



Kills Lice and Mites

Increases egg production and cures common poultry diseases. Used by 50 Agricultural Colleges in U. S. and Canada. Sold under absolute guarantee to do all you want it to do—or your money back; no argument, just money. If it fails to meet severest test, it doesn't cost you a penny.

Special Trial Offer! Send 25 cents for eight ounces—or 50 cents for quart—full gallon, \$1.50—parcels post prepaid. Zenoleum Lice Powder, big package, 25c parcels post prepaid. Write for Poultry Book, "Cause, Symptoms, and Treatment for all Poultry Diseases" FREE.

ZENNER DISINFECTANT CO.
660 Lafayette Ave. Detroit, Mich.

THE INDUSTRIOUS HEN

VOL. XIII.

LOUISVILLE, KY., NOVEMBER, 1916

(Whole No. 139)

No. 6

FITTING BIRDS FOR THE SHOW ROOM

Select Your Show Birds Early and Start Conditioning Them at Least Six Weeks Before the Show. Condition Counts at Least 50% in the Show Room.
Show Birds are Made Rather than Bred.

By F. W. KAZMEIER, Poultry Husbandman A. & M. College, Texas.

EDITOR'S NOTE.—Mr. Kazmeier gives some splendid ideas as to how to get birds in show condition and we hope our readers will profit by and practice some of the suggestions he has given them. A bird, to win at this day in the poultry show, must be in condition, and in our opinion condition counts at least fifty per cent in the show room. We are now in the midst of the show season and we urge everyone to show at as many shows as possible and help make the coming season the greatest and most successful year for the poultry industry in the South that was ever known.

FOWLS that have received care and training have a much better chance to win "the blue" than those picked haphazard from the pens. Selection should be made at least six or eight weeks in advance. Select fowls without disqualifications, such as feathered shanks, feet or toes in the clean-legged varieties; lapped combs in straight-comb varieties; wry tails, crooked backs or side-sprigs in single-comb varieties; or any positive white in the face of Mediterranean cockerels and pullets, except White-faced Spanish. Exhibitors are advised to buy a copy of the "American Standard of Perfection," which may be purchased from poultry journals or the American Poultry Association, Mansfield, Ohio.

Show birds must be in perfect condition and have been so handled that they are not "coop-shy" and will not be disturbed by inspection of visitors or handling by judges. This can be accomplished by the use of an exhibition coop made large enough not to injure the tail feathers. Build the coop of slats or poultry netting, with front so arranged as to facilitate the removal of the bird without injury to its plumage. Handle the birds often, and in time the wildest of them will become tame and will actually pose to advantage when the judge appears.

All show specimens should be reasonably fat. Examine all birds about two weeks before the show and fatten those below standard weight. Lean, raw beef and hard corn with scalded milk will quickly add one-half to one pound to the weight of chickens. Plenty of exercise and a diet of fish, bran, oats and cabbage will reduce the weight of such specimens as are too fat.

One of the first things to do is to examine the plumage and pluck out all broken, stained and foul feathers, so that new ones may grow in time for the show. This is not faking.

Nearly all colored varieties look better when washed, and for white varieties washing is necessary. Unless the washing is done properly it had better not be done at all. Provide three tubs for washing. The real washing is done in the first tub and plenty of soap should be used. Fill the second tub with lukewarm water deep enough to cover the chicken. Fill the third tub with cool water which has been "blued" as for washing white linen. Some exhibitors use the third tub without bluing the water. In washing, rub soap and lather to the skin and leave on long enough to cut all dirt in the plumage. Remove to

the second tub and by gently rubbing with a sponge remove all soap. Rub with the plumage and never against it. If any soap is left on the plumage the feathers will not web out normally, will catch dirt and cause the bird to look worse than if not washed. Finally plunge the bird three times into the third tub of blued water. Allow it to drain and shake itself. Press out as much water with a towel as possible. Roll the bird in a woolen blanket and place near a fire in a warm room.

If feathers are a little creamy after drying, rub them with pure peroxide of hydrogen. If very creamy, wash the bird over again in a tub containing equal parts of peroxide of hydrogen and lukewarm water. The color of white feathers may be improved by sprinkling corn starch over them, and working it well down into the plumage after it is thoroughly dry.

The American Standard of Perfection says that "any artificial coloring or bleaching of any feather or feathers, as well as staining of legs, in fact, any self-evident attempt on the part of any exhibitor to deceive the judge and thus obtain an unfair advantage in competition, is "faking." It says further that "faking of any description shall debar from competition specimens so treated." The same authority states that "bleaching by means of chemicals is such a harmful practice that where it is proven by other evidence than the condition of specimen or specimens, such bleached specimen or specimens shall be considered faked and disqualified."

Bluing and peroxide of hydrogen are chemicals, but a careful study of poultry shows will convince a careful observer that most of the white varieties are bleached to some extent. The wording of the bleaching clause in the standard is such that it is impossible to disqualify a specimen as faked bleached unless someone observed the application of bleaching chemical to the specimen in question. Until this clause is changed the exhibitor who does not bleach his birds will have to compete with those who use bleaching material. I do not advise anyone to bleach his birds with chemicals, especially with peroxide of hydrogen, but give this information for what it may be worth. The legitimate use of blued water to bring out the white cannot be considered faking, if done properly and too much bluing is not used. Exhibitors who do not desire to use bluing should give the final rinsing in clear water.

Clean legs thoroughly, remove all dirt underneath scales, using common wooden toothpick and a stiff brush. Apply a little vaseline and rub with a soft cloth to brighten them.

The combs, wattles and ear lobes should receive a thorough washing and then an application of alcohol to bring out a rich bright color. Sunflower seed give an elegant lustre to plumage. Feed a little of it the last three weeks before exhibition. Do not feed much corn to white show

birds, because fat has a tendency to give the plumage a creamy appearance.

Minor defects, such as slight flecking of a white fowl, should be removed, and you can do it without hurting your conscience. Some say they do not do it, but I have been in business long enough to know that all white plumage fowl exhibitors, if they find any flecked feather or even black feathers, simply jerk the "insulting spot" out and say nothing.

Confine show birds in a training coop a short time each day, so that they will become used to being cooped, but do not confine them too closely. Wash show birds two or three days before exhibition. Clean pens and coops often, at least once a day, and put in clean straw. In handling, be careful not to break any feathers or twist them out of shape. Put only one bird in a coop, never more than two. Keep washed fowls out of direct sunlight as much as possible.

ADVERTISING IN ITS CONNECTION WITH THE POULTRY FANCIER.

Some Practical Pointers as to How to Get the Best Results from Your Advertising.—Preparing the Copy to Attract Attention.—Handling the Inquiries, Using the Follow-up System, etc.

By R. H. Anderson, Lynchburg, Va.

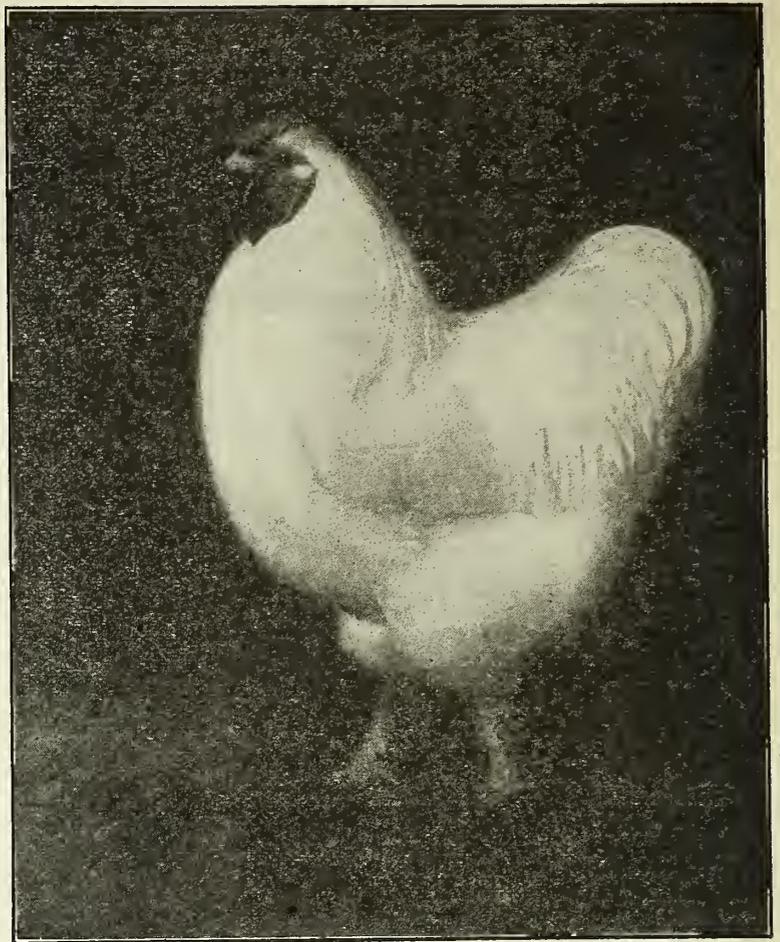


BY advertising we mean that power by which we get attention, arouse desire and make people act through words. Advertising today is an art in the strictest sense. Its history is as old as the human race, for just as soon as there were more than two people in the world, some sort of formal announcement had to be made by one to the other. Twenty-five years ago we ate oatmeal as a breakfast food which the grocer sold from a large barrel. Today breakfast foods, identified by name and style of package, have become as staple as bread or milk and their names are household words.

Going back to our definition of advertising, we will now apply it in its connection with the poultry fancier. In looking through a poultry magazine at random, at first the reader is in what we may call the state of nonattention. His mind is not concentrated; then the mind, through the eye, observes something—perhaps the cut of a Madison Square Garden prize winner. This cut is fixed in the mind of the reader and he is said to have passed from a state of nonattention into a state of attention. This attractive cut leads the reader on to the reading matter or to the writing of the advertisement. Here we must not fall down, or the reader will go no further and the expense of your cut will be wasted or prove a false alarm. If the reading matter of the advertisement is consistent with the cut, then the reader's desire to possess is aroused and he acts, or in other words, writes to the advertiser. Now that the advertisement has secured an inquiry, it is up to the breeder to do all he can honestly do to make a sale. He should answer the inquiry promptly, use neat and attractive letterheads, have your letters typewritten, if possible, and describe fully and accurately to your prospective customer just what you have that he is interested in and also guarantee complete satisfaction. Send your catalogue or circular, but if you cannot get out a good one do not issue one at all.

If you do not make a sale the first time do not feel discouraged but use several follow-up letters, stating in a general way the merits of your fowls, what you have for sale, your latest show winnings, and perhaps a couple of your recent testimonials. It is a fact that good advertising will sell an article for you once, but, mind you, that if this article has no merits of its own or has been misrepresented, then it will never repeat. It is also true that the best article in existence will not sell itself without some advertising.

Most all advertising that does not pay is either made up of very poor copy or lacks a systematic follow-up system. You have paid out your good money to secure an inquiry, the poultry journal has done its part, now do not lose your opportunity to make a sale by your inattentiveness and lack of proper business principles.



CHIEF WINAMAC IV

White Wyandotte Male, bred and owned by Chas. O. Keeler, Winamac, Ind.

SEPTEMBER REPORT OF NATIONAL EGG LAYING CONTEST.

Selection of Breeders and Egg Producers.—High Average Made in Contest During September.—Five Barred Rocks Have Averaged 224 Eggs Each in Eleven Months.

C. T. Patterson, Director Mountain Grove, Mo.



IN order that we might help solve the problems confronting the poultrymen in the selection of breeders, a question was sent to the members of the State Association, asking them to give the points they used in selecting their breeders. Five hundred twenty-three answers were received, which were distributed as follows:

Color	79	Eye color	3
Standard requirements ..	67	Line breeding	3
Egg records	63	Activity	3
Vigor or vitality	48	Utility	3
Size	44	Best hens	2
Shape	43	Selecting males	2
Early maturing	30	Leg color in May	2
Buying from others	28	Selecting unrelated	2
General appearance	18	Condition	1
Hogan test	17	Development of feathers ..	1
Type	13	Physical test	1
Health	10	High head and tail	1
Winter layers	8	Late moulters	1
No selection	7	Common sense	1
Close culling	6	Age	1
Size of bone	5	Gamest	1
Comb	4	Head points	1
Comparison	4		

A close study of the above list indicates that the breeders in general are using some good points in the selection of breeders. It will be observed that by far the largest per cent of people select breeders by egg production and standard requirements, including color, vigor, size, shape, etc. It will also be noticed that the external characters which can be observed with the eye are used more than egg records which require time and labor. This would indicate that great good can be done in developing simple methods of selecting egg producers.

In order to complete this observation, a test was made with ten hens as follows: Two White Leghorn hens were selected as typical of high and low egg producers. The high producer had a well developed comb, white ear lobes, bleached shanks, had not molted, and was a good wedge shape. The other had a small pale comb, creamy



Birdseye view of the White Wyandotte plant of Chas. V. Keeler, Winamac, Ind.

This place represents a part of the profits earned by the high-grade White Wyandottes bred by Mr. Keeler. The plant is one of the finest to be found. Along one side runs the beautiful Winamac river and nearby is located the electric light power plant from which Mr. Keeler obtains his lights and power to run the electric fans used for drying the birds. The residence is located in one corner of the farm. Water is piped into every one of the thirty buildings on the place and the houses are so arranged that a wagon can be driven down lanes between them, which facilitates cleaning, feeding, etc. A large feed and conditioning house can be seen near the center of the picture. The upper story of this house is used as a conditioning room, wash room, etc., and it is thoroughly equipped with every convenience. The houses are all open-front and in a recent letter Mr. Keeler stated that for sixteen days the thermometer ranged between twenty degrees above and five below zero, yet the fronts of the houses were never closed and the birds are in a good healthy condition and laying well. The quality of the White Wyandottes bred by Mr. Keeler is made evident by the remarkable winnings of his birds in hot competition. For a full account of his poultry plant, his birds, his winnings and prices send for his new catalogue.

ear lobes, yellow shanks, had moulted and had a nice coat of new feathers, and the body was small and ill shaped. The two hens were exhibited at the State fair and were given to the person estimating most accurately the number of eggs produced by each in six months, from January to July. The blanks on which the estimates were recorded contained a space to give reasons for making the estimates. The good hen produced 125 eggs, while the poor hen laid fifty-two during the six months. Approximately seventy-five per cent of the people overestimated each of the hens. All estimates averaged missing the good hen thirty eggs, while they missed the low producer forty-three eggs each. Approximately fifty per cent of the people have reasons for their estimates. All who gave reasons for the estimates averaged missing the good hen twenty-one eggs, while those who didn't give reasons missed the record thirty-nine eggs, or a difference of eighteen eggs.

The hens were won by a seventeen-year-old boy of Sedalia, who raises some Leghorns on a city lot. He estimated the good hen to lay 125 eggs and gave as reason for the estimate a large, red comb and pale shanks. He estimated the poor hen to lay fifty eggs and gave as reasons for the estimate pale comb and yellow shanks.

This emphasizes the fact that there are simple, practical methods of selection for egg production which the average person can use, and if these methods are observed, the flock can be culled in such way that the one part will produce two eggs to one produced by the other.

The contest is moving along nicely, all hens laying 6,232 eggs during September, which is an average of about twelve eggs each. This brings the average of all birds in the contest to about thirteen dozen eggs each in eleven months.

The pens occupying the five highest places for September are as follows:

Pen.	Eggs.
102. Oregons, Oregon	106
8. Single Comb White Leghorns, Pennsylvania	102
69. Barred Rocks, Missouri	102
40. Single Comb White Leghorns, California	99
11. Single Comb White Leghorns, Kansas	98
12. Single Comb White Leghorns, Oregon	97

Hens occupying the five highest places to date are as follows:

Pen.	Hen.	Eggs.
3.	25.	Single Comb White Leghorn, Washington ..255
2.	25.	Single Comb White Leghorn, Washington ..244
3.	2.	Single Comb White Leghorn, Missouri244
1.	69.	Barred Rock, Missouri
3.	102.	Oregon, Oregon
4.	75.	White Rock, Washington

The ten highest pens for eleven months are as follows:

Pen.	Eggs.
69. Barred Rocks, Missouri	1,121
102. Oregons, Oregon	1,085
8. Single Comb White Leghorns, Pennsylvania	1,049
25. Single Comb White Leghorns, Washington	1,063
11. Single Comb White Leghorns, Kansas	1,027
17. Single Comb White Leghorns, Texas	1,023
59. Rose Comb Rhode Island Reds, Missouri	1,019
27. Single Comb White Leghorns, Missouri	1,013
75. White Plymouth Rocks, Washington	989
24. Single Comb White Leghorns, England	986
49. White Wyandottes, Michigan	986

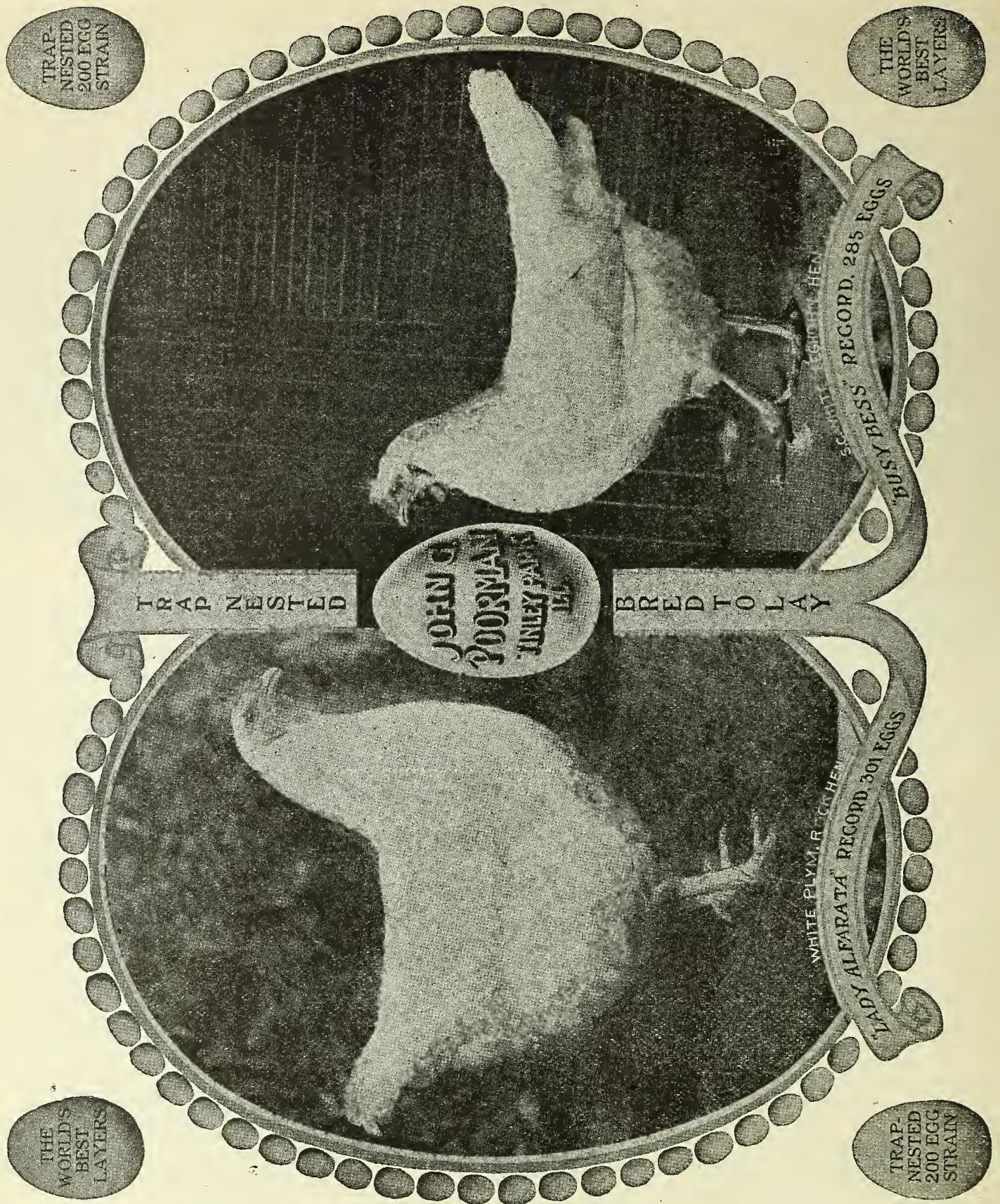
SOME COMMON POULTRY DISEASES.

The Best Managed Flocks are Liable to Contract Disease, and Especially Where Birds are Shipped to the Show Room to Come into Contact with Diseased Birds and Many Times Unsanitary Conditions.—Colds and Sore-head are Likely to Appear.

By F. W. Kazmeier, Poultry Husbandman, A. & M. College, Texas.

SOREHEAD (Chickenpox). The symptoms of this disease appear on the heads of poultry in the shape of eruptions of yellow warts, varying in size from a pinhead to a pea. These eruptions are found upon the parts of the head that are free from feathers. The common form of sorehead localizes itself on the head. In very severe cases it may spread to other parts of the body. The bites of fleas and mosquitoes do not cause the disease, but may facilitate the entrance of the germ through the sores. Sorehead appears to flourish in wet weather among late hatched chicks.

Treatment: As with all other poultry diseases, the suc-



cess in combating sorehead and chickenpox depends almost entirely upon preventive measures. Remove all well birds to fresh ground and uninfected houses. Provide roosts for all of the birds. Do not allow the chicks to roost on the floor or crowd the corners of the house. Keep the house dry, well lighted, free from drafts and well ventilated. Above all, see to it that the house is cleaned out regularly and thoroughly, followed by a thorough disinfection with a solution containing four per cent carbolic acid and ninety-six per cent water.

When the disease first appears in a flock, the affected birds should be isolated and treated, and those not yet affected should be driven up into the corner of the pen. Then with a fine mist sprayer spray a one to ten solution of some good coal tar disinfectant (such as Zenoleum) upon the heads of the birds (one part Zenoleum to ten parts water). It is well to spray all of the late-hatched chicks once a week as above suggested, as soon as sorehead is known to exist in the neighborhood.

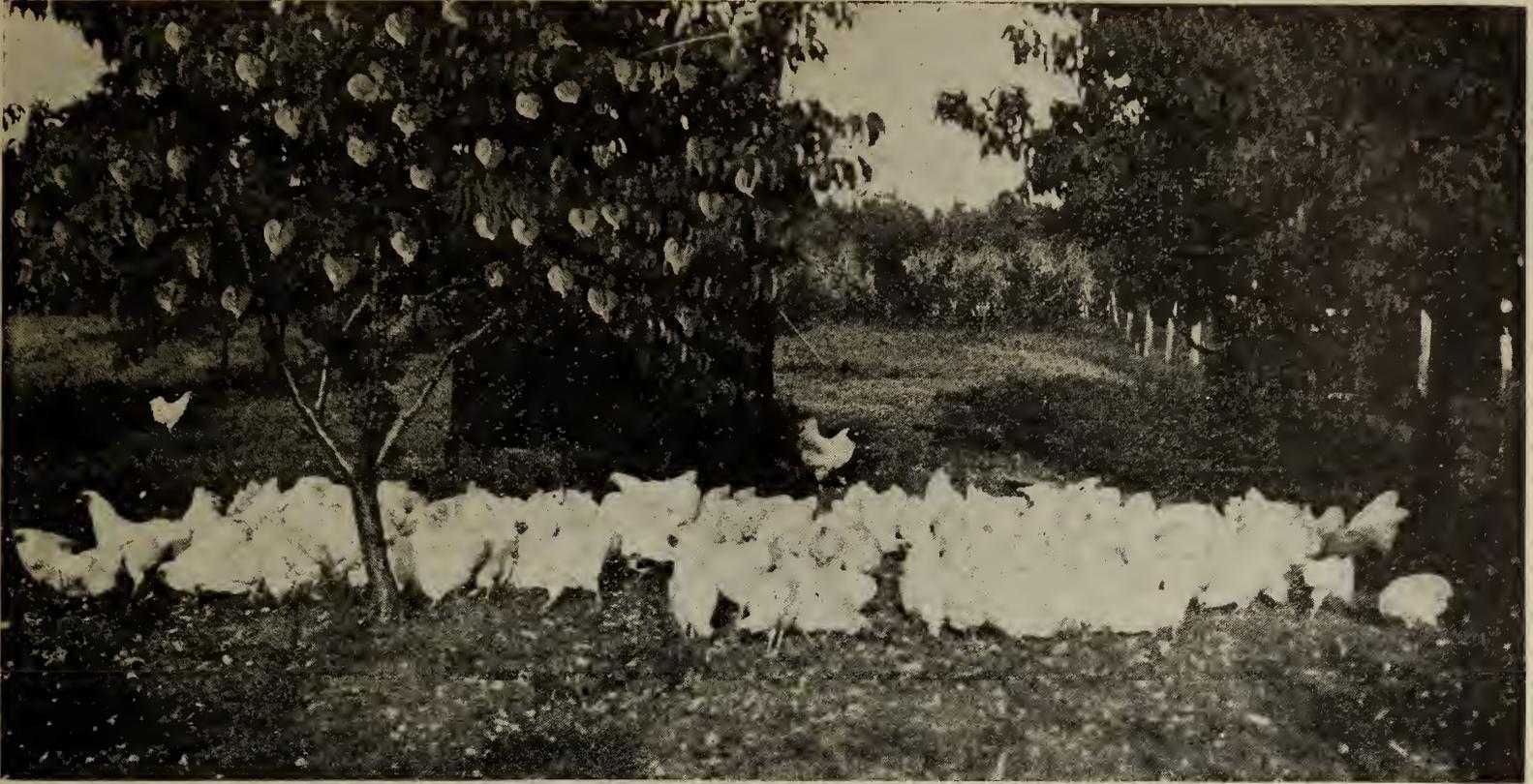
Individual treatment may be given by dipping the birds into a two per cent solution of potash permanganate, following this, after the bird is dry, with an application of

carbolic ointment or glycerine, containing two per cent of carbolic acid.

Common Colds: Common colds should be treated as outlined above for sorehead, with the exception that that part dealing with the application of some healing salve can be omitted. A one-grain tablet of quinine twice a day will also prove effective in advanced stages.

Limberneck: Limberneck is caused by ptomaine poisoning. The bird affected by limberneck loses control of the neck muscles, and stands or walks with its neck in some peculiar position. Ptomaine poisoning is caused by the bird eating putrid meat or maggots. A dead bird or animal in unfrequented places to which the fowls may have access, may be the cause. Spoiled beef scrap is sometimes the cause. Nine times out of ten it is caused by some form of dead animal life wasting away in the hot sun, to which the affected individuals gained access.

Treatment: No positive cure. The first thing to do is to remove the cause by burning all dead animals and birds. It may require crawling under a house, searching through a brush pile or the careful inspection of weeds and tall grass in order to locate the cause.



Scene at Keelersville, where thousands of high class White Wyandottes are produced each year. Look up their advertisement in this issue and write Chas. V. Keeler, Winamac, Ind., for catalog.

MARKETING THE FARM EGGS.

Strictly Fresh Eggs are Always in Demand and Bring the Highest Cash Price from Families in the Cities.—The Parcel Post Makes it Possible for the Farmer to Take Advantage of These Opportunities.

By B. F. Kaupp, North Carolina Experiment Station,
West Raleigh, N. C.

THE families of the cities want strictly fresh eggs. They are tired of storage eggs and eggs sold them for strictly fresh country eggs which are not (the writer having lived in the city for more than twenty years, speaks from experience), and they are willing to pay the highest prices for them. Will you deliver to them this first class product? Now, with the parcel post it is within your power to come in direct touch with the city consumer. How are you going to reach them?

Most farmers look upon eggs as by-product of the farm and in many instances the hens are compelled to forage for themselves and are not provided with proper shelter, feeding and care. When the hens forage for a living and go without care it may be true that the money their products bring in is clear gain, but on the other hand, if they were properly cared for, watered, fed and housed they could be made one of the most profitable branches of the farm. They should be placed on the basis they deserve.

The losses to the egg industry which are avoidable is about seventeen per cent and includes rotten, stale, held, dirty, heated and cracked eggs.

Don't keep broody hens around on the nests used for laying hens. A broody hen is not a profitable hen and if she is not needed for setting and brooding purposes, break her up at once. Don't put off from day to day until finally she gets discouraged and gives it up herself. If she is broken up from setting she should return to laying in about ten days. Don't keep mongrels or pullets that don't reach maturity by early winter. Keep clean nesting material in the nests as soiled eggs don't present a pleasing appearance to the city buyer and they don't pay so much for them. Provide special rooms for the setting hens and keep the room closed so they will not be molested. Collect the eggs twice daily in hot weather. Store the eggs in a clean, dry, cool room and market them twice a week. Sell your eggs in attractive packages and sell on

a cash basis, delivering only clean, fresh and large eggs. The eggs should weigh at least twenty-four ounces to the dozen. Under such conditions you will find it profitable.

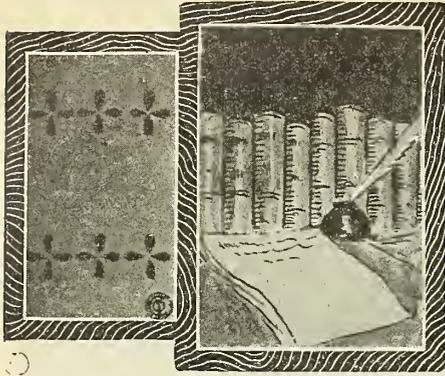
Egg circles are being formed. Every community in the South should organize their egg circle. By a neighborhood thus uniting they can ship their eggs direct to the wholesale firms of the cities. Often select trade is built up and the eggs delivered direct to the homes of the city through the parcel post. Recently this office made some trial shipments from Raleigh to Washington, D. C., shipping in six dozen cartons. The eggs were all clean, white, selected, large and strictly fresh. They brought seven cents a dozen more than they would have brought on the Raleigh market and three cents above the top quoted price. In shipping in cartons it is advisable to wrap each egg separately in paper so that each egg will be held securely in its compartment and not shake. The box should be marked in large letters on all sides, "Eggs."

The breakage in shipping by parcel post has averaged eleven per cent; that is, out of eighty-eight packages of eggs shipped in cartons where the eggs were packed in either wheat bran or cottonseed hulls, there were twelve which contained one or more broken eggs. Of twenty packages shipped by express, some in baskets, others in cartons or wooden cases, there was two, or ten per cent that contained one or more broken eggs.

POORMAN'S CATALOGUE.



WE are in receipt of a copy of Jno. G. Poorman's catalogue, describing his 200-egg strains of Single Comb White and Buff Orpingtons, Barded and White Rocks, Single Comb and Rose Comb Rhode Island Reds, Single Comb White Leghorns and White Wyandottes. It shows views of this large plant and hens like "Lady Show You," a White Plymouth Rock with a record of 281 eggs in one year. Without a doubt Mr. Poorman has one of the greatest egg-laying strains in these different varieties in the country. The catalogue also shows views of the breeding and colony houses, and contains information that will prove of value to any poultry breeder, either large or small. We want all of our breeders to have a copy of this handsome catalogue and if you will write Mr. Poorman, at Tinley Park, Illinois, Box 350, and mention seeing his advertisement in the *Industrious Hen*, a copy will be mailed you free.



EDITORIAL CORRESPONDENCE

Louisville Wants Next A. P. A. Meeting.

LOUISVILLE and Kentucky has extended an invitation to the members of the American Poultry Association to hold their next annual meeting at Louisville, and when the vote is taken we hope that the majority of the members will vote for Louisville.

The following letter has been mailed to every member by C. C. Loomis, president of the Kentucky Poultry Breeders Association, asking for their support and vote:

Members and Neighbors, American Poultry Association:

Dear Sir: Louisville very ardently desires the honor of entertaining the next annual convention of the American Poultry Association. Our State association has authorized me to urge your support, pledging itself that there will be more delightful surprises in store for you at the Louisville convention than ever before.

We already have the most cordial assurances of material assistance from the commercial organizations of Louisville, and at our last convention I filed very hearty invitations from Mayor Buschemeyer and Governor Stanley.

Louisville is the closest city to the heart of poultry America. It is of easy access by railroad and all its conditions conspire to make it an ideal convention city. Our hotel facilities are abundantly capable of accommodating 10,000 visitors.

Numerous entertainments are already being planned in our honor and I reflect the unanimous sentiment of Louisville poultrymen in requesting you to use your influence among the poultrymen of your community in securing the vote for Louisville when the balloting is begun.

Again assuring you of a hearty Kentucky welcome, I am,

Yours very truly,

C. C. LOOMIS,

President Kentucky Poultry Breeders Association.

Louisville is centrally located and can be reached by members from north, south, east and west at a less expense than possibly any other city in the United States, and for this reason alone we think should have the support of all the members. It is one of the greatest convention cities, having hotel facilities that can accommodate twice as many people as the entire membership of the association.

Be sure to cast your vote for Louisville for the next meeting place and we will try to entertain you and show you Kentucky hospitality that possibly some of you will never forget.

Kentucky State Poultry Show.

THE annual Kentucky State Poultry Show will be held at Richmond, November 9-10-11, 1916. This will be the official State show of the American Poultry Association, where the A. P. A. gold medal, special medals and A. P. A. diplomas will

be competed for. All indications point that this will be a successful show, and we hope that every poultry breeder in Kentucky as well as adjoining States will make it a point to send as many birds as possible.

The show will be uniformly cooped. Mrs. Harry S. Morgan, Richmond, Ky., is secretary-treasurer, with W. B. Buford, Nicholasville, and A. W. Haller, Louisville, superintendents. Entries close November 7 at 12 o'clock midnight. Be sure to write for entry blanks and catalogue now, and send a string of your best birds. A winning at the Kentucky State Show is worth going after. Entry fees only 25 cents single; pens \$1.00.

South Promises Big Business Coming Season.

THE outlook for the standard-bred poultry business in the South for the present season is certainly bright. What leads us to think and believe this is that the South is in a splendid financial condition, better than it has been for the past five years. More new people are getting interested in purebred poultry, which means they are going to either buy stock, eggs or baby chicks for foundation stock during the coming year. Our representatives are sending in new subscriptions by the thousands each month. These are secured with less effort than in any other previous year, which indicates greater interest in purebred poultry.

We are in touch with conditions all over the South and thirty days ago trade was opening up fine and our advertisers are reporting good business. We believe that to take the poultry crop as a whole, there is a great shortage in birds this year as compared with past years. This may be accounted for by feed being so high and breeders did not try to raise as many birds as they have in the past. This is a mistake that a great many have made and we hope that even if feed is high that breeders will not cut down on their production this coming season. While feed may be a little higher at this time than it has been for several years, still eggs are much higher and when you figure, you can readily see that there is a greater profit for you now than ever before, even at the high price of feed.

There are certainly great prospects for the poultryman in the South at this time and we hope that they will all take advantage of them and secure their part of the business that is awaiting them now. If you have stock or eggs to dispose of, you can easily turn same into cash with little effort on your part. Stock and eggs are

just the same as gold dollars as it is no trouble to find a ready market for them.

I was talking to a poultry breeder several days ago and he was selling all the eggs he could spare for hatching purposes even at this time of the year. This Barred Rock breeder has built up a splendid trade in the South, and the large bulk of the business he gets comes out of the South, although he is advertising and covering other parts of the United States as well. I mention these facts to show what the South offers as a field in which to market your stock or eggs.

Mrs. Shofner, Secretary Tennessee Division National Bronze Turkey Club.

WE are glad to note that Mrs. J. C. Shofner, who conducts the Turkey department in the *Industrious Hen*, has been appointed by the National Bronze Turkey Club secretary for the State of Tennessee, and she would be glad to have as many Bronze turkey breeders join this nation-wide organization as possible. The more interest we get aroused among the breeders, the greater numbers we will have to join and better club prizes are assured in our State shows. This is quite a recommendation to Mrs. Shofner as a breeder of nation-wide note and we wish for the organization great success through her efforts as secretary. All Tennessee Bronze turkey breeders should apply for application blanks for membership through Mrs. J. C. Shofner, Route No. 1, Mulberry, Tenn.

The Old Hen Has Molted.

WE wonder what our readers think of the new cover design on the *Industrious Hen* this month. As all hens are supposed to molt and grow a new coat of feathers each fall, we decided that the *Industrious Hen* should be clothed in a new covering before starting into the winter season. We got busy and dressed her up so she is now ready to scratch and "lay all over the South" for her readers and advertisers during the coming season.

It has been our desire to give the Southern poultryman the best we possibly could in the way of a poultry paper, not only one that contained valuable reading matter each month to help him or her make more money from their birds, but an attractive publication printed on good paper that will compare well with any poultry paper published in the country today.



Under this heading "Pick Ups Here and There," we will give our readers each month clippings from our exchanges that we think will interest them.

Poultrymen Hold Annual Election.

A. M. COCHRAN, of Nashville, Tenn., was elected president of the Southern Poultry and Egg Shippers Association, at the closing business of that organization recently at the Hotel Henry Watterson, Louisville, Ky. Other officers are: R. B. Jean, Shelbyville, Tenn., vice president; L. G. Smith, Shelbyville, Ky., secretary, re-elected; E. I. Coolidge, Atlanta, Ga., assistant secretary, and Norman I. Taylor, Burnside, Ky., treasurer, re-elected.

The executive committee as named consists of O. P. Barry, Alexandria, Tenn.; W. K. Thompkins, Murfreesboro, Tenn., and S. H. Grinstead, of Louisville and Lebanon, Ky., retiring president.

W. R. Beasley, Columbia, Tenn., and Treasurer Taylor were named as a committee to collect and supervise the use of the \$900 fund raised by subscription among the members to be used in filing an intervening petition in a case against Eastern railroads to be heard by the Interstate Commerce Commission at Chicago. The petition will seek a reclassification of railroad rates on poultry and eggs.

Atlanta, Ga., was chosen as the meeting place for next year, through the efforts of Mr. Coolidge. For ten years the meetings have alternated between Louisville, Ky., and Nashville, Tenn.—Louisville Times.

Get Pullets Where You Can Treat Them Individually.

It's a wonderful advantage to have your fowls, whether ten or ten thousand, so that you can do anything that you wish to with them and for them any moment of day and night. This is a vital matter. Without this opportunity to do anything you want to with them, individually or collectively, they are practically certain to revert quickly to the ways of nature, and not lay an egg before next April or May.

You may give yourself all the credit for every egg you get this winter. And what you do with your hens for the next few weeks will determine largely the number of eggs they lay before spring. "Get next them," as a man gets in close and vital touch with his grocery business, or his corn crop, or his automobile, or anything else that he desires to manipulate to his own advantage. Hens that are permitted to scatter all over a two-hundred-acre farm every day and roost where they please are not doing your will—they are doing their own sweet will. That will mean that you

will have to whistle for your eggs in January and February. It isn't their plan to lay at such uncanny times. Nature teaches them that midwinter is no fit time to raise young chicks. Get every fowl you own in the hollow of your hand and have your way and will with it—or this season will be lost to you.—Poultry Item.

What is an Egg?

An egg is composed of many substances. The fact that a living chick can come forth from it is proof alone that an egg contains the essential elements of bone, blood, flesh, warmth, feathers and a covering produced from lime. To us they appear as the shell, the white, the yolk and the lining of the shell next the white. The hen cannot produce the white unless the food contains it, or the albumen is a costly substance in all foods. The yolk contains the food of the chick that mostly supplies the warmth while the phosphates of the bones and the shell of the egg must be derived

from the several forms of lime.—Poultry Record.

Boys' and Girls' Poultry Clubs.

The special committee on government co-operation is one of the very important committees of the year. This committee is to make a thorough investigation as to the most profitable methods to follow in securing the highest efficiency in the government service that for years has formed an important part of Uncle Sam's work in poultry. More than 10,000 boys' and girls' poultry clubs have been organized, and every club will teach better poultry on the farm. Such an important movement should certainly appeal to every local poultry association in all territory in which a boys' and girl's poultry club is organized and a junior department with attractive prizes should form a part of every A. P. A. show in the States and Provinces. This is an obligation on the part of every association looking to the future interests of standard-bred poultry. Let your association be the first to recognize this very important work.



S. C. WHITE ORPINGTONS

Won 1st and 4th pullet, 2d, 4th and 6th cockerel and 1st pen, grand champion hen. all breeds competing, also grand champion pullet, 1915, Tri-State Fair, Memphis, Tenn. We will be glad to supply you with either stock or eggs.

R. P. DORRIS,

PARIS, TENNESSEE

ROSE COMB REDS

Eggs half price for balance of season. A few high class breeders cheap to make room. Get our prices before you buy. No sale unless you are satisfied.

MRS. H. R. NUSZ & SON

Box I. H.

Cecilian, Ky.



290 EGGS
IN ONE YEAR

MAPLESIDE "Bred-to-Lay" Barred Plymouth Rocks

ACKNOWLEDGE NO SUPERIORS AS LAYERS

About 2,000 1916 hatch stock, including the grandest lot of Pedigreed Breeders I ever offered, having ancestry back of them with yearly egg records up to 297.

Circular of facts free.

O. F. MITTENDORFF,

Box M,

Lincoln, Ill.



FOUR JUDGES in FOUR YEARS

YET THE

Regals Keep Winning AT THE NEW YORK STATE FAIR

Under Judges Drevensstedt, Cleveland, Graham and Atherton, the result has been the same. This year my birds were again awarded the GRAND PRIZE which was the Manning Cup for the best ten birds in the show (final possession).

My total win was Cocks, 1, 2, 3, 4, 5; Hens, 1, 2, 3, 5; Cockerels, 1, 3, 4, 5; Pullets, 5; Pens, 1, 4, 5. Best display for the eleventh time. Under four of the best Wyandotte Judges in America my birds have proved to be far in advance of my competitors.

My customers do just as well—scores of reports have been coming in from all parts of the country. At the Canadian National Exhibition the bulk of the premiums in White Wyandottes were won on Regal stock bred by customers. The following winnings have been reported to date: Cocks, 3; Hens, 2, 3, 4; Cockerels, 1, 2, 3; Pullets, 1, 2, 3, 4.

If you want to make a success of your White Wyandottes, get Regal stock.

5000—Cocks, Hens, Cockerels and Pullets for sale—5000
SPECIAL—To make room for young stock I am offering 80 special value pens at \$25, \$35 and \$50; also fifty early hatched cockerels at \$10 each. In writing state whether you want birds of exhibition or Dorcas breeding.

FREE—Send for catalogue and sale list, giving description of several hundred breeders I am offering for sale.

Send one dime for the Regal White Wyandotte Book, telling all about White Wyandottes.

JOHN S. MARTIN, - Box 911, - Port Dover, Canada



SOUTHEASTERN NOTES and COMMENTS

By D. R. McBRAYER, Mooresboro, N. C.

NO park, no ring, no afternoon gentility;
No company, no nobility;
No warmth, no cheerfulness, no healthful ease;
No comfortable feel in any member;
No shade, no shine, no butterflies, no bees;
No fruits, no flowers, no leaves, no birds—
NOVEMBER! —Hood.

November is the beginning of the long cold winter season in the Northern part of the country and even here in the South the chilly winds drive away Indian summer and remind one of the fact that the season of flowers and sunshine is no more. Although the weather may be rough, the poultryman will be busy to such an extent that he may forget the beautiful summer season, that is if he keeps everything in tip-top shape around the yards and in the poultry houses. Leaky roofs demand attention without another moment's delay. The green food problem is staring him in the face each day. The pullets need the very best of attention and feed. There are shipments of birds to be made to the customers. Letters to answer and many other things demand daily attention during this November month. Give your business the best there is in you and you'll be successful. Throw your whole soul into the work. Success will crown your efforts.

Give the late moulting birds a little extra attention now. The late moulting hen is very apt to be your best laying hen. She will need protection from the cold and rain and also a little extra feed, and she will soon be back on the job again. Experience has taught us to place far more value on the hen that moults in October and early November than the one that moults in August or September. The early moulter usually loafs a month or two longer than the hen that moults late. Watch your own birds and you will see the difference.

Do not send your birds to the show in any old box that you may find handy the day before you want to ship them. Or perhaps run around to the corner grocery and get a soap box and pack them down in it and start them off to win (?) a prize. Buy or build some nice coops large enough to allow the male birds to stand erect without tearing their combs or tail feathers. Also provide for cleanliness in the coop by placing litter in them. After the coops are finished, paint them and print your name and address on them in a conspicuous place. Birds shipped in coops of the above appearance will arrive in much better condition and will be a good advertisement for you and your farm. In the language of the "street," "can" the soap box habit of sending birds to shows.

Are you raising any late chicks this fall? If so try letting them have the run of the garden for the next few months. They will find many things to eat that your garden will be much better off without. They will grow and thrive in the garden as in few other places and the gain will be double for they are eating grass seeds and insects at the same time.

The high price of poultry feed is causing much worry to the commercial poultryman and possibly to the fancier as well. Yet the man who sells only eggs and birds for breeding and showing purposes can afford to pay the high prices for grain much better than the one who sells to markets only. Although eggs and poultry meat are bringing high prices, the advance has not been in keeping with the advance in feed prices; therefore it is necessary for one to buy feeds in as large lots as possible thereby getting better prices. Moreover the marketing end of the business must be studied from every angle now. Take a day or two off and go to your nearest city. Take a sample of your product along. Talk the markets over with the best grocers in the city. Go to the best hotels and make a contract with the man who will offer you the best prices, everything considered. With feeds selling at prices as they are today the poultry and egg producer must look well into his marketing in order to make ends meet.

Feed bills may be cut down very much by liberal feeding of waste products such as small and faulty apples,

cabbage, potatoes and other things found on the farm, and the liberal feeding of green feed. All yards and spare plots should have been sown to oats or rye early in the fall, thereby furnishing a supply of the finest feed for poultry.

Grant M. Curtis, editor Reliable Poultry Journal and president Cyphers Incubator Co., has resigned as chairman of the Committee on Breed Standards, and also announces his intention of leaving A. P. A. affairs alone in the future. Mr. Curtis has been a tireless worker in behalf of the A. P. A. for many years and his decision will be received with regret by thousands of poultrymen and women throughout the United States and Canada. Mr. Curtis has labored hard for what he thought best for the poultry industry and the people who make it what it is today. He has tried to protect the great buying public from fraud. He has refused many thousands of dollars worth of advertising from so-called poultry breeders whom he felt would not give his readers full value for their money. And like all men who do their duty, he has been censured for the stand he has taken. Moreover his expensive evidence against certain men whom he felt should be made do business on a square plain or expelled from the A. P. A. has been to no avail as regards the purpose sought by Mr. Curtis. He has other things that demand his time and he will put it in on things that will at least be appreciated by his friends and business associates. Reliable Poultry Journal will get more of his time in the future and it will continue to be one of the leading poultry journals of the United States.

A BARGAIN IN LEGHORNS

One pen of S. C. White Leghorns containing three pullets and cockerel, price \$7.00; also two Brown Leghorn pullets at \$1.50 each. The birds are fully developed and now laying. They have splendid type and color. A bargain for some one. Order from this advertisement. Address.

J. E. STOREY, No. 400 Starks Bldg., LOUISVILLE, KY.

WHITE PLYMOUTH ROCKS

Our birds won as follows at the Tri-State Fair, Memphis, 1916: 1st young pen, 4th old pen, 4th cockerel, 4th pullet in competition with World's Fair Champions. Write us for prices on stock or eggs.
Mrs. Ira Johnson, COUNTY ON POULTRY FARM, Texarkana, Arkansas

Keeler's White Wyandottes

The Aristocrats of the White Wyandotte World

FIVE FIRSTS AT CHICAGO, 1916

YOU will be treating yourself right and serving your own best interests if, before buying White Wyandottes, you write me fully TELLING ME YOUR WANTS. I have by far the finest and largest lot that I ever reared, birds that will be THE WINNERS at America's best shows this Fall and Winter as their ancestors have been for the past twenty-one years.

THE WORLD'S GREATEST STRAIN. The strain that produces satisfactory results in filling the egg basket laying as high as 265 eggs a year and the prize winning females are selected from among the layers. Their fine head points, wonderful size and shape, pure white stay-white plumage, broad backs and well spread tails combined with their wonderful laying ability, their power of reproduction and their habit of winning first prizes are the results of twenty-one years of careful, systematic, pedigreed line breeding. The result of my twenty-one years of experience I am offering you at remarkably low prices—quality of birds and breeding considered.

2000 BIRDS FOR SALE, 2000

Females \$5.00 to \$25.00. Males \$5.00 to \$35.00. A limited number, extra choice of the very best breeding, \$50.00 each. Breeding pens, \$20.00, \$25.00 and \$35.00. Show pens, \$50.00, \$75.00 and \$100. I have no cheap birds—nothing but the best, so please do not write me for any \$2.00 and \$3.00 birds.

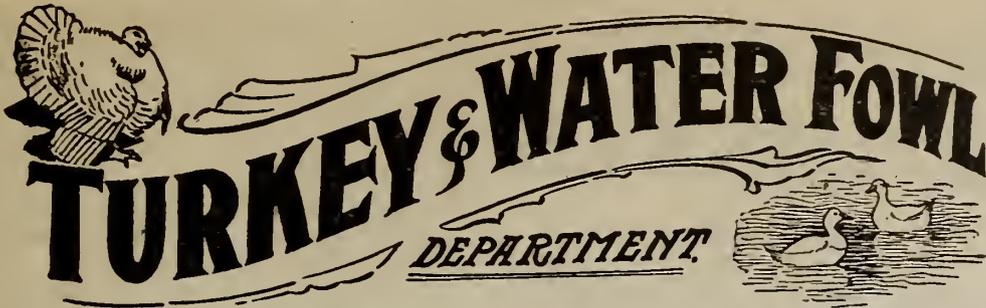
If you wish to win I can help you. If you wish to breed winners I will mate the birds correctly to produce them. Buy your breeders early. Reserve your show birds NOW for the Fall and Winter shows. All stock shipped on 48 hours approval. New richly illustrated art catalog free for the asking (5 red stamps appreciated.) SEND FOR IT NOW. It tells the story of my success and may help you to succeed. State wants definitely and address

KEELERSVILLE, Chas. V. Keeler, Prop.-Mgr.
Rural Free Delivery 11, WINAMAC, INDIANA



FASHION PLATE FOURTH
BRED BY CHAS. V. KEELER, KEELERSVILLE, INDIANA
REPRODUCED BY CHAS. V. KEELER, KEELERSVILLE, INDIANA

The Keeler Type is the Winning Type



TURKEY & WATER FOWL DEPARTMENT

This department is conducted by Mrs. J. C. Shofner, Mulberry, Tenn., and any questions that you wish to ask will be answered through this department, if addressed to Mrs. Shofner. If a personal reply is wanted, enclose a stamped envelope.

USEFUL TURKEY POINTERS.

Turkeys Must be Raised Under Different Condition from Chickens.

(Mrs. J. C. Shofner.)

FOR the last few years breeders of the great American bird the turkey, seem to be complaining of the trouble they are having in raising the poults, also of the losses they have after the birds get to the adult age. There must be some cause for this complaint and trouble. Let us look into some of these causes and troubles and losses in the flock. It is an undisputed fact that turkeys cannot be raised under the same conditions as chickens generally are, but my experience is that turkeys are much easier raised than chickens and with far less expense. Do not think turkeys can be raised on as small territory as chickens. Oh, no, for turkeys are birds that must have range and lots of it. It is just waste of labor to try to raise them to maturity in a small enclosure. They are not domesticated from their wild nature enough to give them the same range and food as chickens. Turkeys must have plenty of range to grow and develop to the enormous size that we all want, hence they may be properly termed the ranchman's and farmer's wife's bird.

The town or back lot chicken fancier cannot raise his Thanksgiving or Christmas turkey. They must come from the country. In fact, we country folk have to be careful in selecting our breeders to meet with success. One of the greatest causes of failure in raising turkeys is breeding from immature or unhealthy stock. There are many farmer's wives who sell off all of their largest, earliest turkeys because they weigh more and bring more money, leaving the later ones to grow on for breeders next spring, pushing them with corn to get them big enough to breed from. This pushing is not good for them as breeders, either early or late birds, as it gets them too fat, congests the liver by crowding the digestion, then by causing disease to creep in, and the result is weakened offspring and a bad hatch. I want all the size I can get in frame and bone. This will carry weight when we want to fatten for the market, but breeders and market fowls should be fed differently if it is possible. Late turkeys should be put on the market along in January or February before mating time for the breeding stock. This should

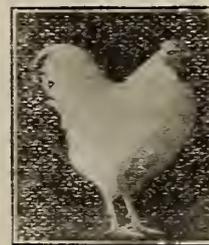
be the earliest and largest you raise, regardless of what you are getting for them.

The best is not too good to breed from, if we expect to get strong, healthy poults. Remember, "like will produce like," except in inbreeding in turkeys. There is another mistake our farmer's wives make to keep a tom out of the same flock from which her hens are selected. I have seen them inbreed in that way from year to year until they were degenerated and were not larger than a good sized Plymouth Rock hen. Of course, everyone who has been reading my articles for twenty-five years know I greatly favor the Mammoth Bronze variety, also know I always advise getting the very best specimens available in getting breeding stock, even if one does have to pay more for them. In one year's time we get our money back in the increase of pounds, if we sell on the market, and if we advertise judiciously we can always sell a good many for breeders, many times establishing a trade that will put you busy sure enough the next season.

I think all amateurs should make for themselves a show record on their own birds. Show them, whether you get a prize or not. Go along with them and watch the judge if it is allowed and when he is through judging, if you have a disqualified bird, ask him kindly to show you the disqualifying points. Also the good

points, as well. It is an object lesson we all can get that we rarely see in the Standard of Perfection. I have taken my copy of the standard numbers of times and have shown my customers how to select their breeders, and selected many pens and flocks for best results and shipped to customers that report next season fine results both in health of offspring, size and beautiful plumage.

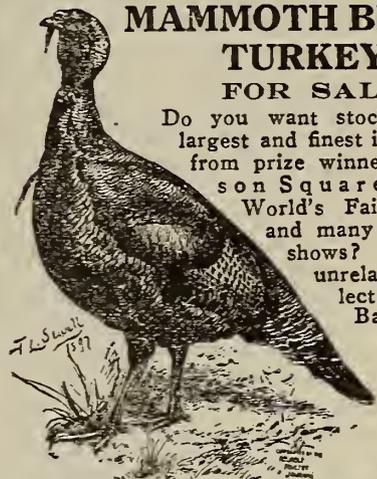
I do not think it best to be too stingy in buying breeders of anything. When a farmer buys his cattle, hogs or horses he has to pay a better price for high grades than scrubs. He sees the results in the offspring and it pays him to have paid a good price for them. It will also pay his wife to get the best turkeys and chickens, with something to be proud of and no more trouble to raise than the scrub.



Champion White Wyandottes

Win in the show room and fill the egg basket. Stock for sale reasonable. Write for prices and Picture Folder. Whitedotte Poultry Yards, Frank Hamrick, Proprietor, Box B144, Shelby, N. C.

MAMMOTH BRONZE TURKEYS FOR SALE



Do you want stock from the largest and finest in the South, from prize winners at Madison Square Garden, World's Fair, Nashville and many other great shows? Two flocks, unrelated, to select from. Also Barred Rocks, stock and eggs. Write at once to MRS. J. C. SHOFNER, Route 1, Mulberry, Tenn.

Buff Orpingtons, S. C. Rhode Island Reds and Barred Rocks

Have shown in seven shows this summer and fall and have made good wins. If you want show birds I can supply you at reasonable prices. Am especially strong in Buffs and Reds. Plenty of utility stock at utility prices. I have pleased others, let me try to please you.

S. M. HARBISON,

410 A Maple Ave., Danville, Kentucky

The "Cyphers Way" from Shell to Showroom

"Our best layers and show birds have been hatched in Cyphers Incubators, reared in Cyphers Brooder and fed on Cyphers Poultry Foods from the egg to the showroom. We know your entire line of Poultry Supplies is far superior to all others."

JOHN S. STEERS,
Breeder of R. I. Reds, Barred Rocks, White Orpingtons, and White Wyandottes. Dru Ridge, Ky.

This S. C. White Leghorn Laid 288 Eggs in 365 Days as a Yearling.

Learn How To Speed Up Your Egg Factories

These 2 FREE BOOKS Tell You How

They show you the remarkable results in egg production secured by use of Cyphers Balanced-Ration Poultry Foods. Also facts about why they hurry up your young pullets and quickly round out early show birds. Begin now to speed up your "egg factories." High egg prices assure big profits. *Cyphers Laying Mash*—a balanced ration of sound grains, blood meal and alfalfa ready mixed for feeding, and *Cyphers Scratching Food* are two essentials at this time of year. These books will post you, too, regarding the many other Poultry Supplies you will need, including Incubators, Hovers, Remedies, Lice Paint and Powder, etc., etc. Write tonight for these two Free Books and our latest lowest prices on Poultry Foods; also name of nearest agent.

CYPHERS INCUBATOR COMPANY, Dept. 13
HOME OFFICE AND FACTORY: BUFFALO, N. Y.
BRANCH STORES (New York, N. Y.; Chicago, Ill.; Dallas, Tex.; and WAREHOUSES (Boston; Kansas City, Mo.; Oakland, Cal.)

Use **Cyphers Co's** **POULTRY FOODS AND SUPPLIES**

Profit Producing

SOUTHWESTERN NOTES AND COMMENTS

By MRS. J. F. VERMILLION, Rusk, Texas.

MR. VERMILLION is just home from the Tri-State Fair at Memphis. He is brim full of praise for everything and everyone connected with the big show, and the glorious winnings he made with our Reds went to his head just a wee bit. There is nothing that will stimulate the interest and renew the enthusiasm like attending a live, wide-awake show. It is always a pleasure to meet other exhibitors, exchange ideas and extend and receive congratulations. The man or woman exhibitor who has time to be interested in the other fellow's success is always popular.

By the time this letter is published our great State Fair at Dallas, Texas, and its poultry show proceedings will be a matter of history, the victories will have been won and the disappointments soothed. Mr. Burton, superintendent of the poultry department, and Mr. Kazmeier, of Texas A. and M. College, are co-operating with officers of the various specialty clubs of the State and have arranged for special days during the fair for the different breeds, and have arranged programs for each day. October 18 will be Barred Rock day and October 19 will be Rhode Island Red and A. P. A. day.

I note the mention made on editorial correspondence page of the September Industrious Hen concerning the organization of a judges' association of the A. P. A. This was a splendid move, and I trust it will meet its great need. The judges of different sections should form a more definite and uniform method of judging. This particularly in placing awards on Rhode Island Reds.

In a Texas poultry publication of September issue, I notice a number of splendid suggestions made by the superintendent of the poultry department of Texas A. and M. College, particularly in reference to our Texas Poultry Breeders Association, which is our A. P. A. branch. It has been practically at a standstill during the past year and certainly needs some live, wide-awake officers, as well as definite working plans and aims. Mr. Kazmeier, with the aid of the various county farm demonstrators sent out by the A. and M. College, is organizing county poultry clubs all over the State. Mr. Kazmeier suggests that these county clubs be permitted to federate with the Texas Poultry Breeders Association. Also that meetings be held twice a year, one of a business nature and the other for educational purposes and that a standing committee be appointed. Texas and the Southwest are in their infancy, comparatively speaking, in the poultry industry, particularly in the commercial line. It is only within recent years, or I might safely say months, that poultry shipments in car-

lots was possible. Texas is so eminently qualified in climatic conditions as well as abundant feed supply to lead all States in poultry culture. In the line of fancy poultry culture we are up with, and indeed I am of the opinion that we are ahead of many of the Northern and Eastern States.

Just received returns from the ballots sent out for election of officers and place of holding the annual meeting of the Texas Poultry Breeders Association. The vote is as follows: President, H. B. Savage, Belton, Tex.; vice-president, D. G. Coffman, Josephine, Tex.; secretary-treasurer, R. A. Davis, Farmersville, Tex. This is a live, wide-awake bunch and we will be sure to hear from them. Dallas fair in October is place of holding the annual meeting.

November brings a number of important shows in the Southwest. Waco Cotton Palace show, with S. N.

Mayfield, secretary, and Mr. Knebel, judge, is November 4 to 19. Waco always has a good show with good cash specials. Beaumont show, with C. W. Emmer, secretary, is November 10-18. Judge C. P. Van Winkle, of Dallas, will place the awards, which is saying that the right bird will be placed, for Mr. Van Winkle is most conscientious in his judging. There is enough money up in specials to more than pay the exhibitor coming from a long distance if he has the quality birds to win. Houston show follows immediately on the trail of Beaumont, opening November 20 and lasting until the 25th. F. W. Allen is secretary and Walter Burton, of Arlington, Tex., will wear the long duster. Mr. Burton has recently obtained his A. P. A. license to judge all breeds. His work in the show room for the past several years has been more than satisfactory and we are certain that every exhibitor at Houston will get a square deal and that is all anyone can ask for. We have not yet received a Houston show catalogue, but they always offer cash specials and silver cups galore.

WHITE WYANDOTTES

Winners at Kentucky State Fair, 1916. Line bred for generations. From Chicago, Boston and Indianapolis winners. Let me quote you on either show or breeding birds, old or young. Splendid opportunity to get high class birds at reasonable prices. Address, **MRS. SABE GARY, Mayfield, Ky.**

S. C. White and Brown Leghorns, S. C. Rhode Island Reds and Black Minorcas

I am offering some great bargains in both old and young stock in the above varieties. Get my prices before placing orders elsewhere for show or breeding birds. Address

J. R. SKAGGS,

Magnolia, Kentucky



EGG-O-HATCH

How and Why it Better the Hatch And Brings Stronger Chicks

Egg-O-Hatch is a dry powder. Mixed with water it makes a solution rich in loosely available oxygen and with a strong affinity for carbon dioxide. That is, when applied to eggs during incubation, it soaks into the shell and supplies oxygen for the growing chick; absorbs the carbonic acid gas given off; further, by its action on the animal matter of the shell, it renders the shell more porous and brittle.

Up to the hatching point, a chick breathes through innumerable blood vessels located in the inner membrane just within the shell. Close the pores of the shell and the chick quickly dies. Partially close them and the chick is weakened just the same as if partially strangled. If, at the same time, the shell is drying out and becoming harder, tougher and non-porous, a point is reached where the chick is too weak to break out of the tough shell.

The margin between strength of chick and strength of shell is small at the best and good hatches can result only when this margin is kept as large as possible

Egg-O-Hatch is easily and quickly applied to eggs by spraying or dipping. It is used only three times during the 21 days. Our later experimental hatches have invariably shown from 10 to 40 per cent better hatches where Egg-O-Hatch was used, and all were better, stronger chicks. Fifty test hatches showed an average of 96 per cent for eggs treated with Egg-O-Hatch, and 81 per cent for eggs not treated, **RIGHT IN THE SAME MACHINE.** Egg-O-Hatch is easily proven. Use it on half the eggs in an incubator.

ONE SIZE ONLY, 50 cents postpaid, or at dealers. Sufficient for 600 to 700 eggs. Sample 10 cents. Enough for 50 to 100 eggs. Our No. 19 Atomizer, all glass and rubber, is handiest and best way to apply Egg-O-Hatch. **PRICE 75 CENTS.**

To rid chickens and their roosting places of lice and mites, paint or spray **Lee's Lice Killer** on the roosts. Kills lice on bodies of poultry roosting over it; also insects causing "scaly leg." No handling, dusting, dipping or greasing. \$1.25 gallon, express prepaid; \$1 at dealers.

Germozone, given in drinking water, purifies the water and vessels, prevents spread of disease, counteracts musty or spoiled food, prevents and relieves bowel troubles. Is effective remedy for roup, colds, swelled head, canker and skin disease. Liquid form, 12 oz., 50c; tablet form, 50c postpaid.

Egg-o-latum, for preserving eggs, 50-dozen size, 50 cents postpaid. **Lee's Egg Maker**, five sizes, 25c, 50c, \$1.25, \$2.50 and \$8. **Lee's Louse Powder**, two sizes, 25c, 50c—1¼ and 3-lb. sizes. **Mandy Lee Incubators**, 60 to 300-egg. Brooders, 5 kinds. Send for catalog, poultry books and delivery terms.

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Show Dates.

- Nov. 2-11—Macon, Ga.; B. E. Adams, manager.
- Nov. 8-10—Beaumont, Tex.; C. W. Emmer, secretary.
- Nov. 8-10—Marion, S. C.; C. L. Schofield, superintendent.
- Nov. 13-18—Augusta, Ga.; H. W. Cameron, secretary.
- Nov. 24-27—Honey Grove, Tex.; Mrs. J. M. Marr, secretary.
- Nov. 24-30—St. Louis, Mo.; James J. Long, secretary.
- Nov. 27-Dec. 2—Akron, Ohio; M. Renner, secretary.
- Nov. 28-Dec. 1—Kansas City, Kans.; Wm. Hunter, 2648 N. Twenty-second street, secretary.
- Nov. 28-Dec. 3—Quincy, Ill.; A. D. Smith, secretary.
- Nov. 29-Dec. 3—Berrien Springs, Mich.; L. E. Kephart, secretary.
- Nov. 29-Dec. 2—Lockhart, Tex.; J. W. Tardy, secretary.
- Dec. 4-9—Indianapolis, Ind.; G. C. Ott, secretary.
- Dec. 4-8—Iowa City, Iowa; Jake L. Yager, secretary.
- Dec. 4-9—Lanark, Ill.; Mrs. J. A. Shaver, secretary.
- Dec. 4-9—Wheatland, Ind.; Walter F. Scott, secretary.
- Dec. 4-11—LaCrosse, Wis.; J. E. Kirchers, secretary.
- Dec. 5-8—Johnsonburg, Pa.; H. I. Roussey, secretary.
- Dec. 5-9—Amarillo, Tex.; W. W. McDonald, secretary.
- Dec. 5-9—El Paso, Tex.; J. L. Wilson, secretary.
- Dec. 5-9—New York (Palace); L. D. Howell, 168 Montague street, Brooklyn, N. Y., secretary.
- Dec. 5-9—St. Joseph, Mo.; Fred Crosby, Mountain Grove, Mo., secretary.
- Dec. 6-9—Charlotte, N. C.; H. C. Hulls, Route 10, Paw Creek, N. C., secretary.
- Dec. 6-9—Etowah, Ala.; J. W. Bellinger, secretary.
- Dec. 6-12—Rockville, Ind.; J. E. Smiley, secretary.
- Dec. 7-8—Bridgeport, Ill.; T. G. Hill, secretary.
- Dec. 7-12—Battle Creek, Mich.; John Conroy, 308 Ward building, secretary.
- Dec. 10-17—Portales, N. M.; Jno. L. Reid, secretary.
- Dec. 11-16—Corry, Pa.; L. M. Durham, secretary.
- Dec. 11-16—Defiance, Ohio; George E. Miller, secretary.
- Dec. 11-16—Marion, Ind.; O. D. Weisner, 1210 South Boots street, secretary.
- Dec. 12-16—Streator, Ill.; E. J. Schroeder, secretary.
- Dec. 12-16—Sun Prairie, Wis.; Leo L. Dott, secretary.
- Dec. 12-16—Broken Arrow, Okla.; J. I. Lewis, secretary.
- Dec. 13-16—Alexandria, La.; W. H. McCrackin, secretary.
- Dec. 13-18—Chicago, Ill. (Coliseum); Theo. Hewes, Indianapolis, Ind.
- Dec. 13-18—LaPorte, Ind.; J. Osborn Brink, secretary.
- Dec. 14-16—Blue Mound, Ill.; George Ritchie, secretary; Klein, judge.
- Dec. 14-20—Beloit, Wis.; Guy S. Lee, secretary.
- Dec. 18-22—Lake Preston, S. D.; C. W. Lance, secretary.
- Dec. 18-23—Jenera, Ohio; A. E. Welch, secretary.
- Dec. 19-22—Mitchell, Ind.; Henry Godfrey, secretary.
- Dec. 21-26—Forest Park, Ill.; R. C. Jamison, 1019 N-5, Maywood, Ill., secretary.
- Dec. 3-week—Mukwonago, Wis.; R. J. Porter, secretary.
- Dec. 19-22—Nashville, Ill.; W. R. Wright, secretary.
- Dec. 26-29—Batavia, Ill.
- Dec. 27-30—Sinking Springs, Pa.; Adam Stitzel, secretary.
- Dec. 28-Jan. 3—Springfield, Ill.; A. D. Smith, secretary; Hale, Russel, Johnston, judges.
- Dec. 29-Jan. 2—El Campa, Tex.; Dr. J. E. Kent, secretary.

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Dec. 29-Jan. 3—New York (Madison); C. D. Cleveland, Eatontown, N. J., secretary.

Jan. 1-5—Hutchinson, Kans.

Jan. 1-6—Frankfort, Ind.; Henry Wolf, secretary.

Jan. 1-6—Kenton, Ohio; John P. Siemam, secretary.

Jan. 1-7—Marshalltown, Iowa; C. C. Lounsbury, 405 East State street, secretary.

Jan. 2-5—Union City, Pa.; E. C. Mosher, secretary.

Jan. 2-7—Rensselaer, Ind.; J. H. Webber, secretary.

Jan. 3-6—Chicago Heights, Ill.; A. E. Page, secretary.

Jan. 4-7—Fond Du Lac, Wis.; E. A. Sommerfeld, secretary.

Jan. 4-9—Dubuque, Iowa; Walter G. Hurd, 2222 Grandview avenue, secretary.

Jan. 8-12—Mason City, Iowa; B. A. Wisner, secretary.

Jan. 8-13—Brazil, Ind.; B. H. McCracken, secretary.

Jan. 8-13—Greenville, Ohio; T. A. Mendenhall, secretary.

Jan. 8-13—Johnstown, Pa.; R. Earl Penrod, 104 Union street, secretary.

Jan. 8-13—Kansas City, Mo.; E. L. Noyes, Manhattan building, secretary.

Jan. 8-13—Lafayette, Ind.; L. J. Munger, secretary.

Jan. 8-13—Morristown, Ind.; Frank Thayer, secretary.

Jan. 8-14—Evansville, Ind.; Claire Worthington, secretary.

Jan. 9-13—Boston, Mass.; W. B. Atherton, 36 Broomfield, secretary.

Jan. 9-13—Norfolk, Va.; L. C. Page, 123 Bank street, secretary.

Jan. 9-13—Wauseon, Ohio; Harry Merrill, secretary.

Jan. 10-16—Chicago, Ill.; D. E. Hale, 930 Monon building, secretary.

Jan. 15-20—Pittsburgh, Pa.; E. F. Baldwin, 58 Grace avenue, Crafton station, secretary.

Jan. 16-19—Grand Rapids, Mich.; John Bowstrom, secretary.

Jan. 16-20—Greenfield, Ind.; O. W. Garriott, secretary.

Jan. 22-26—Muscatine, Iowa; J. C. Collins, 917 Mulberry avenue, secretary.

Statement of Ownership, Management, Circulation, etc., Required by the Act of Congress of August 24, 1912, of the Industrious Hen, for October, 1916.

State of Kentucky,
County of Jefferson.

Before me, a Notary Public, in and for the State and County aforesaid, personally appeared J. Gaylord Blair, who having been duly sworn according to law, deposes and says that he is the Secretary Treasurer of the Blair-Young Publishing Company, Industrious Hen, etc.

Publisher—Blair-Young Publishing Co., Louisville, Ky.; Editor—J. Gaylord Blair, Louisville, Ky.; Managing Editor—J. Gaylord Blair, Louisville, Ky.; Business Manager—Collins Young, Louisville, Ky.

That the owners are: J. Gaylord Blair, Louisville, Ky.; Collins Young, Louisville, Ky.; Jno. G. Blair, Carlisle, Ky.; J. W. Crudington, Knoxville, Tenn.; Jno. Guigliano, Louisville, Ky.

That the known bondholders, mortgagees and other security holders owning or holding one per cent or more of total amount of bonds, mortgages, or other securities are: None.

Sworn to and subscribed before me this 29th day of September, 1916.

THOS. J. KNIGHT.

My commission expires March 8, 1920.

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Dept. A

Louisville, Ky.



This department is conducted by the Editor, 901-902 Great Southern Building, Louisville, Ky. If your birds are sick, write him. He will tell you through this department where your trouble lies. If you want a personal reply, send stamped envelope.

Colds and Roup.

Editor Industrious Hen,
Louisville, Ky.

Dear Sir: Please give me a little advice and help on solving a poultry problem. I have a four-months-old cockerel. Some time ago I shut him up in a coop and he caught cold. I have been giving him roup cure, but it seems to do him no good. His comb is turning dark. I have moved him to better quarters. Can you tell me what to do for him. I wanted to put him in the fair here the latter part of this month. He is very active and eats all the time. His nose runs and he coughs occasionally. I have a few pullets the same way. All have been treated as before stated. I have two or three pullets that seem to stand around and sleep every once in a while. While walking around they invariably keep one eye closed most of the time. There is no outward signs of disease. Their eyes seem all right, not inflamed at all. I am enclosing a stamped envelope for reply, and anything you can do for me will be greatly appreciated by, Yours truly,
Pensacola, Fla. G. S. H.

Answer.—About the best treatment for colds and roup is to give the sick bird a dose of castor oil and a one-grain pill of quinine three times a day. But of course if the roup is in its advanced stages, the axe is the best remedy. No doubt your houses are not properly ventilated and this is where the colds and roup start. Have plenty of ventilation and no drafts and you will prevent this trouble. There are a number of good reliable roup and cold remedies on the market and you will find them advertised in the columns of the Industrious Hen. Any of these will give you good results if used according to directions.

Intestinal Disease.

Editor Industrious Hen,
Louisville, Ky.

Dear Sir: Have a Rhode Island Red cockerel six months old which has been in good health until a short while ago. He was suddenly taken with a disease that I cannot understand. He walks like a duck with his vent close to the ground. Some days he is so weak in the legs that he can hardly stand or walk. Recently another bird seemed weak in the legs and is now affected in the same way as the first. What is the trouble and what can be done to cure them.
S. M.
Columbus, Ga.

Answer.—If the trouble came on suddenly, the bird may have been injured internally. Either from some sharp substance, like a wire nail, taken into the crop or from a blow on the back or other injury of similar nature. If not due to such causes, the trouble is probably due to infectious intestinal disease. You do not say whether or not the bird has diarrhoea. If any more become affected without showing any signs of external injury, give them a half teaspoonful dose of Epsom salts to clean out the bowels and for a few days following feed soft food mixed with scalded milk. Think best to kill bird afflicted, unless

they show signs of getting stronger in the legs and standing in a natural position. If you have any more cases, would be pleased to have a full report.

Douglas Mixture.

Editor Industrious Hen,
Louisville, Ky.

My Dear Sir: Please give formula for Douglas mixture and state how same should be used.
L. C. W.
Charleston, S. C.

Answer.—The formula for Douglas mixture is as follows:

Sulphate of iron (copperas).....8 oz.
Dilute sulphuric acid.....½ fluid oz.
Soft water ½ gal.

Mix in an open vessel. Dissolve the copperas in part of the water; add the acid to the balance of the water, then mix the two solutions thoroughly. Keep in stone jug or glass jar. One tablespoonful of this mixture may be used in each gallon of water, allowing no other drink. While it is used as a tonic for such fowls and has proved useful in some diarrhoeas, it or no other medicine should be given to birds in healthy condition.

Tuberculosis.

Editor Industrious Hen,
Louisville, Ky.

Dear Sir: I am a constant reader of the Industrious Hen and I would like very much if you could tell me what was the matter with a cockerel that I killed. Early in the fall he had a slight attack of roup, but had completely recovered from it. He was very vigorous and healthy, ate and drank well and

in fact there did not seem to be anything wrong with him, so we decided to kill some for market and this one was one of them. Whenever we had drawn the entrails we found that the bird's liver had turned white, one lung had contracted to one-half its original size and both were covered with seedy warts, and in the flesh all around the lungs was the same as the lungs, but did not come through to the outside. As I have never seen or heard of anything like it before, I would like very much if you would let me know what it was as near as you can from the above description. Thanking you in advance, I remain,
Yours truly,
Turtle Creek, Pa. W. C. S.

Answer.—From your description would say your bird was in the first stages of tuberculosis, and it would have only been a short time until the disease had advanced sufficiently to reach the stage known as "going light." Birds affected in this manner should be killed without delay and the carcass burned. They should never be used as breeders and it does not pay to bother with them and endanger the rest of your flock. The pale color of the liver evidently due to the general bad condition of the bird.

SPECIAL PRICES ON SILVER CAMPINES

For \$25 I will sell you a fine breeding pen composed entirely of my Kentucky State Fair winners—1st cock-1st, 2nd, 3rd and 5th hens. Also have a few extra fine pullets and cockerels from \$1 up.
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Can of 100 large tablets by mail, \$0.50	YOUR MONEY
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Now is the time you want to produce eggs. Winter eggs are always in great demand and bring the highest prices. If you feed PRODUCER FEEDS you will be bound to get results. Plenty of eggs and more profits. Send for samples of PRODUCER SCRATCH AND MASH FEEDS.

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Winners at Madison Square Garden, N. Y., Chicago Coliseum, Milwaukee, Greater Chicago, Indianapolis, this and former seasons. Our Fall Sale List tells about wonderful bargains in Reds and we have superb stock both young and old to sell in the other varieties—the kind that will help you win or breed winners. Birds with color, type, size and vigor. Write us today—it will pay you.

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HAWTHORNE POULTRY YARDS,

INDIANAPOLIS,

INDIANA

Gulf Coast DEPARTMENT

By F. H. REILS, Tampa, Fla.

The Passing of Sam J. Hopper.

DEATH has sent another summons and again the fraternity mourns. Like a clap of thunder out of a clear sky came the announcement of the death of Sam J. Hopper, after a brief illness following an operation. The suddenness of his taking off in the very prime of his manhood came as a shock to his friends throughout the country, many of whom have known him personally and others who have followed him through his work in behalf of the industry he represented.

Those of us who have followed his career of late years know the bitterness with which his labors were surrounded, his uphill fight against great odds and his disposition rather to forgive and forget than to cherish animosity. That he was an earnest worker in the cause for which he labored no one will deny, and now that the dread summons has come, I trust that there are none so selfish, so unforgiving as to deny him the measure of praise that should be his by virtue of his work in behalf of the upbuilding of the industry in this section of the country.

To the loved ones who survive him and who are called upon to mourn his untimely end, there comes the solace that is given in these lines of Lytton:

There is no death! The stars go down
To rise upon some fairer shore;
And bright in Heaven's jeweled crown
They shine forever more.

There is no death! The dust we tread
Shall change beneath the summer
showers
To golden grain or mellowed fruit,
Or rainbow-tinted flowers.

There is no death! The leaves may fall
And flowers may fade and pass away;
They only wait, through wintry hours,
The coming of the May.

And ever near us, though unseen,
The dear immortal spirits tread;
For all the boundless universe
Is life—there are no dead.

To those of us who are left and who have shared his labors through the years in which we have worked untiringly for better things, comes the recollection and the consolation that our friendship was of a kind that knew no interruption. Whatever his faults, and no human is without them, they were overbalanced many times in those traits of character which endeared Sam Hopper to all those who knew him intimately. Good-bye, Sam, until we meet again.

There is a word of grief, the sounding token;

There is a word bejeweled with bright tears,
The saddest word fond lips have ever spoken;
A little word that breaks the chain of years;

Its utterance must ever bring emotion,
The memories it crystals cannot die,
'Tis known in every land, on every ocean—
'Tis called "Good-bye."

Siftings.

The show season throughout the country is once again in full swing. To many this is glorious news. It stirs the blood and brings to mind conquests of the past and hopes for the future. It revives the recollections of friendships made, as well as the hope of new ones to follow.

This is as it should be. The rivalry engendered in the show room should always be a character to uplift and never to undermine. Next to a good loser I like a good winner. Give me the man who takes his winning gracefully and without egotistic estimate of his ability to beat his rival. After all, it is much a chance of fate, and the winner of today may furnish the loser of tomorrow.

Make the show room the meeting place of friends. Be charitable to the inexperienced breeder who left better birds at home. Remember, we were all beginners once. And last but not least, don't countenance deception of any kind. The man who fakes is not

far removed from the man who steals. The same ideals that govern any other line of business should be our ideals here. Upon such a foundation rests the future of the industry, yours and mine.

Where We Are Weak.

What the South is doing in her poultry work should be cause of congratulation for most of us, when we remember that we have not the encouragement given us that other sections receive through their experimentation stations. The work of the Southern stations is limited owing to the scarcity of funds available for experimental work along poultry lines, and the poultryman in the South is therefore compelled to do his own ex-

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"LADY ALFARATA"
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I have some extra nice cockerels to sell at \$2, \$3 and \$4 each in each variety and guarantee them to please you. I won at the Bowling Green Show 1st pen, 1st and 2d cockerel, 1st and 2d pullet and 1st and 3d hen in Browns. 1st and 2d cockerel, 1st pullet and 2d pen on Whites. Write me your wants.
POMONA POULTRY FARM, Emmett McGinnis, Prop., Bowling Green, Ky.

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A few at \$5.00 to \$10.00 per pair. Won 1st cock and hen, 2nd cock, 2nd, 3rd and 4th hen in a class of 86 Cornish at 1916 Kentucky State Fair.

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perimenting, and this he has done with marked success, we must admit.

Compared with such stations as Storrs, Amherst, Cornell, etc., the information coming from Southern stations is of a character that is without any real benefit to the breeders of the South. Much of the information given out would hardly be news to a novice in the business, while some of it is absolutely absurd. It would be better by far to discontinue the work until such a time when an adequate appropriation could be made that would place our colleges on a par with those of other more favored sections. This half-hearted measure is worthless in real lasting results. In many ways it is disheartening. Possibly when the scope and character of the poultry industry becomes better recognized by our legislators, the Southern States will deal more liberally with us in their appropriations for actual research work in an earnest effort to upbuild and foster the industry here. Let us hope for better things, but let us show by actual results that we deserve better than we are getting. In this alone, can we expect to achieve the results that we are after.

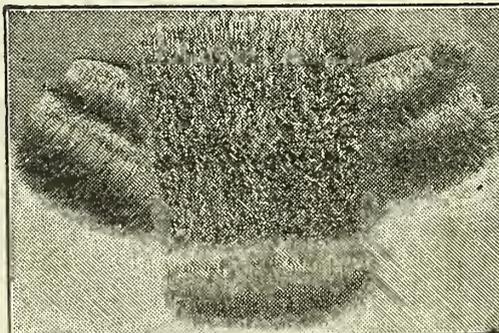
No Secret to Make Your Hens Lay.

There are many people who complain about their hens not laying during the fall and winter months. And almost without exception they blame the hens

and not themselves for these conditions. These good people firmly believe that if they provide a nice house and plenty of wheat and corn for their hens they have done all that is necessary to make them lay.

They forget that a hen must not only sustain her own body, but to manufacture eggs must take in a variety of feed containing certain food values, such as protein, fat, lime and carbohydrates of which the eggs are composed. A factory cannot turn out goods unless the raw material for them is on hand.

Oats for instance contain in many respects the ingredients for the formation of eggs, however, oats fed in a raw condition are neither liked well by the



hens nor easily digested on account of the tough hulls surrounding it.

To overcome this, oats should be fed in a sprouted condition. The accompanying illustration shows a bunch of oats converted from 24 quarts of raw oats, weighing 20 pounds, into a pile of the nicest green feed, weighing 70 pounds.

To obtain this nice, tender, green egg-making feed required only a little over a week's time in a Successful Oat

Sprouter. Where could you obtain a cheaper feed? You multiply your feed more than threefold, you improve the quality and value of the feed and that with nothing but a little water and heat.

You owe it to yourself, to your hens and to the poultry business in general to give your hens a chance. The Successful Sprouter, some oats, a little water, one to two cents worth of kerosene per day and 15 minutes a day attending the sprouter will turn the trick for you. See their ad. in this issue.

Barrow's S. C. White Leghorns.

Recently while in Lexington, I called on Dr. Barrow and looked over some of his high class Single Comb White Leghorns. Dr. Barrow has been showing and winning for several years in some of the best shows in the country. He has kept only exhibition Leghorns and has never sold any of his stock or eggs for hatching. In his yards I saw some splendid, well-grown, vigorous young birds. His last year breeders were in good condition and coming out of their moult nicely. Among some of the birds I saw were the cocks that won first at Palace, New York, second at Boston, second at Pittsburgh, championship at Great Barrington, Mass., first 1916 pullet at Allentown, third cockerel, Allentown, second Memphis pullet, second hen at Madison Square Garden, besides some fifty other winning birds. During 1915, Dr. Barrow's birds won:

At the Tri-State Fair, Memphis, first and fifth pens; third hen; fifth cock; second cockerel; special for best pen of Whites and best pen of Leghorns; champion Leghorn cockerel and champion cockerel of the show, all varieties. At Chattanooga, they won first, second and fifth hen; first cockerel; fourth and fifth pullet; second cock; second and fourth pens; special best Leghorn hen; best Leghorn cockerel. At the Kentucky State Fair, first cock; first hen; first pullet; special champion pullet of show. Ohio Falls Fanciers Show, Louisville, first, second and fourth pullets; fourth cockerel; third and fifth pens; special best pullet; best White Leghorn hen. Kentucky State Show, first cockerel; first pullet; second hen; first, second and third cocks. No pens shown.

Having so many splendid exhibition birds, he has decided to sell some young and old stock. If you want some high class birds in this variety at reasonable prices, be sure to write him at once. All his birds will be sold on approval. I have handled his birds and can recommend him and his birds to any of our readers.

2 IN 1

A \$10.00 COCKEREL FROM

Webb's Prize Winning and Egg Producing Barred Plymouth Rocks, light and dark. If not ready for the shows, or want a superb breeder, better write me your wants. I have demonstrated ability.

J. WHITNEY WEBB,

El Paso, Texas

S. C. Rhode Island Reds and Indian Runner Ducks—Exhibition and utility qualities. Both Reds and Ducks were under the ribbons at the Kentucky State Fair. Eggs in season. Address:

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Buechel, Kentucky. R. F. D. No 11.

HIGH CLASS WHITE PLYMOUTH ROCKS AND S. C. WHITE LEGHORNS

The best breeds. Bred for business.

CHARLES HOLDER, Bridgeport, Ala

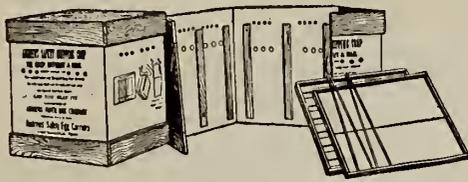
"GLORY ANNA" S. C. WHITE LEGHORNS



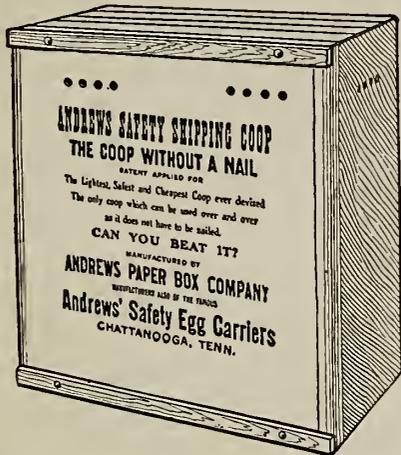
Our birds have won highest honors at Indianapolis, Memphis, Nashville, Louisville, Lexington, etc., in the strongest competition. If you are in the market for either stock or eggs, let us quote prices.

GLORY ANNA POULTRY YARDS
Geo. E. Schulz, Prop., LOUISVILLE, KY.

There Isn't a Poultryman in America That Can't Improve His Business With My Apparatus



Koop de Luxe		PRICE
DIMENSIONS		
PET SIZE	22 3/8" x 13 1/8" x 30"	\$5.00 per 1/2 Doz.
Single Size	22 3/8" x 13 1/8" x 30"	6.00 per 1/2 Doz.
Double Size	22 3/8" x 19 1/8" x 30"	8.00 per 1/2 Doz.
Pen size	22 3/8" x 23 1/8" x 30"	9.00 per 1/2 Doz.



SIZES	DIMENSIONS	PRICES
Pet (Pigeons, Bantams, etc.)	22 3/8" x 13 1/8" x 12"	\$2.50 per 1/2 Doz.
Single (1 to 3 birds)	22 3/8" x 13 1/8" x 24"	3.00 per 1/2 Doz.
Double (2 to 4 birds)	22 3/8" x 19 1/8" x 24"	4.00 per 1/2 Doz.
Pen (5 to 8 birds)	22 3/8" x 23 1/8" x 24"	4.50 per 1/2 Doz.

Take koops, for instance. A heavy, wooden crate costs a bunch of time and money to build. It is heavy and express charges are big. It can be used but once or twice. Then all your time, labor and money are thrown away.

While with Efficiency Koops and Koop de Luxe you can be ready to ship instantly. They come knocked down. Can be put together without nails. They're light—save money in express charges. They can be used over and over again and are just as good as new.

Efficiency Koops cost less than wooden crates. If you didn't use them but once, they'd pay big.

My **Medicine Cabinet** contains every remedy needed to keep poultry in perfect condition. There's **Obaco**, the "Miracle Medicine," that cures Roup, Gapes, Canker, Sorehead and White Diarrhea by inoculation. **Deathmite**, the wonderful cure for lice and mites; and other sure remedies that every poultryman needs.

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Vermillion's Single Comb Rhode Island Reds

Are better than ever! Nearly every mail brings us letters from customers telling of the wonderfully beautiful REDS hatched and raised from our eggs from 1916 matings. We have an unequalled show record in Texas and we raise every single one of our winners. Stock and eggs reasonable. Write for prices on show birds.

MRS. J. F. VERMILLION

RUSK,

TEXAS

QUALITY WILL TELL

"Oaklawn Strain" White Plymouth Rocks

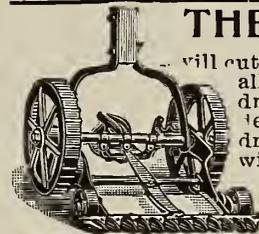
At the five shows where I exhibited this season I won 21 Firsts, 19 Seconds, 13 Thirds, 2 Fourth and 1 Fifth—a total of 56 prizes out of 66 entries. As the above facts prove, "OAKLAWN STRAIN" WHITE PLYMOUTH ROCKS hold their own wherever shown, as also in the egg-laying contests. My pen of pullets won two cups in the Missouri Egg-Laying Contest for 1914-1915. Stock for sale in singles, pairs, trios and pens, properly mated to produce the best there is in White Plymouth Rocks. Eggs for hatching from exhibition matings. Guarantee on stock "Satisfaction" or money refunded. On eggs "A Good Hatch"—you to be the judge. For illustrated mating and price list, address

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AIREDALE TERRIER PUPS
of the highest breeding and individual quality. Both sex for sale. Are very intelligent, dead game, great hunters, pals, stock and guard dogs. **Cozy Nook Kennels, Lebanon, Tenn.**



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Chicks and Eggs. Catalog explains all. Send postal.

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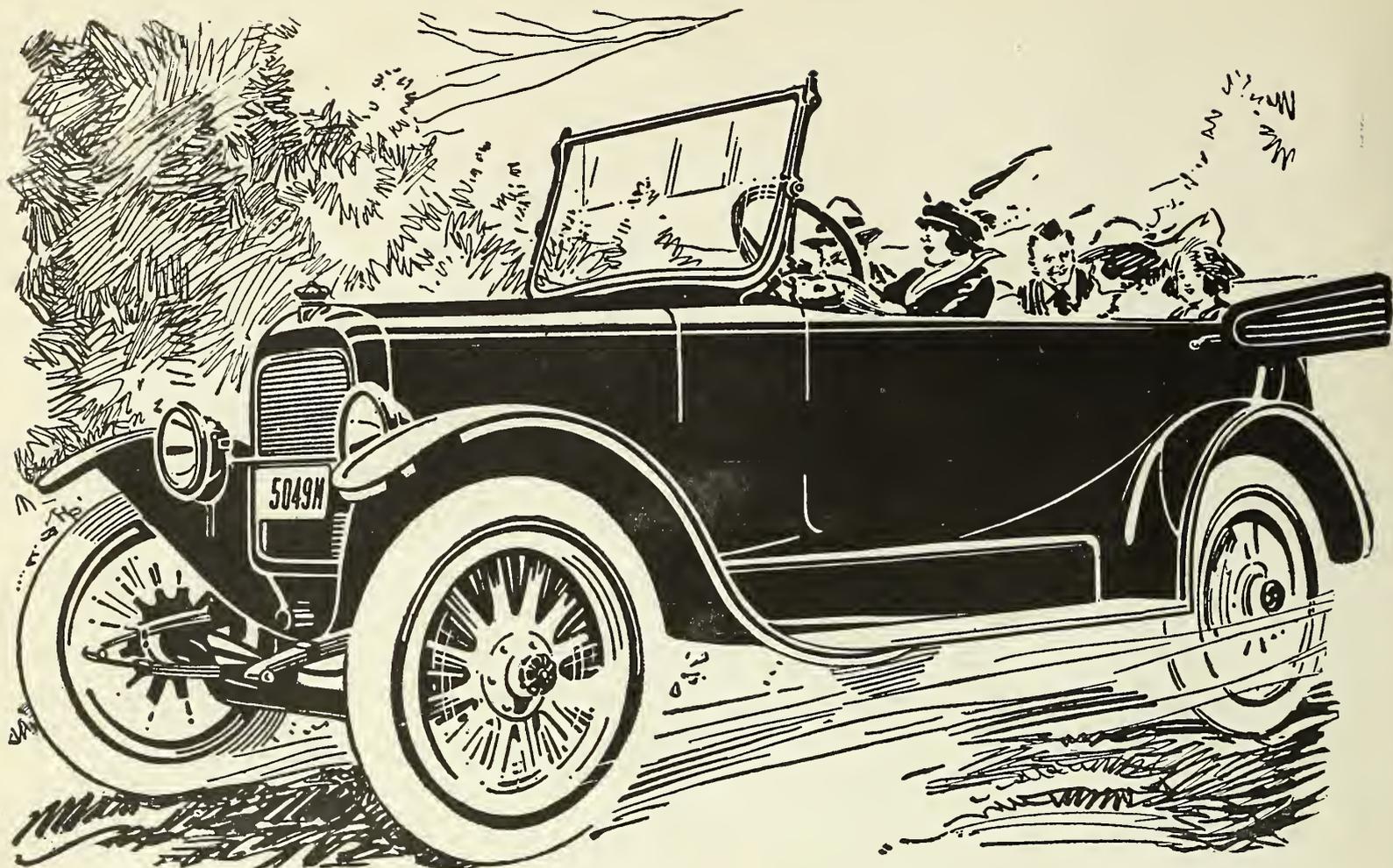
It's easy enough to get winter eggs when you know how to properly feed and care for your hens. Our Free Book, "Dollars and Sense in the Poultry Business," shows you how to get this valuable information, and how to obtain a complete poultry education, covering every phase of the business. Write today for a free copy.

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