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“The Kellerstrass Way”

OF RAISING POULTRY



BY

ERNEST KELLERSTRASS

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OF
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ERNEST KELLERSTRASS

Price \$1.00

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ERNEST KELLERSTRASS
KANSAS CITY, MO.

INTRODUCTION.



IT HAS been my constant aim in writing this book to use common sense, and to give the public as much good practical information as I possibly could, and remember, that this book was written by a man who is out working with his chickens every day. It was not written by a man sitting at a desk in the office with a pencil, dreaming of what could be done, and if you ever visit my farm, I hope I will have the pleasure of showing you what we actually do. I have read a good many of the so-called "theory" poultry books, but how many of them were written by men who have actually got a poultry farm, or have ever raised a chicken? No doubt in the way of theory they can give me and you some advice. If you were sick or had appendicitis, would you take the advice of a doctor who had had years of practical experience, or would you take the advice of a doctor who had only read books?

I have been several years writing this small book, and the reason it took me so long was because I would not write anything until I had tried it out satisfactorily, and the best advice I can give anyone who is about to embark in the poultry business is, start small, and learn it as you grow; then you are sure of success, and no matter what breed of chickens you start with, first find out the kind that you like best; then go to that breeder's farm and buy the best birds that your money will buy. A good foundation is the main thing in any line of business.

Now I have not had any experience in writing books, and for that reason I will have to apologize to you for the language in this book, but I have simply written it in a common sense way. While I bred my first chickens in 1874, and have had considerable experience, my experience has always been that the closer we stay to nature the better we succeed, but we cannot succeed unless we start with a good foundation. This, my present farm, was started less than eight years ago. When I came out here there wasn't a building on this place; in fact, the office building was the first building that I put up; that was our home as we built this farm.

I want you to look through this book carefully and see the progress that I have made. Start in with picture No. 1, which was the first hen house I ever built, and follow it along very carefully, and you will see how I made my success. Of course, always bear one thing in mind, that

every dollar that I made out of the chicken business I put right back into buildings and appliances, and spent it to improve my flock of chickens and my farm. "My way" of raising chickens may be different from all other breeders in the world, but my records show that I have been successful. There may be lots of others who can write how it should be done, but all I can say is, where is their farm, and where are the chickens? and show me their cash book, and see how much money they have actually made out of the chicken business; so, all I can say, if you will visit my farm I will show you chickens, and show you that we raise them just like I describe it on the following pages.

Yours truly,

Ernest Hellerstein.



PEN CHICKENS

To the New Beginner.



REMEMBER, I have been a good many years writing this book, and it is all by actual experience—no hot air dreams, but actual experience.

During the summer of 1909, I made a two weeks' trip that cost me \$150.00, but I received more than my money's worth in experience. About two months prior to that trip, a professor of a university came to me and wanted to buy some of my Crystal White Orpington eggs, stating that he had heard so much about my famous breed of Crystal White Orpingtons, and after investigating the matter he believed they were the best all-purpose fowl in existence today for egg and meat production, as well as fancy. I thanked him very kindly for the compliment, but told him I was sorry that I did not have an egg for sale; that every egg that would be laid by my hens during that season was already sold and contracted for at 75 cents and \$2.00 apiece; and you must remember, dear reader, that I had about twelve hundred laying hens on the farm at that time. But I finally told him that I knew of a breeder of whom he might secure some eggs, and I gave him the breeder's address. He sent and purchased some eggs and placed them in an incubator. In a little over three weeks he called me up over the long distance 'phone and told me that he had hatched out about one hundred and eighty of the nicest chicks he had ever seen, and you can rest assured that I was very much pleased, because I had recommended him to this so-called breeder. But in another week he called me up over the 'phone and told me that he had lost over one hundred of his chicks. I asked him if they showed any signs of bowel trouble, and also about various other symptoms, but he explained to me that there were no signs of the various diseases; that they just laid down and died. I told him I would call and see him the next day, which I did. I looked his chickens over and they were the weakest, most consumptive-looking things I ever saw in my life. I asked him what he had been feeding, and what care he had given them, and various other questions, which all seemed to be in regular order. I left him saying that I did not know what was the matter with his chicks, but that I would try and find out.

When going home on the car my own mind told me that these chicks lacked vitality. While there was enough fertility to produce a germ in the egg strong enough to hatch, there was not enough vitality—no doubt caused by the parent stock.

That thing brooded in my mind until I finally said, "I am going to satisfy myself." So I took the train and went to visit the breeder from whom he had purchased the eggs. Rather fortunate for me, he was not at home, and I did not make myself known to the gentleman who was so

kind as to show me through the plant. But of all the filthy, run-down places that I ever saw, this was it. About eight or ten different varieties of chickens and about two dozen ducks running around—tin cans and filth, such as I had never seen before in my life. But I finally found the birds that my friend had gotten his eggs from, and there I found one male bird to thirty-seven females. Now, dear reader, how could there be any vitality under those conditions? You can rest assured that I have never recommended anyone from that day to this, unless I knew more about the breeder's place or had visited it myself.

So let me say to the new beginner—be sure you know what stock your eggs come from.

Another instance came to my attention this spring. I visited a merchant one day while in the city, who told me that he had bought an incubator and that he was going to fill it with some *common farm eggs* for an experiment, to which I made no reply. But in a few weeks I happened into this same place again when in the city, which was nothing unusual, as I traded there, and he told me of his success with his incubator. He asked me to go down into his cellar and examine his lay-out, as he called it. I consented, and out of one hundred and forty-four eggs there were three measly little chicks. Well! of course, being well acquainted with my friend, I could not help but laugh until I thought I would split my sides, and in a joking way asked him if he was going to enter them in the show next winter. In the meantime we examined the remaining eggs and we found two-thirds of them perfectly clear—infertile—and the remaining eggs had chicks in them partially developed, but had died in the shell between the twelfth and sixteenth days on account of weak germs—lacking vitality. So we came upstairs in the store, he setting up the cigars, and we sat down and commenced to talk "chicken talk," as I called it. Finally, I told him to get into my buggy and we would drive out to the farm and visit the lady from whom he had purchased his eggs, and for him to purchase a few dozen eggs so as not to cause any suspicion of what our visit might be, and I cautioned him not to make my identity known, as it might spoil our mission. Upon entering we were greeted by an elderly lady, very neatly but plainly and cleanly dressed, and the nicest, cleanest-kept place I ever saw. There were about five acres of a nicely-kept lawn, beautiful shade trees, fences, chicken houses, and outhouses—all nicely white-washed. In fact, I said to myself, "This is the most ideal place for chickens to do well that I ever saw." So, after a little chat, we went around to visit the chickens. I finally cast my eye on a great big, handsome male bird, with spurs about four inches long. My friend asked me what I thought of him. I told him he was a beautiful, big bird. I then asked the lady how long she had had him. She remarked that a friend of theirs had given him to them about eight years ago when they left Iowa. After going through the flock I found that all of the six male birds that were there were all pets, and for that reason she did not have the heart to kill them or dispose of them, and I also learned that each

and every one of them ran in age from four to eight years old—and then expect fertility and vitality! I never use a male bird over two years old.

Another case that came to my observation about this same time was when a party wrote me that his chicks, from five to eight weeks old, were dying off very rapidly. Before I could answer his letter, he sent me a telegram to come on the first train and he would pay my expenses and whatever the bill might be. Now, this party happened to be a customer of mine, and raised my strain of birds. So I went to see him, and the morning that I got there he had three nice, plump chicks, about five or six weeks old, laying upon a board, that had died that night or that morning, as he said. I took out my pocket knife and cut open the crop of one of them and showed him what had killed that one. I found a lath nail, an old rusty lath nail, about an inch and a half long, in the crop of this bird. Now, if you haven't had the experience, just watch your birds, and after you find that they have died, just cut them open, and by a little experience you will find the cause. This little chick swallowed this nail, thinking it was a worm. Sounds ridiculous, but nevertheless it is a fact. I cut open the crop of another one—No. 2—and I found two tacks in this one's crop. I cut open the crop of No. 3, and to my surprise I found five tacks in this one's crop. Now, then, the cause of the whole thing was that he had tacked some muslin over a screen that he had there, and just left the tacks and nails fall around as they pleased, and these chicks had picked them up and swallowed them. A chick, from the day it is hatched up until it is almost fully developed, will swallow tacks, nails, little pieces of wire, or anything of that kind, and you have no idea the hundreds of thousands of chicks that are lost every year by this one cause, and the people never know what happened to them. He asked me what my bill was. I told him I would not charge him a cent. He thanked me very much, and I left for home.

Another case that comes to my memory at the present writing is where a breeder of Crystal White Orpingtons sent for me, and said he had lost two hundred and twenty-five chicks in the last three weeks and that they must have the cholera. He did not know what to do to stop it. Well, I said to myself, there is no such thing as cholera amongst this man's chicks, because his place was located on perfectly dry ground, and there was no chance for any cholera, roup or any other disease. Nevertheless, I went to see him. Now, this man's wife was very neat and tidy about her hen house, and in the spring of the year she had the hen house whitewashed every two or three weeks, so as to keep off the lice and mites—that is, along in February and March. It was about the 28th of August when I went to visit this place. They had forgotten all about the whitewash and all about keeping things clean, because they thought the chicks had gotten far enough along so they could fight their own battle. The first one I picked up I found two head lice on its head right back of the comb. The next one I picked up I turned its wing up, looked at its breast after turning the feathers back, and I found that it was just as lousy as it could be. The next one I picked up had five head lice on it.

Now, it was awful hard for me to tell these people that their chickens were lousy, because I was afraid they would be insulted, because they had always written and told me that they took the best of care of them; and, as I say, in the spring of the year when I visited them, they had a beautiful, clean hen house, as clean as anyone might wish to see. But after the chicks were hatched, they seemed to think that they did not need any more care. But when I showed them the lice on the head and all over the body, there was no beating around the bush about it. Now, these head lice simply eat right down into the brain of the bird, and, of course, when they reach the brain, that affects the spine and then goes down into their legs and then you hear a good many people say, "My chicks get weak in the legs"; they look pale and just lay down and die. Not for one minute will they acknowledge, even though they should find the lice, that their chickens were lousy. They will tell their neighbors they died with cholera or some other disease. Remember, cleanliness is Godliness in the chicken business, or any other business, and you cannot succeed unless you keep everything in good order.



HEN WITH NEST

“Should you start in the chicken business in a large way or a small way?” “Does it take much money?” “How would you advise starting, large or small?”



THESE are questions that are being asked of me almost daily since I have made my success. Well! I guess I started a good deal like most new beginners—*wrong, of course.*

Picture No. 1 shows the first hen-house that I built. In size it was 6x6, each room. Picture No. 1 shows two compartments. I used common boxing up against my studding, then I put tar paper on top of this boxing, shingles on top of the tar paper. I had always heard that tar paper was good for lice and mites; that I would not need to spray my chickens or need to look after them, but that the tar paper would keep the lice off of them; would keep the hen-house clean, free from odor and all those wonderful things. Well, of course, I wanted a clean place, so let me say right here that I put enough tar paper on this hen-house, that if anyone had ever made a mistake by lighting a match close to it, or it had caught afire, it would have made such an illumination that neighbors would have thought that a new comet had appeared.

Then, of course, I had to have chickens to put into this hen-house. What did I do? Did I go out and pay \$1,000.00 apiece for them? Oh, no! I went to the market where I could get them cheap; bought some Plymouth Rocks, Wyandottes, Leghorns, well, anything that the dealer wanted to call them. I was satisfied that they were just whatever he said they were, and, of course, he told me that he knew all about the chicken business, and he would select for me the best ones as they came along.

Now, let me say, dear reader, that right here was my first and greatest mistake, and a mistake that very nearly everyone makes, because if those chickens had been worth anything they would never have been on the market. I know now from experience that whenever the farmer or the farmer's wife has a hen that has quit laying, or is rousy or droopy, and not fit for anything else—where does she go? Do they chop her head off and bury her? Oh, no! They usually send her to the market. As I say, when she gets so old that she cannot lay any more, she goes to the market. When the rooster gets so old that his spurs are from three to four inches long, and his vitality is all gone, and he can hardly crow any more, does nothing but eat—do you think the farmer is going to put him in his pot for his Sunday dinner? Oh, no! He goes to the market. Well! That is the kind of stock that I started in with, so you may know that I didn't have everything smooth sailing in my start. But it wasn't many years before I found out my mistake. Then I was determined to buy the BEST and start RIGHT, no matter what the price. Then I started in by going to Madison Square Garden at New York. The first bird I bought I got from Mr. H. A.

Kirby, for which I paid him the sum of five hundred (\$500.00) dollars, and I guess that was the highest price ever paid in this country for a bird up to that time, and I am satisfied that at the time of writing this book there never was a bird sold for that much money outside of the birds that I sold on my farm. That is, speaking of the Crystal White Orpington. The fact that I paid five hundred (\$500.00) dollars for this bird was kept secret for something like four or five years, until some controversy arose about the Madison Square Garden Show, when I took all this correspondence that I had with Mr. Kirby, bundled it up in a registered package and sent it to Mr. H. V. Crawford, secretary of the Madison Square Garden Show.

Now, the reason I mention all about this bird is because I am trying to show you how it is that I did succeed after I got good stock. Of course, I bought the best females in various parts of the world—no matter what they cost—mated them up and bred first one way and then another, until I succeeded and got the kind of birds that I have shown all over the world. It was not long, however, until I found that my hen-house was not large enough, so I built an addition.

Picture No. 1 shows two compartments without glass. Picture No. 2 shows the addition that I built on, and the three compartments with glass in it, because I thought they would let the daylight and sunlight in, as well as the moonlight, and the hot air had to radiate through. I did not think that the cold air would have to radiate through them, too. Then when summer came, of course, I had to have shade. Well! Picture No. 2 shows that I built them shade. I took 4x4s, 8x8s, 2x6s, and 2x10s; in fact, I wanted to make it good and stout, and was going to build it right. After I had it all up, it needed a covering. Well! What was I going to cover it with? I had too much tar paper in the house, so much that had it ever caught fire I would have to take my wife and babies and run faster than any man in the world to keep from burning up, so I came to the conclusion that on account of having so much tar paper in this house I had better cover the front part, that I was building to supply shade, with sheet iron, which picture No. 2 shows after part of it had been taken off. When I first built it, it was completely covered with sheet iron. Well! I had enough sheet iron there to start a boiler factory, but that didn't cut any figure. I wanted plenty of shade.

Along in July and August, when the sun beat down on this tin, let me say right here that if any one of those hens had ever made her nest out in that yard, she would never have needed to set on the eggs. The heat from this sheet iron would have easily hatched them for her, unless it had cooked them hard the first day. But, nevertheless, with all those difficulties, I had good luck on account of having good stock. I commenced to raise some chickens. You can take good stock and raise it even under bad conditions, but you cannot take bad stock and raise it under good conditions. In other words, you can take a piano box or a few dry goods boxes and build a house, put good stock in it, keep the floor



No. 1. The first chicken house ever built on the Kellerstrass Farm

dry, keep them free from dampness, open-air fronts, plenty of fresh air and you will succeed with them, but you cannot take stock from the market that the farmer has sent in, or that the breeder has discarded and disqualified and sent in, that is too old or rousy or sickly—you can't take that kind of stock and put it in the finest hen-house that was ever built and succeed with it. It is absolutely out of the question. So, of course, I raised a few birds that year, and when fall came along we needed a little more room, and I bought two houses already built; that is, they came in sections. All you had to do was to just stand them up, hook them together, and there they were.

Picture No. 3 shows the two houses, just as I bought them.

Now, I put some of this stock into these houses, but it wasn't long before every window light was broken out; that is, the sash on these houses were on hinges, so that you could hang them up and let in plenty of fresh air, as the picture No. 3 will show, but the first little wind storm that would come along, you know, would blow and beat those sashes back and forth until it wasn't but a short time before I hadn't a window light in the house. I then took a piece of cloth, just common muslin, tacked it over these sashes to keep the cold air out. Well, I noticed that winter that the chickens in House No. 3 were laying right along; they didn't have any roup, they were doing better than those in the other houses, so I came to the conclusion that there must be something in the fresh air that came through that canvas, and I worked on that theory, until today there isn't a house on my place that hasn't open fronts, drop curtains, nothing but canvas; canvas everywhere all over this farm, and you are welcome to come and see for yourself any time, and if you will read over the testimonials that appear in the back of this book, you will find that there is no such thing as roup or disease on this farm. But the houses that I had built up to this time were all 6x6. I found I couldn't put many chickens in them, and I did not think they were quite as big as they ought to be, so the next year I built one 12x14, like you see in picture No. 4, of which I now still have ten here on the farm. They are open front with a drop curtain. I kept adding two or three of these houses every year as my business grew. Of course, now I have discarded these houses entirely for old stock, but they are the nicest thing on the farm; in fact, they are so much so that I am building more of them to put the young stock in after I take them out of the brooder house, say, in January and February, when we have hundreds of birds to move from the brooder house, that are all the way from six to eight, ten, twelve and fourteen weeks old. Take it here in my country, I can't turn them out until May on account of the bitter cold weather and the snow, but I can put from 100 to 300 in one of the above houses without crowding them in the least. They have plenty of room, plenty of scratching room. Plenty of room to run around in, and exercise, and I tell you that they are the finest thing I ever saw to rear the little fellows in, in winter time. Of course, in summer time you don't



No. 2. The chicken house that was built on the Kellerstrass Farm the second year it was in operation

need anything of that kind, but here where we have such summers and winters we have to prepare for all things. As I say, in summer time you can turn them out of doors beautifully. Take it along in June, July and August, they don't need any houses. Lots of people ask me, "Mr. Kellerstrass, at what age do you take your chicks out of the brooder house?" Well, I have only one answer to that, and that is this, "If you will tell me what time of the year and what kind of weather, I can tell you at what age to take them out." If I am not crowded for room and the weather is below zero with a foot or two of snow on the ground, I am going to leave them in the brooder house, but, of course, if my incubators have been set and the weather is good and the incubators are coming off rapidly, the brooder house is full of chicks; some of them have to be moved. I have moved them or taken them out into the houses in January, when they were only ten days old. Then, again, I have kept them in the brooder house pens until they were three or three and a half months old. As I have told you, "*Experience is the best teacher,*" and, believe me, I have experimented all the time, and am still experimenting, and shall experiment as long as I stay in the chicken business.

The next hen-house I built was like the one shown in picture No. 5, the open front, drop curtain, also drop curtain to the roost. Each compartment in this house is 9x18; the reason it is this size is because you can use 18-foot lengths and it does not cut to waste. If I want to add a room to it, I cut my boards in two. In fact, every year I add one, two or three, or as many rooms to this house as I want to. I didn't think I could ever improve on it. I have twenty-four of these houses on my place at the present writing, all in use for breeding pens and laying houses. Now, in one of these rooms, 9x18, I usually keep ten females and one male bird; that is, for breeding purposes—what I call my "breeding pens." But for laying purposes for the market, this same house, 9x18, will hold from thirty to forty-five females and give them plenty of room for scratching. But if you will notice in all my houses you will always see that they sit up high. And why? Well, that is one of the things that I cannot impress too strongly upon you, no matter where you build your house; if you haven't a high spot of ground, trench it up. Dig it up, pile up the dirt. Before I build any houses nowadays I always get the team and scrape and dig a lot of dirt to wherever I build my house. I always like to have my houses from sixteen inches to two feet higher than the surrounding ground, then I know I have good drainage and that in the spring of the year when the heavy rains come on, the water doesn't seep into my hen-house and cause my chickens to become rousy and sick. But as my business continued to grow I needed more room and, of course, I always do try to improve where I can, and picture No. 6 will show the kind of hen-house that I am now building. This house, or, in other words, the rooms in this house are exactly the same as the rooms in the house shown in picture No. 5; the only improvement I have made in this



No. 3. Chicken houses that were purchased by the Kellerstrass Farm the second year

house is, that in the place of putting the door in the front I have them in the rear, leading into a long hallway the full length of the building. This hallway in some of the houses is three feet wide, and in some of them it is five feet wide. Now you might ask, "Why the difference?" Well, now, some of the houses that are down here close to the office have a hallway in them that is five feet wide. Why? Because we have a good many visitors, and when we take a lady or two or three ladies with two or three gentlemen, and perhaps a few children through, and should happen to meet the man or attendant who has charge of this house, with his feed bucket, he has plenty of room so as to be able to pass, but if we were in the houses in the orchard, there would be only three feet width in the hallway in the back, because that gives plenty of room as a rule, as we don't have many visitors there.

Now, these houses can be built just as long as you want them, or just as long as your business requires them to be. You can never build them too long, because a man can go into a house of this kind and, no matter how bad the snow or how bad the weather is, he can put in his day in this house, attending to his birds. The birds remain in there all the time, and there is where you get your winter eggs from. At the present time I have thirty-nine (39) of these on my farm, and they are to be shown to you any time that you will visit the farm.

Now, the house to which I am now referring, shown in picture No. 6, is the one that made me \$9,068.00, or, in other words, I sold \$9,068.00 worth of eggs from this house during the season of 1909-10. I sold \$9,068.00 worth of eggs from this house in seven months' time. These are the eggs for which I received \$2.00 apiece, and you will find in another part of this book to whom they were shipped; I give each and every order separate. You may ask why it is that I received \$2.00 apiece for these eggs. The reason I receive \$2.00 apiece for these eggs is this: If you will read this book through carefully, you will find, when I first started out to establish a strain of my own, which I now call the Crystal White Orpingtons, the first male bird that I bought I paid \$500.00 for, and you must remember that was an enormous price in those days. My females that I purchased were the best and highest-priced that I could buy, and, after breeding and crossing, and re-crossing and re-breeding, I produced some wonderful birds, and it is the best of these birds that I selected and put into pens from which I sold eggs for \$2.00 apiece. My son and I spent a good many years and lots of time with these birds, and when we mated up our pens, as I say, you can rest assured we used the best birds on the farm; or, in other words, we selected the best birds from the entire three farms, and you may rest assured that they were pretty fair birds, or we would not have sold \$9,068.00 worth of eggs from this house at the enormous price of \$2.00 each. Then, again, stop and think who bought these eggs? Was it the farmer? Was it the new beginner or the inexperienced man? No! It was the breeder. Why? Because he wanted the best, no matter what the price, and if he had not had confidence in me, and



No. 4. Chicken houses now in use on the Kellerstrass Farm. For information as to plans and specifications on how to build these houses see page 173

my son, in mating up these birds, he surely would not have paid us this price.

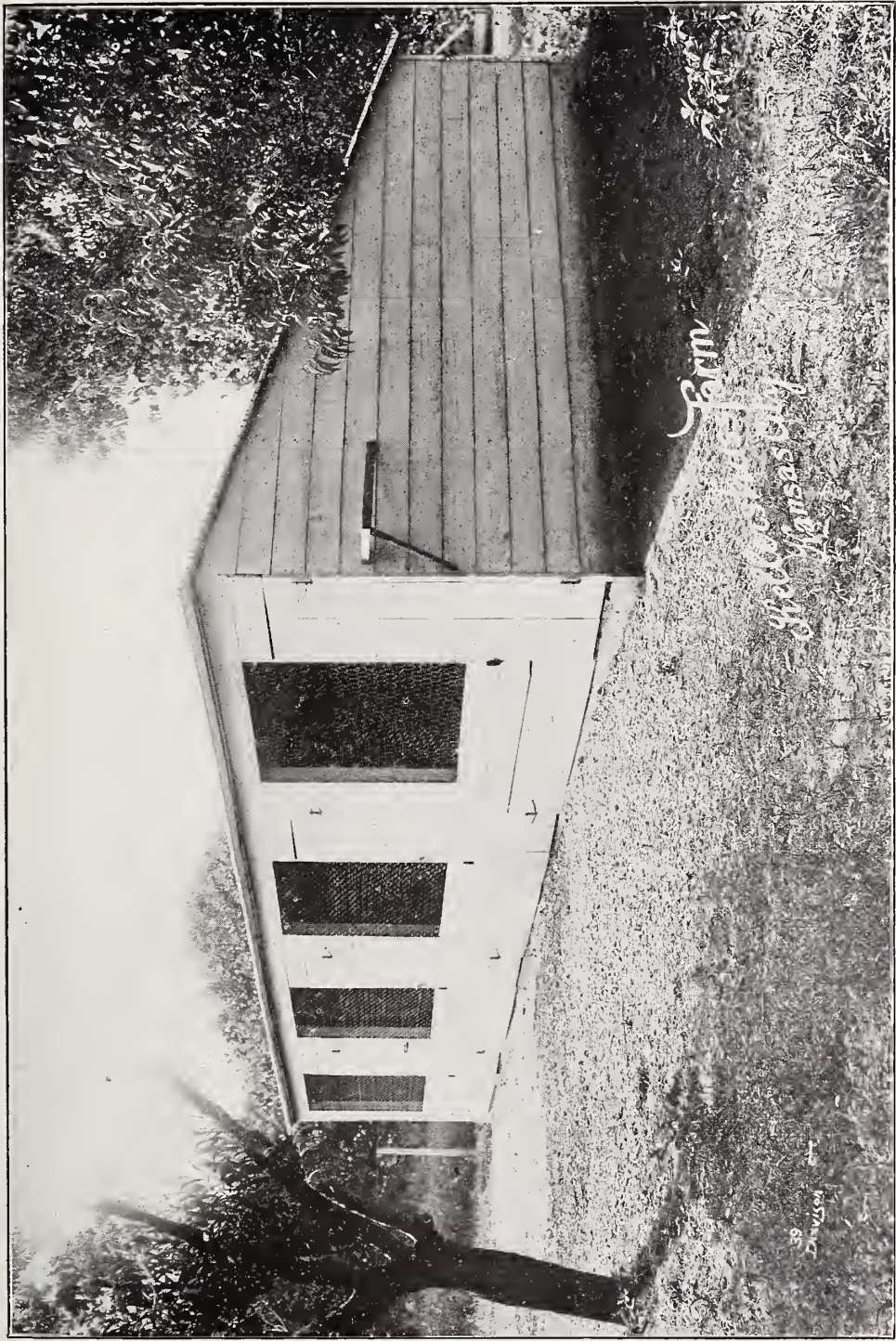
Picture No. 7 shows one of these houses, or one of these compartments in this long house, 9x18, drop curtain to the front, with a drop curtain to the roost. Trap nest to the left, drinking fountain to the right, feed trough over on the wall to the right that is used every afternoon at four o'clock to feed what we call our "bran mash" in. In the rear, to the right, is the door that opens into the hallway.

During the winter months we usually keep the litter on the floor of these houses from ten to sixteen inches deep. We use old hay, old grass, old straw, leaves; anything of that kind will make good litter. During the summer time when we cut grass or weeds we always pile it up in stacks for this purpose, then in the fall of the year the men go down into the timber and gather up load after load of leaves, which we stack away for the winter months for litter.

Each one of these houses is lighted up by electricity, as you will note in picture No. 7. Is this for style? No; not at all. Having our own electric light plant here on the farm, we string our wires wherever we need them, during the summer months. When the men aren't busy, we usually do this kind of work.

Picture No. 8 shows another one of these long houses in my orchard. It shows you the free range that these birds have, during the summer months, with plenty of shade; also kindly notice how the ground slopes from the houses to the trees. This house sits all the way from twelve to thirty inches higher than the surrounding ground, and every bit of the ground that this house sits on is made ground; that is, ground that I have dragged there before I built the house for the purpose of keeping it dry.

This picture was taken about four o'clock in the afternoon, which you can readily see by the trough standing there, as we only use this trough once a day, and that is for our "four o'clock bran mash." Now, I will try and tell you, as nearly as I can, what this mash consists of. We use about 100 pounds of bran, 100 pounds of wheat, 100 pounds of chops or cracked corn, whichever you might want to call it; this is all mixed together with 25 pounds of cut or shredded alfalfa. Now, we take this shredded alfalfa and put it in a tub at 2 o'clock in the afternoon, we then pour hot water over it, and let it steep until 3 or 4 o'clock, when it is mixed with this bran, chops and wheat. Now, we also add to that, 50 pounds of green bone; that is, I buy this every day from the packing houses in Kansas City—they ship it out here to me. It is the neck off of the beef, and we grind it up—bone, meat and all. I mix that right in this bran mash. I also add to this mixture half a gallon of fine charcoal, mix it right in with the rest, also a half-gallon of grit. Now, the charcoal is put in there to keep the birds **healthy**. I have done that for years and do not believe there is a more **healthy** thing in the world. The grit is put in there simply because in eating this mash I know that each bird gets a certain amount of grit.



No. 5. A four-compartment house used on the Kellerstrass Farm. For information as to plans and specifications see page 173

While we keep grit before them in their houses at all times, still, at the same time, you will find some of the birds will eat a whole lot of it, while some of the others will not eat enough to grind up their food, or to do them any good whatever.

Now, we have a box here, something like a mortar box that they use when mixing up their mortar when constructing buildings, and we put this mash into this big box in the feed room and two men work it back and forth with shovels, just the same as you would mix concrete. Now, you might ask, "How do you mix it; real thin?" Positively not. It is what some people call a "dry mash." We just put enough milk into it—that is, when we have the milk, and if we don't have the milk we usually buy skimmed milk from the dairies around here in our neighborhood, and if we cannot get milk at all, we use a little warm water, and we mix it up just so that it is moist and will crumble in your hand. But let me say right here, by all means use milk if you can get it, because milk is one of the best foods we have, whether it is skimmed milk, sweet milk, sour milk, butter milk, clabbered milk, milk in any way, shape, form or manner, it is good for the old stock as well as the young, and there is no better food in the world for the young stock than milk, in any way you may want to give it to them.

But remember one thing, all these houses that I speak of are not all used twelve months in the year—not by any means. You take, for instance, some of these long houses usually stand idle during July, August and part or all of September, at which time we clean them out thoroughly, take out all of the litter, and then we take a spade and turn the dirt over, turn it over about eight or ten or twelve inches deep, just as deep as we possibly can, and haul from one to two wagon loads of fresh dirt into each house, or, in other words, each compartment; from a load to a load and a half or two loads of dirt is put into each space, 9x18. Then we sweep the walls and ceilings with an old broom, thoroughly disinfecting the house, and give it a new coat of whitewash. Those that have yards, the yard is plowed up. We use a little cultivator to dig up the yard with. Then we sow it in oats, wheat, rape, cane, clover; in fact, we make a mixture, mix it all up, sow it right on this ground, and harrow it over. Let me tell you, that is the way to get the disease out of your place. When you have a large plant it means a world of work to be successful. Of course, with a small yard where there are few chickens, it doesn't mean so much work. Now, we treat all our houses and all our ground, that is the yards around the houses, in the above described way.

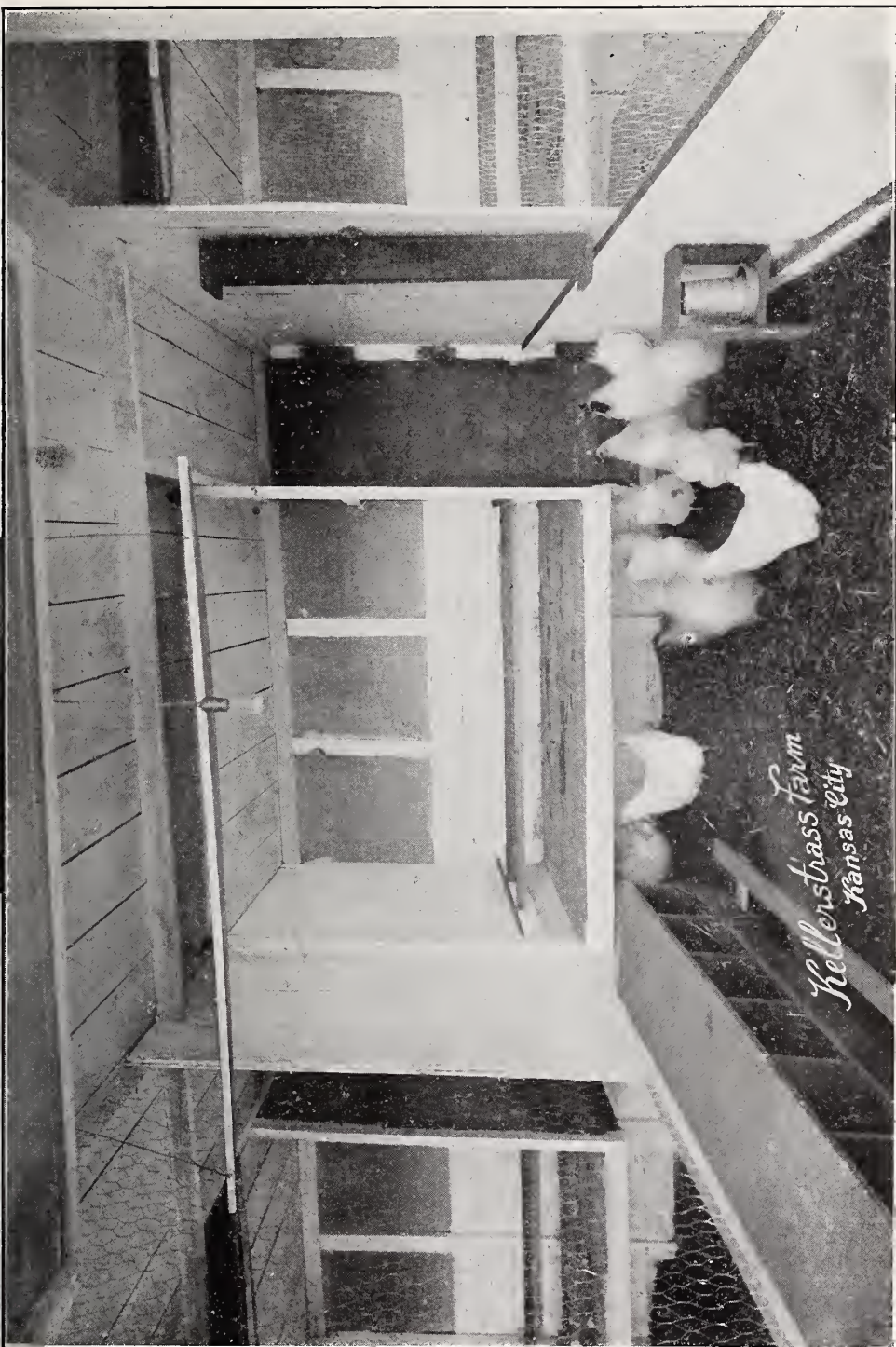
Picture No. 9 is another view taken here on the farm showing some of the houses, as well as shade. Now, this picture was taken purposely to show the shade. The biggest part of my poultry plant is located in an orchard. It is one of the grandest, most ideal places in the world. Chickens and fruit go together better than anything I know of. During the summer season and fall we have hundreds of visitors, and



No. 6. Breeding and laying houses on the Kellerstrass Farm. For information as to plans and specifications see page 173

as they go through this orchard and see the large, ripe peaches, pears and apples, without a worm in them, they invariably ask, "Mr. Kellerstrass, how do you spray your trees, what do you use to spray your trees with?" and they are surprised when I tell them that I have never sprayed a tree on my farm. The chickens running around under these shade trees are always looking for insects and bugs, and that is the only way that I can account for having such nice fruit. I simply figure that the chickens keep the bugs and worms away from the trees and keep the fruit free from insects. Then another thing, just think of the fertilizer that these trees get from all these chickens; also kindly notice that the fences are four feet high. People ask me, "Don't your chickens fly over these fences?" No! Because I am raising nothing but Orpingtons now. When I raised Leghorns or some of the other breeds, I assure you that I had to build fences fourteen feet high, and could not keep them separated. All that trouble I avoid now, since I raise nothing but Crystal White Orpingtons.

Picture No. 10 shows another of the kind of houses that we use on the farm here. These are colony houses, of which I now have forty in the orchard. Take it along about the first part of July, when I break up my breeding pens, I separate my males from my females. All the females are put in what we call the colony and range yards. You must remember one thing, that during molting time a hen needs the very best of care; that is the most critical time of her life, and that is the time when most people give their birds absolutely no care at all. As I have overheard a man say, "Oh, well, they are not laying, why should I give them any feed or take care of them." That is the greatest mistake they ever make. My birds get as good, if not better, care during their molting time as they do any other time of the year. We put these hens into these houses, give them plenty of free range, but very little feed for the first ten days or two weeks. We just feed them grain, such as wheat and corn, once a day, scattering it through the grass. But we are sure that these houses stand high and dry, so the hen cannot catch cold, and that she is not in any dampness. After about the second or third week, we commence putting sunflower seed with this wheat and chops, and increase it a little more daily until finally we feed about equal parts of sunflower seed, wheat and chops, because I believe there is nothing better in the world for a bird's plumage than sunflower seed, and when the new plumage comes in, it all comes in even and nice, and has that nice silky, glossy finish. We give these birds the very best of care and feed, and finally we give them our bran mash, same as we do when they are in the breeding pens, and get them way up in the very best of condition, up to standard weight, or as near standard weight as possible, so when we get ready to take them down into their breeding pens, and mate them up for the following season's work, they are in the finest kind of condition, and there is where we start to feed them in the litter, and work them down again, so as to get them in good laying condition. The male birds are



No. 7. A room in one of the long breeding and laying houses on the Kellerstrass Farm. For information as to plans and specifications see page 173

treated about the same as the females during their molting season. They are put in a separate yard, just the same as the females are. A good many people say, "Well, when you put fifty or one hundred birds into a yard that way, won't they fight and kill one another?" No! Not the way I handle them. When these birds are put into these yards, we usually put one or two men into this yard, for one or two hours, with a small hand net, commonly known as a dip net used for fishing, with a handle on about three or four feet long, and we watch the prize fighter and as soon as he starts to pick trouble, we immediately catch him, and take our pocket knife and just trim off the point of his beak. Now, be very careful and don't cut too much; cut it right down to the quick, same as you would your finger nail, and turn him loose. He will go back, and the first peck he makes at his opponent, if it is trimmed down close, it will hurt him so, you will see him run to a corner, or under the grass, or over the fence, or into the house for protection, and before this little point grows hard, grows out of his beak again, they have all made up, and are acquainted with one another, and there is no more fighting. This is the way we save them from tearing one another's combs all to pieces, and having those bloody battles that we often hear of.

Picture No. 11 shows our sleeping quarters for some of our men, who have charge of some of our birds over in the orchard. Most of our men prefer sleeping in a tent, winter as well as summer. They find that there is nothing better for the human being, as well as for chickens, than pure fresh air, and if you have never tried it, you ought to try it, because it is one of the greatest things in the world—out of doors, in the pure, fresh air. As I say, it is good for the human being, as well as for chickens, and that it is good for chickens there is no question in the world as to that part of it. All the larger plants located in all parts of the world are now adopting the drop curtains, fresh air, open-front houses. There is one more thing that I discovered two years ago with the open front house. If you will notice one of the pictures on the preceding pages of one of my long houses, you will see that the front has one-inch mesh poultry wire on it; that was another great improvement that I made. I used to have two-inch mesh on all my houses, until one winter I discovered that the sparrows were consuming hundreds of pounds of feed that ought to have gone to my chickens. Not alone that they were consuming the feed, but they would carry disease to my chickens. Lots of times, people have disease amongst their birds and don't know what caused it; cannot find out in any shape or form what caused it. I was in the same boat until I discovered that sparrows were carrying disease to some of my birds; you can rest assured that now all that two-inch mesh is torn off of my houses and replaced with one-inch mesh poultry wire, which is another great improvement that I have made.

Picture No. 12 shows our mixing room, or feed room, whichever you may want to call it. Here is where we carry all the feed and



No. 8. One more view of one of the long breeding and laying houses on the Kellerstrass Farm. For information as to plans and specifications see page 173

mix all the feed for the chickens on the farm. Here is where we mix up our "4 o'clock mash." Here is where all the grain for the whole farm is mixed. Once a week the dry grain is hauled to the different parts of the farm and put in bins there, so the men don't need to come way over to this one place for their feed every day, but the "4 o'clock mash" is mixed in this room every day for all parts of the farm, and then hauled from here to whatever part of the farm we may need it. Lots of people ask me, "What kind, or whose chicken feed do you use?" In reply will say that there is lots of good chicken feed on the market made by good, honest, reliable manufacturers, but I don't use any of them, because they are too expensive. Since my plant has grown to such an enormous size, I buy all my grain from the farmers right out here in my neighborhood. I buy wheat during July right from the threshing machine; go there, contract for it, put it in my bins, enough to supply me during the year. The same way with my kaffir corn, and the same way with my common corn. I usually buy my corn in the fall of the year from the farmers right out here in my neighborhood at shucking time, and in that way the whole year's supply is stored away. Some people say, "With all this land, Mr. Kellerstrass, why don't you raise your own corn and feed?" Well, as I have told you, experience is the best teacher. I tried that, but I could not compete with the other fellow. You know the labor question is something pretty hard to contend with in these days. I found that it was a hard matter for me to get men just at the proper time when I would need them. I found that in trying to hire the neighbors, or the neighbors' boys, they would say to me, "As soon as I get my corn planted, Mr. Kellerstrass, I will bring my team over and plant yours; as soon as I get my corn plowed, I can come over and plow yours; as soon as I get my wheat sowed, I can come over and sow yours; as soon as I get my wheat threshed, I can come over and thresh yours." And so it went. Don't you see? He always had to take care of his first, which was proper and right; mine always had to come last; besides I had to pay him \$4.00, \$4.50 and \$5.00 a day for his labor, and for his team, so I found I could buy my grain cheaper than I could raise it.

Picture No. 13 shows our milling room, or our grinding room, whatever you may want to call it. Our power on this place is all electric power, for the simple reason that we have our own electric light plant, making our own power, and in that way it doesn't cost so very much.

In picture No. 13 you will notice the motor that runs the bone grinder, where we grind from fifty to one hundred pounds of bone every day that we feed our chickens. Now, I say from fifty to one hundred pounds. Of course, sometimes, we have got more birds than we have at other times. Sometimes we need more green bone than we do at other times. Take it in July and August, we feed but very little green bone, but you take it during November, December, January and February, we average from fifty to one hundred pounds of

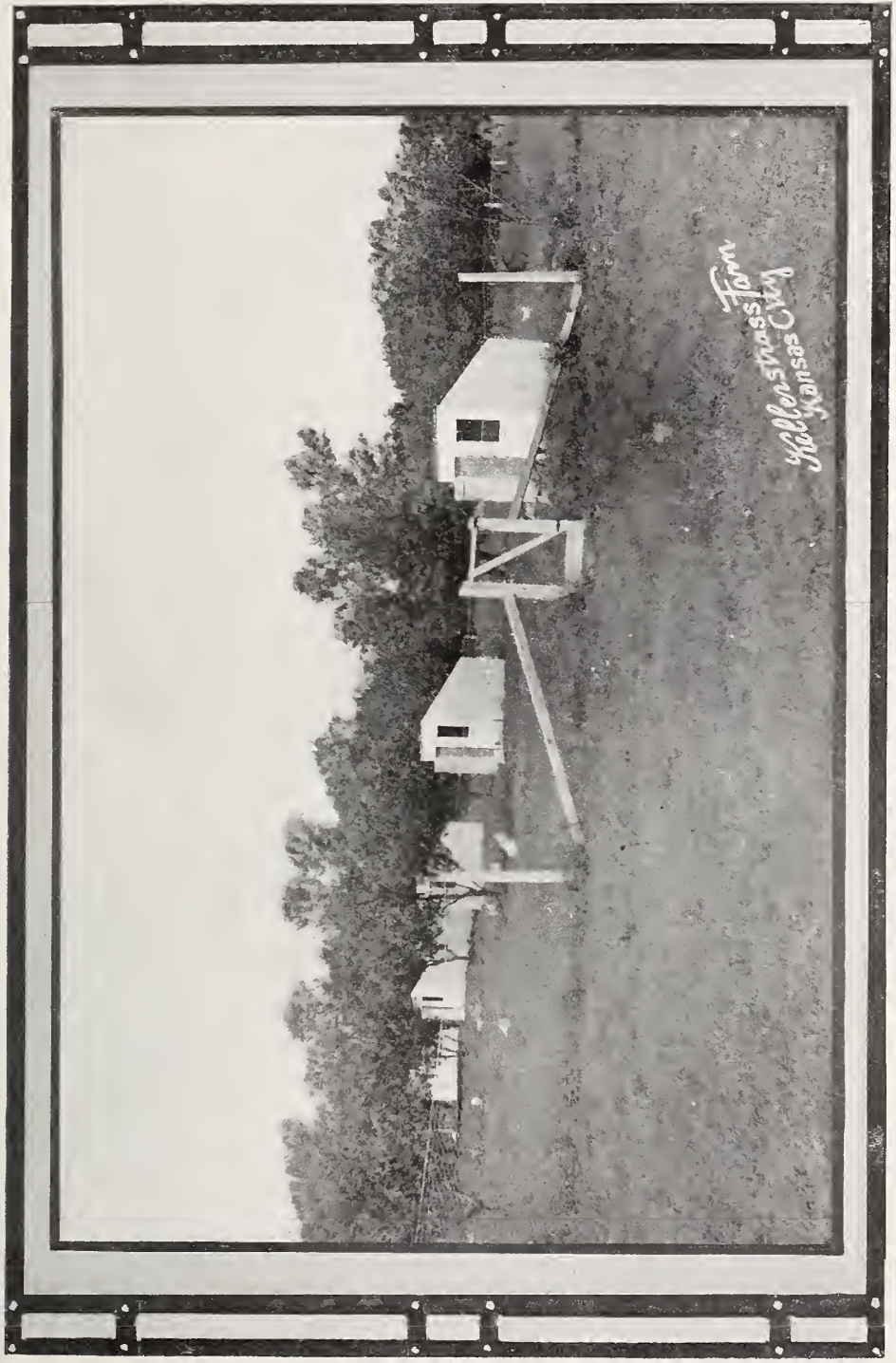


No. 9. Breeding and laying houses on the Kellerstrass Farm. For information as to plans and specifications see page 173

green bone a day, because that is the time of year when we have a lot of laying hens on the farm and need eggs, and, believe me, we surely get them. As a lady asked me one day. She said, "Mr. Kellerstrass, do you think that your way of feeding will produce as many eggs as some of the other systems that I have heard of?" I told her, "Well, Madam! There is one sure thing, that I get higher prices for my eggs than any other breeder in the world. We get as high as \$2.00 and \$10.00 apiece for eggs, and if there was anyone that could produce more eggs than I could, that I would get on the train tomorrow and travel, no matter if it was 500 or 15,000 miles away, but what I would try and learn the other fellow's system of feeding, because I have returned thousands of dollars for eggs at \$2.00 apiece that I was unable to fill; consequently, if there was any better way to get eggs from chickens, I would surely try and have the best way," and you may rest assured that my records show that I get as many eggs from my strain of chickens as any breeder in this country, not alone in my hands, but you will see by reading this book through that they are doing equally as well, if not better, in my customers' hands that follow my way. Of course, to the old-time breeder, he still believes in the old route and the old way of feeding. He cannot realize these things, he cannot believe it, cannot comprehend it, and for his benefit it is that I devote so much paper and ink in this book in the way of testimonials, which is evidence that no "Doubting Thomas" can dispute.

Picture No. 14 shows our team and wagon, with a load of chickens ready to go to Kansas City to the express office. Now, we make this trip about seven months in the year, six days in the week, and we try to be as prompt with our customers as we possibly can, but the little fellow who has no idea of the enormous business that we are doing, thinks that all he has to do is to send in an order, and the same day that we receive the order, the chickens will be shipped to him. He does not stop to think that perhaps there are as high as a hundred or 175 to 200 orders ahead of him. He doesn't stop to think that these birds all have to be selected, all from different parts of the farm, brought down into the conditioning room, and looked over carefully for several days, so that we are absolutely sure that the bird is what he wants, that she will fill his requirements, that she is in good, strong, healthy condition, that she will stand the journey well, and a thousand and one other things. It would not do us any good when we get his order to go into the first pen and grab up the first chicken that we get our hands on, throw her in a box and send her to him. Why? Because, nine chances out of ten, she would come back, and we would have to send his money back—there wouldn't be anything in that for us. Our time would be simply wasted, and he would be a dissatisfied customer.

During the last few years, of course, we have had such an enormous business that we always try to keep up with modern times and with modern ways. Consequently, we had to add one of those new wagons, commonly known as an automobile truck, which is shown in



No. 10. Colony, breeding or laying houses on the Kellerstrass Farm. For information as to plans and specifications see page 173

Picture No. 15, starting out from the shipping room on the Kellerstrass farm, driven by Mr. Robert Kellerstrass, with a hurry-up order for the show rooms. There is another great trouble; few people realize what it is to go to the show room, and what it takes to win in a show room.

Picture No. 16 shows our conditioning room. This building is 36 feet wide and 60 feet long, cooped throughout the interior with show coops, the same as are used in the show room. From the first of October till the first of March we usually carry from 150 to 200 and 300 birds in this building for shows. Now, some people might ask why we carry so many. We do it principally to satisfy our customers. For an illustration: I received a letter from a breeder in Michigan several years ago, asking me to price him a bird for the show room. I described several birds to him, and priced them to him. Among them was a cockerel for \$250.00. We carried on a correspondence for about two months, at the end of which time he quit writing to me, so, of course, I did not think anything more about the matter; simply made up my mind that the man had given up the idea of buying the bird. The bird being in the conditioning room, however, and as I was getting ready to make a large Eastern show with some of my birds, I kept on conditioning this bird, and had him ready to be shipped within a few days, when on Saturday the Western Union Telegraph Company called up over the long distance phone out here to the farm, and said they had a telegram and also \$250.00 for me. The telegram read something as follows:

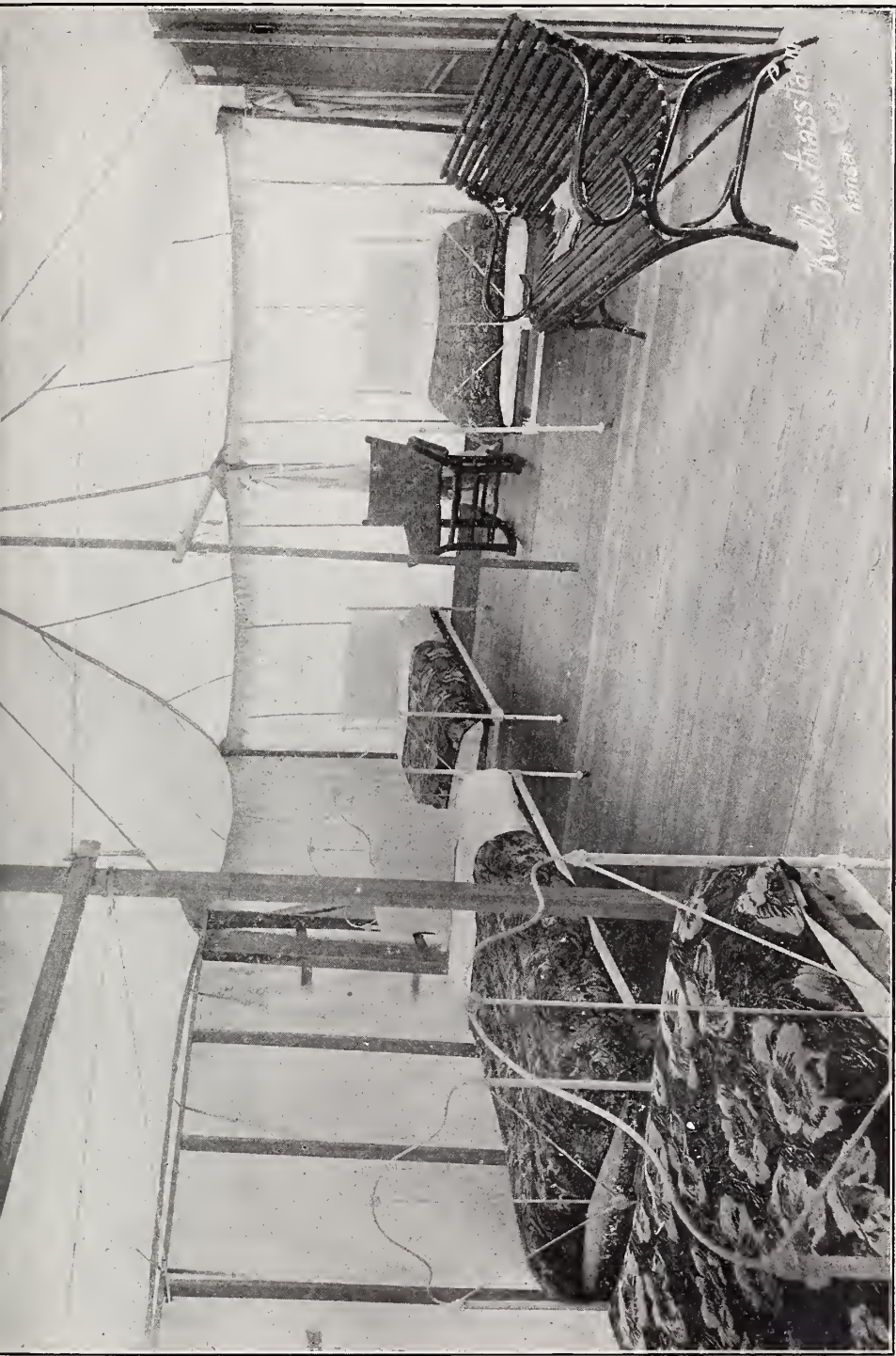
“Have this day wired you \$250.00 for the cockerel. Ship him today, so I can have him for the show room here Tuesday morning.

(Signed) _____.”

Now, just think of it! This man is supposed to be a breeder and wants me to ship him a bird at a moment's notice fit to go into the show room. If it hadn't happened that I just had that bird in tip-top shape, ready to go into the show room, I would have lost that sale, and that was what caused me to put up the building to be used exclusively for a conditioning room, and I have found it very profitable.

Now, let's just stop to figure what does it take to make a show bird. Some people think that when they send \$10.00 or \$25.00 to a breeder, that ought to get a bird fit to win anywhere. Why, it is out of the question.

Picture No. 17 shows you what we call our conditioning cockerel coops. Usually along about the first of June we start to go through the various flocks, and pick out the best cockerels. We put them in these houses. Each compartment is 3 feet square. Now, remember, we put these cockerels in these houses along in June, and they are put in the care of one man, who does nothing but take care of these birds. Along about the first of July we usually have from 70 to 150 cockerels in these houses. There is not one of these birds that goes into these cockerel houses that ever leaves the farm for less than \$100.00, and from that on up to \$250.00, \$500.00 and \$1,250.00, according to how they mature.



No. 11. Summer sleeping quarters for the help on Kellerstrass Farm

Now, you might ask, why do we put them in these houses? If they are left in the ordinary flock of birds running loose on the range, they would run and chase bugs, and chase one another, and get long and gaunty. Then, again, when feeding time comes, if you have a big flock together, you will see them come up to the trough all in a bunch; one grabbing a mouthful, chasing off and gulping it down, and his feed never gets a chance to digest; consequently he never matures like he ought to. But you take, on the other hand, the birds that are put in these cockerel coops, where there is only one bird in a coop. They never see any bird until the time that they go into the show room, or into the breeding pens. They are given the very best of feed and care. The coops are moved twice a week, a foot or two forward or backward or sideways, so as to give them fresh ground and fresh grass. They get bread and milk each day. They have bran and feed before them at all times; they can eat whenever they see fit, and then their food can digest. They have no chance to run around, and let me assure you, when these birds are taken out of these coops, you will find that they are those nice, broad-backed, full-breasted, low-bodied birds, such as is required by the standard; and also let me assure you, that when you want one of these birds for a breeder, you have got a bird that will produce something. Remember, these birds have been kept separate, and have never seen any other birds from the time that they were put into these coops, and, as I say, when they are put into their breeding pens, you can rest assured that you don't only have size and shape and fertility, but you also have "*vitality*," which is the great and most important part in your breeding pens. Always bear in mind that no matter what chicks you produce, that the male bird is considered at least two-thirds of the flock. Never use a \$25.00 male bird with a \$50.00 or \$100.00 female, but you can any time use a \$100.00 male to a \$25.00 female, and have good results.

Now, we also feed our pullets, our cock birds and our hens, that is, our high priced ones, in the same way that we do the cockerels that I described above, so you can readily see why they cost more than an ordinary, common barn-yard bird.

Picture No. 18 shows you a few cockerels that we conditioned in the summer time, and dried out-of-doors in the sun ready for a shipment. Now, what has to be done to these cockerels after they leave the cockerel coops? Why, they are brought into the conditioning house, and there they receive the best of feed and care. Then before getting them ready for the show room, we have to take these birds and wash them. Now, how do we wash them? First, we take a toothpick and pick their legs; that is, pick all the dirt from under the little scales on their legs. Then we file and sandpaper and trim their toes and their beak, then they are ready to be washed. The first tub consists of warm water, with plenty of soap in it, just regular soap suds. Then we wash him with a brush, scrub him good and hard. After we are through this, we take and put him into a tub of rinse water, where we rinse him



No. 12. Granary and mixing room on the Kellerstrass Farm

thoroughly to rinse all these soap suds from him, and then we rinse him in another water. Nothing looks worse than to see a bird in the show room if the soap hasn't been washed out of him clean; you will find his feathers will all stick together, and he looks worse than if he hadn't been washed at all. Then from there we dip him into a tub that has some bluing in the water, same as a woman would use in the ordinary way of washing a white shirt or collar or a pair of cuffs and anything of that kind. From there the bird is then dried off with towels in what we call the drying room, which is used in winter time. In the summer time we dry them out in the sun. This drying room has a great big stove in it and an electric fan. We blow the heat from this stove right on to the bird, who is kept about 2 feet to 3 feet away from this red hot stove. But never allow your bird to sit down while drying; if he does, you will find his breast feathers will all ruffle up, and he looks like one of these common Frisels, worst looking thing you ever saw. Always keep him standing up; never allow him to sit down until he is thoroughly dry. When he is about one-half or two-thirds dry, take him out of the coop, spread a newspaper on the table, and sprinkle starch all over him, just common *corn starch*. Be sure that it is *corn starch*. Then place him back in the coop. This starch, you understand, has a tendency to help dry him out, and give him that nice fluffy appearance. Then, after he is dry, he is ready to be shipped or put into the show room. Here is where lots of people make mistakes, too. I usually prefer to ship the bird directly from my farm to the show room rather than ship him to the purchaser first, and I will give you my reason for it. I shipped a bird one time to a customer of mine. The show opened up on Monday, but he was determined to have the bird not later than Saturday, so very well, I shipped him the bird so that he arrived at his destination on Saturday. This man took the bird out of the coop and showed him to his friends—they all thought he was the finest bird they ever saw. He said to his man: "Now, take him and put him out in the woodshed, and give him plenty of feed and water, because we have got to put him in the show room." Well, the man did just as his boss told him. Took the bird, put him out in the woodshed, that had not been cleaned out for Lord knows how long, that had a lot of old dirt, coal dust and everything in it. I wish you could have seen that bird when Monday morning came, and then the man wondered why his bird did not win first prize. Well, let me tell you from experience, that conditioning is two-thirds of the battle in the show room—in other words, ninety-nine times out of a hundred, take two birds, one equally as good as the other, the judge will always give it to the best conditioned one.

Now, after we get these birds started they are not complete yet. Oh, no! When we get into the show room, there is where we put the finishing touch on them. We usually get a little flannel rag, and have a bottle of equal parts sweet oil and alcohol. We rub this on his comb and on his wattles, and then rub it dry with a flannel rag. Then you



No. 13. Meat grinder and milling room on the Kellerstrass Farm

will see how his comb and wattles get that nice, red, healthy appearance. Then on his legs we use sweet oil alone, first rubbing it on the legs by hand, then take a flannel rag and polish it. Now, a good many people ask me: "Mr. Kellerstrass, what do you use to bleach a white bird with?" I never have used any bleach. Why? Because I don't think there is any bleach in the world that will make a bird whiter than he is bred. There is one thing that I use in the place of common, ordinary bluing—I use indigo. I buy it in lumps at the drug store, then dissolve it in hot soft water. In that way I make my own bluing, because it hasn't got the acid in it that common, ordinary blue has got, and that acid is one of the most injurious things to the plumage of a white bird. I have heard before now that a good many breeders use peroxide of hydrogen or dioxygen, but let me say right here that any bird that is treated that way, anybody that has had any kind of experience at all can tell it the minute he lays his eyes on the bird, and ninety-nine chances out of a hundred the judge will pass that bird by, and you wonder why he hasn't won, because our judges won't stand for anything of that kind. It doesn't make the bird any better looking, not at all; it makes him worse looking, absolutely worse looking, and as far as making him look whiter, he will never look any whiter than he has been bred. Now, a good many people call creaminess, or dead feathers, brassiness—that's a mistake. The majority of white birds, if you will watch them, they are like the leaves on a tree. You take the leaves on a tree in the fall of the year when the sap leaves them and goes down into the body of the tree, the leaves turn brown. It is the same way with a good many white birds. Take it along about molting time, when the pigment goes down through the quill into the body of the bird, and the feather becomes dead, it will turn brown looking—a good many people call that brassiness. That's a mistake. If a bird is white in the under color you can rest assured that he is white, and that tinge of creaminess that you see on the top is caused, as I say, either by dead feathers or else by weather conditions, such as rain and sunshine. The majority of all white birds will turn if they are put out into bad weather. Take for an illustration the human being. A man that has worked indoors 365 days in the year looks pale and white. You take that same man and put him out into the field in the sun for a short time, and he becomes tanned like a Japanese or a Chinese; that doesn't make a man a Japanese or a Chinese; oh, no! and it is the same way with a white bird, just because the weather turns the outer feathers into a creamy color is no sign of saying the bird isn't bred white. I know of these things by experience.

Picture No. 19 is of a male bird that I sold for \$250.00. This bird was to have gone to a foreign country. About the time I went down into the breeding yard to get this bird and bring him up for conditioning purposes, I found that he acted a little bit lame. I didn't think much of it, simply made up my mind that he had jumped off of the roost and sprained himself a little. I put him in a little yard by him-



No. 14. Delivery wagon on the Kellerstrass Farm

self, being satisfied that in a few days he would be all right, and that I could then take him up into the conditioning room and prepare him for his long journey. But he seemed to get worse every day. I finally selected another bird for this shipment, and left this bird alone for about three months, and he kept getting worse and worse all the time; in fact, he got so lame that he could hardly walk. I examined his legs and everything about the bird as well as I could. I couldn't find that he had broken his leg or where he had bruised himself in any way or manner. So finally one day I came to the conclusion that I would find out what actually was the matter with the bird. I brought him up, chloroformed him and cut him open, and, to my surprise, I found that he had swallowed a little twig branch, or stick, whichever you might want to call it, off of a tree. I have it here in my office; it measures $2\frac{3}{4}$ inches in length, with a sharp point. Now, this bird picked up this little twig and swallowed it. It went down through his windpipe into his crop, then started down towards the gizzard, and when it got to the mouth of the gizzard it evidently got twisted in some way, and in the place of going into the gizzard, it shot right straight out into the bird's body, and every time the bird stepped this sharp point would punch a hole into his liver; in fact, the lower end of his whole liver was perforated full of holes and all decayed, and the position that this stick was in when I opened this bird, it showed very plainly that every time he stepped, as I say, it was puncturing a hole through his liver, and the awful pain that he had when he did that is what caused him to flinch, and he naturally would favor that side, and I supposed that the bird was lame and had sprained himself.

Now, just supposing that this had not happened here at home on the farm. This bird would have been in healthy condition when he left the farm, and when he got to the customer across the water, this man would have turned him out, and he would have there picked up this little twig, and the same thing would have happened there. In the course of a month or two I would have heard from this customer of mine, and he would have made a terrible complaint; he would have said that the bird wasn't healthy, and that it was my fault that I did not ship him a healthy bird and all those things, and you know there are a thousand and one things that can happen to a bird after he leaves our hands, as well as when he is in our hands.

The reason I describe this bird, and show a picture of him in this book, is to show just what simple little things can happen, and they are liable to happen to a good bird as well as to a poor one, so whenever you lose a bird it is always best to hold a post-mortem and see what actually killed the bird; that is the way, and the only way, we have of getting our information. If you will look at the point of the arrows in this picture, there you will find the little stick, $2\frac{3}{4}$ inches long, standing right straight out from his gizzard.

Now, there is another thing, speaking about shipments for foreign countries, and I have shipped to a great many foreign countries, if not



No. 15. Automobile truck used for delivery on the Kellerstrass Farm

to all of them, and I can say without hesitation I have never made a shipment to a foreign country and lost a bird. Now, it is the same way with these shipments. You cannot go into the yard and pick up any bird and put him in a coop, and expect him to go from 3,000 to 10,000 miles. All birds that go to foreign countries are handled the same as the birds I described for the show room, with the exception that after they are brought into the conditioning room, and handled there for several weeks, they are turned out into a little runway for three or four days, and then brought back into the conditioning room again and watched and looked over carefully every hour in the day, so we are positive they are in the very best of condition before they go on their long journey. Now, I have lost birds in shipments in this country; that is something I do not deny; that is something I don't think any breeder can deny, but I have been very fortunate in foreign shipments. Why? Because I always have it stipulated that I will not ship birds to foreign countries unless I have from five to eight weeks to put them in condition.

Picture No. 20 shows another view on our farm, where we have cockerels in separate coops conditioning for the big shows. Remember, as I say, there is a vast amount of difference between a \$5.00 or \$10.00 cockerel that is raised in the back yard and a cockerel that is raised in one of the above coops. Unless you have had the experience, you have no idea of the vast amount of work, the detail work. Remember, these birds are looked after from early morning till late at night; they get special feed and special care all the way through. Besides that, before they are put in there, they are the very best selected birds from the farm. As I have told you in this book, show me another breeder in this country, or any other country, that has got these coops, that has got these yards, that has got all these buildings that I am showing you pictures of in this book. While, as I say, it takes up lots of room and lots of space, my main object in publishing this book is to show the public that I really have a farm in actual operation here, and to explain to them just how we do things that caused us to be successful. That it is not a farm in some man's head, who sits at his desk and writes a book on how things ought and ought not to be done. Did you ever stop to go and visit that man's farm when you had looked through his book, or when you took a course through one of his schools, did you ever stop to see how much of a plant they had? Believe me, kind friend, if some of these great book publishers and book writers had a farm, they would be only too glad to show it. Understand me, I am referring to some of them that try to teach the public how to do things, and all they have ever done in their lives, perhaps, was to raise a pen in their back yard, or perhaps let their children raise a few bantams, but in most instances they would let their wife tend to the chicken end of it, and perhaps have eight or ten chickens in a little space, and make the wife feed them, water them and take care of them, and then they would come out in a scientific way and write a great story about what they



No. 16. Conditioning house on the Kellerstrass Farm

had accomplished and about what they have discovered. Just think of it! What wonderful things some of these men have done! When they come home at night, and ask their wife: "Did you feed and water the chickens? Have we got a fried egg for breakfast?" And she says: "No; the groceryman didn't bring any, he forgot them." Then these same great writers will tell you what wonderful egg records they have made by scientific experiments. Now, let me tell you, dear reader, that is another reason why I devote so much of this book to testimonials, because I want to show you what my customers are doing; I want to show you their own statements and what my birds are doing in their hands. If you will read them over carefully, you will find where some State officials, such as Secretaries of State Agricultural Departments, have made over \$400.00 in one year from four of my hens, and still have the hens left at the end of the year. You will also find similar testimonials of some prominent men that have produced as high as 250 and 260 eggs from one hen of my strain in 365 days. You will find where women that are breeding my kind of birds and following "my way" are selling eggs for \$1.00 apiece; where they are selling chicks for \$2.00 and \$2.50 apiece. You will find where they have some of my pullets hatched out of eggs that I sold them that commenced to lay in less than four months time. I might go on and devote a whole book to tell you these things, but no. I prefer that you should read them over, and read their own statements and read their own testimonials; that is the reason why I devote so much space in this book to those testimonials and to those letters. Remember, this book is published to show you as near as I possibly can how I made my success and what I have done, and the way I am doing things on this farm, and the main object in showing all these pictures of my farm in this book, as I say, is simply to show you that I really have got a farm, and my object in publishing these testimonials is to show you that it does pay to breed good stock.

Picture No. 21 shows another view of some of my cockerel and pullet coops that I use here on the farm. These are used for cockerels and pullets for conditioning, the same as described on previous pages.

Picture No. 22 doesn't signify that we spend our time in joy riding. No! it simply shows where I am trying to sell a bird to some prospective buyers.

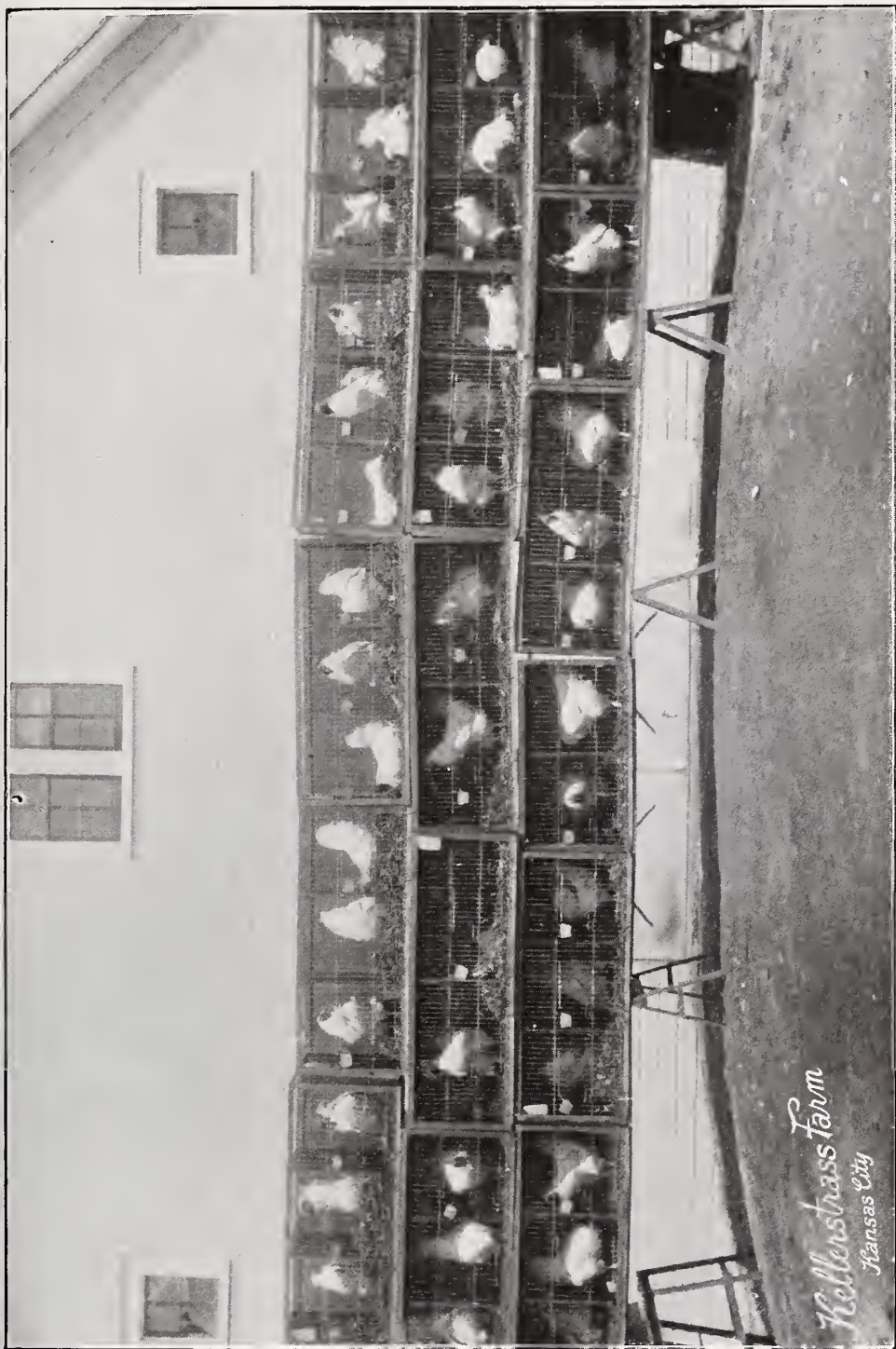
Picture No. 23 isn't an old hermit living in a log cabin. No! it is a log cabin that I built here on the farm, and I will try and tell you what we use it for. During the day when the men are tending to the birds, and making the round on the farm, or, in other words, making the rounds on the different farms which we own and operate here, if they find a dead chick, or a dead bird, they lay him up on a board or on the fence somewhere until evening, and when they come in, they bring their bird down with them. We get all the men together in this little log cabin, and there we have a table, and this bird is cut open and dissected. Why? Because we would like to know the cause—why did the bird die? And if you should ever happen to be here, kind reader,



No. 17. Cockerel coops on the Kellerstrass Farm. For information as to plans and specifications see page 173

some evening when this is going on, no doubt it would be amusing to you, if not interesting. In order to create a little interest, and to make the men and boys study a little harder, you will find when one man brings in a bird, the first thing: "Well, what killed it?" "Well, what do you say?" "Well, I bet the cigars that it was heart trouble." The other one says: "I bet the cigars it was liver trouble." The other bet the cigars it was crop-bound, and so on down the line, and you would be surprised how interesting, and what interest they take; not alone for the price of the cigars, but to try and beat the other fellow, to try to be wiser than the other fellow. That is what makes them study, that is what makes them take interest. Believe me, each and every one of them is just as interested as though the most eminent physicians were about to perform a great operation, and that is the way we study our birds, and that is the way we learn and find out all that we possibly can. But let me say right here that every day we find out new things, and when I am dead and gone there will be things discovered in the chicken line that we don't dream of today; while we do all we can and try to learn all we can, we will never get too old to learn. And always bear in mind that I am only trying to tell you "*my way*." I am only trying to tell you how I have done and what I am doing and what I am trying to do. No doubt every breeder has his own way, and there are lots of good breeders in this country, and there are lots of good birds bred in this country of different kinds and different varieties, but at the same time don't forget that there are lots of people in this country who write articles and write books, and try to tell you what you should do, that have no farm, that have no chickens, and some of them that have only eight or ten chickens in their back yard perhaps, and these people are liable to mislead you more than anyone in the world, because I think it is wrong for a man to go ahead and tell people how they should do things and what they should do when he has never done it himself. Remember, I have sold chickens for \$1,250 each. I have sold eggs for \$10.00 each, and common sense will teach you they must have been a little bit above the ordinary or these people would not have come back and bought time and again from me, which they do, and which the testimonials in this book will show that they do. The testimonials will also show you that they were satisfied; that they were perfectly satisfied. Remember, as I say, no matter what kind of chickens you raise, raise the best that your money will buy. Don't start in big—buy a small pen, and keep on with this pen until you learn your chickens, until you learn how to rear them, but whenever you buy, as I say, buy the best that you can get of that breed.

Picture No. 24 shows you a partial view of my incubator cellar. Now, before starting the incubator, it is always best to take the tray out, look it over carefully, clean it out, dust it out, take all the loose parts out in the sun and air them out, sun them out, clean your lamps thoroughly, clean the chimneys; put in a new wick if necessary, and before you get ready to put in your eggs it is always advisable to let the



No. 18. Birds being conditioned for shipment on the Kellerstrass Farm

machine run for two or three days, so as to be sure that everything is working accurately and right. There is nothing gained by trying to do things in a hurry. Be sure and test your thermometer. You have no idea of the thousands and thousands of eggs that are spoiled every year in good incubators on account of a poor thermometer. For an illustration: We had an incubator which we called No. 16; it was the last one down on the right hand side of our incubator cellar. We had two hatches come out of this incubator, and both turned out very poorly. The boys called it the hoodoo incubator; so one day I happened down into the brooder house. Well, my son was taking off the hatch; they did not look very good to me. I asked him, "What was the matter with those little chicks?" "Why," he said, "Pop, I don't know, but they came out of incubator No. 16 that the boys call the hoodoo incubator." I said, "Son, there is no such thing as a hoodoo incubator, no more than there is good and bad luck in business; if there is anything wrong, go and find it." I told him to get me a bowl of warm water. We took all the thermometers and hung them in this bowl of water, with the exception of thermometer No. 16. When I had them all set in the glass bowl, I told my son to get the thermometer out in incubator No. 16. We hung it in the bowl of water, and found, after watching it for about five minutes, that the thermometer registered $41\frac{1}{2}$ degrees too low. There was their hoodoo. What was the consequence? The consequence was that we had to run that incubator $41\frac{1}{2}$ degrees too high all the time, and when our chicks came off they were so weak that they were scarcely able to walk. Inside of six or eight days they would all be dead, or at least nearly all of them. Now, let me say right here, don't condemn your incubator, and don't say: "Well, the man who sold that incubator ought to put a good thermometer in there," because the manufacturer who sold that incubator no doubt was a good reliable concern, and they perhaps employ several hundred people. The man who put the thermometer in this incubator might have forgotten to test it. He might have tested and overlooked this one particular thermometer. Remember, there are a dozen and one things the manufacturer has to contend with, the same as the breeder on a poultry farm, the same as any other line of business, and, as I say, we are all liable to make mistakes. I have made mistakes, and no doubt will make more of them, but we must try and make as few of them as possible, and for that reason, as I say, if there is anything wrong with your incubator, or with your chickens, or with your feed, or anything else, try to go and find it and correct it. Now, after our machine runs for 24 or 48 hours at 103, then we usually place our eggs in there; of course, when you first put the eggs in there, you will find that your thermometer will go down 10, 15 or 20 degrees. It is caused by the cold, chilly eggs being placed in there, but don't forget when the thermostat is left alone, you will find that in a few hours when the eggs get a uniform heat that the thermometer will be back to 103 again. Now, we don't turn our eggs for the first day; or, in other words, for the first 24 hours. After that, on the second day, we take them out and



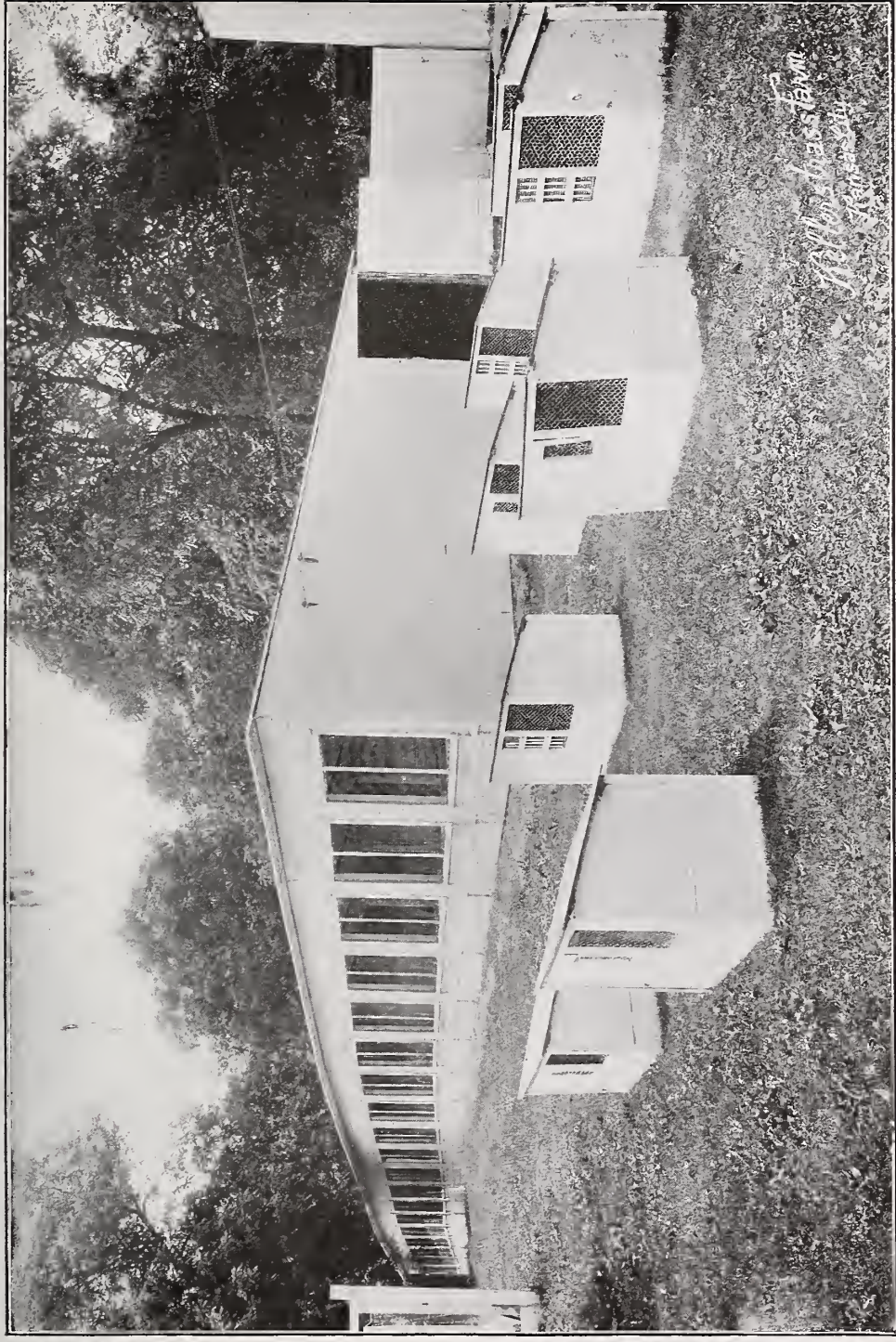
No. 19. See article on page 36 on diseases of birds

turn the tray end for end. On the third day we take them out and turn the eggs; that is, turn the eggs and also turn the trays end for end in putting them back into the machine again. Now, then, a good many people have trouble on account of not cooling their eggs enough and some cool them too much. You might ask me, what is the proper amount of cooling they should have. Well, that is something that I could not tell you, not knowing where your machine is located, whether it is located in a warm kitchen or down in a cold cellar, or whether you are operating your machine in January or in July, nor do I know in what part of the country you are located; whether you are located in Alaska or in Florida, and those are things that you must use "*common sense and common judgment.*" There are certain times of the year, in December, January and February, that we cool our eggs from 4 to 7 and 8 minutes. Then, again, there are warm hot days in May and June, when we cool our eggs as much as 15 and 20 minutes. As I say, "common sense" is the best teacher after all, "combined with experience." Remember, when the hen sits on her eggs she usually gets off once a day, and she stays off from five minutes to half an hour sometimes, and still she brings out a good hatch. Why? Because in winter time you have the hens set in the barn or in the shed somewhere, and you go down and let her off for about five minutes, and then you place her back on the eggs again, consequently the eggs don't get chilled. In summer time this same hen has stolen her nest out in the weeds, in the brush, or in the hay stack, and she gets off of her eggs and goes and chases bugs for twenty minutes or half an hour, and goes back on her nest and the eggs haven't got chilled. Right here I want to give you a little experience that I had. I set a hen in an old shed right here on the farm close to the barn. I got a little hollow tube and fastened it with a little rigging made out of lathes, and in there I placed a long thermometer, a thermometer that I could stick right down between the hen's wing and her body, and let it rest on the eggs. Well, I put in a good deal of time with this little amusement or experiment, whichever you want to call it, and I found that these eggs ran in temperature from 90 to 112 degrees. Now then, where comes in the chilling, and where comes in the baking of the eggs? I found we had a little snow storm combined with rain, one of those drizzly days, where those eggs registered 90 degrees. I found another day, along about 3 o'clock in the afternoon, when the sun was shining against the tin of this shed, and flashing right down on the hen and her nest, and they actually registered 112 degrees, and in spite of all that this hen brought out 9 chicks off of 14 eggs. Now, why were these eggs not baked at 112 degrees? Because no doubt they only registered that for a short time. Why were they not chilled at 90 degrees? Because when you take the eggs out of an incubator and cool them for 15 and 20 minutes and put them back in that incubator, you will find that the incubator ran right down close to 90 degrees; so don't be alarmed if your incubator runs a little above 103 degrees or a little below 103 degrees. Of course, the manufacturers might say that this view is wrong, because he urges



No. 20. Cockerel and conditioning coops on the Kellerstrass Farm. For information as to plans and specifications see page 173

very strongly to keep your thermometer at 103 degrees, which is correct, but I am only telling you don't get scared if it runs below or above. I had a lady in my neighborhood come here one day, and she was all excited. She said her thermometer had run down to 85 degrees. The lamp had gone out, and no doubt had been out for several hours, but it was not very cold in the room where the incubator stood, nor was it mid-winter. I went over, took in the situation, and told her: "I don't believe I would take the eggs out. I believe I would leave them in there. Just go ahead and watch them hatch out." Which she did, and this incubator actually hatched 73 eggs out of 98 after the eggs had been tested down. Now, you might ask: How often shall we test our eggs? Now, there is another thing; everyone has their own way. All I can do is to tell you "*my way.*" Lots of people test them on the 4th and 5th day. Well, I don't. I usually test mine on about the 7th, 8th or 9th day—that is the first test. Then on the 17th or 18th day I give them the last final test. Now, you might ask what about moisture? Do you supply moisture? Yes, I supply moisture. Do you use moisture devices? No, I don't use moisture devices. I have got some here that were sent to me by some manufacturer, but I really haven't had time to give them a thorough test. I just take a common tin pan; fill it full of sand, and then I fill this pan full of water after the sand is in, pouring off the water that the sand does not absorb. You might ask what is your object in putting that sand in there; I cannot understand it? Well, by putting the sand in there, in pulling the pan in and out, we don't spill the water; that is about the only object I have in putting the sand in there. How much moisture do you supply? I just use common judgment, just common sense. If I am hatching in June or July, and the weather is awfully dry, no moisture in the atmosphere, I use lots of it. If in the spring of the year when we have a rainy season, I don't supply so much. Now, then, on the 18th day, after I make my last test (sometimes I test them on the 19th day, because if I get busy, and the men get busy, there is no use in saying we do things right up to the minute—no, though we try to do things as near right as possible), but nevertheless on the last test I take a towel and stick it in a bucket of warm water about 100 and 103 degrees, and then I wring it out, and spread this towel over the tray of eggs, and on the morning of the 20th day I open the door of the incubator and I jerk this towel off quick and shut the door, and leave it shut until I take the chicks off. Now, you might ask, what the object is in putting this towel over there. Well, I believe it helps to soften up the eggshell. I may be wrong, nevertheless I have got good results this way, and, remember, all through this book I am simply telling you "*my way*" and how I do things. Now, after the chicks are all hatched, we don't take them right out, we usually leave them in the incubator for about 36 to 48 hours, sometimes longer and sometimes not quite as long, because we might be busy and not have the time to take them off today. We leave them in there till the morning because they won't suffer any,



*Kellerstrass Farm
1909-1910
Kellerstrass*

No. 21. Single cockerel conditioning coops on the Kellerstrass Farm. For information as to plans and specifications see page 173

because you know that nature supplied them with food for at least 60 to 70 hours with the yolk of the egg, which they absorb.

Picture No. 25 shows you one of my brooders. It is either an indoor brooder or an outdoor brooder. It is either a fireless brooder or a brooder with heat in it, just any way that you may want to use it. I used to use this brooder in a shed or in the house. In December, January and February with heat in them. In June, July and August I used to use them out-of-doors without heat in them. Afterwards I built a brooder house. I used to have them set all over in the brooder house in the winter time, but now I use the brooder shown in Picture No. 26. This brooder is built on the same principal as my first brooder, only that it is built stationary in the brooder house. The picture shows you a sectional view of my brooders. I have 28 of these in my brooder house. Having the hot water system in my brooder house anyway, I simply decided that I might just as well run two little pipes through the upper part and do away with the lamp proposition in cold weather. Remember, I am only telling you "*my way*" and how I do things, and I put through 98 chicks out of 100 that we bring from the incubator cellar through the brooder house, and as long as I can do that, I don't care to try any other system. These brooders are all filled with common soil, dirt, fresh ground, put in there from out-of-doors. We usually clean them out along in July and August, paint all the wood work with a coat of crude carbolic acid, and haul about a wagon load of dirt into these brooders. I don't believe anyone can make a success in raising chicks on a hard polished floor, or a hard floor, such as is usually found in the ordinary make of brooders. All my chicks are reared on the ground, because I believe the closer we get to nature the better off we are all the time. Now, before bringing these chicks from the incubator into the brooder house, we usually run these brooders for two or three days, having the temperature anywhere from 90 to 100 degrees, and then when we put them into these brooders we don't feed them right away. We put them in the hovers of these brooders and leave them there for about six or eight hours, or if we put them in there in the evening we leave them there until the morning. Then we give them a little fresh water, and their first feed consists of the yolk of hard boiled eggs mixed with toast. That is, we get bread from the bakers, stale bread, cut it up and toast it in the oven. We grind this yolk of hard boiled eggs with the toast in a meat grinder, such as any family uses in the kitchen. We feed them that for the first day or two. I figure that the toast forms a little grit for them. I don't believe in giving them grit right away. I have done that in years gone by, and I found little dead chicks lying around, and on cutting them open, I would find their little stomachs just one solid mass of grit. You know the little things will pick up almost anything they see, and for that reason I don't give them any more grit at that age. Then after a few days I feed them toast with hard boiled eggs; that is, I grind up the whole egg, the yolk, the white, shell and all; the shell helps to form the grit. But at the same time I keep bran

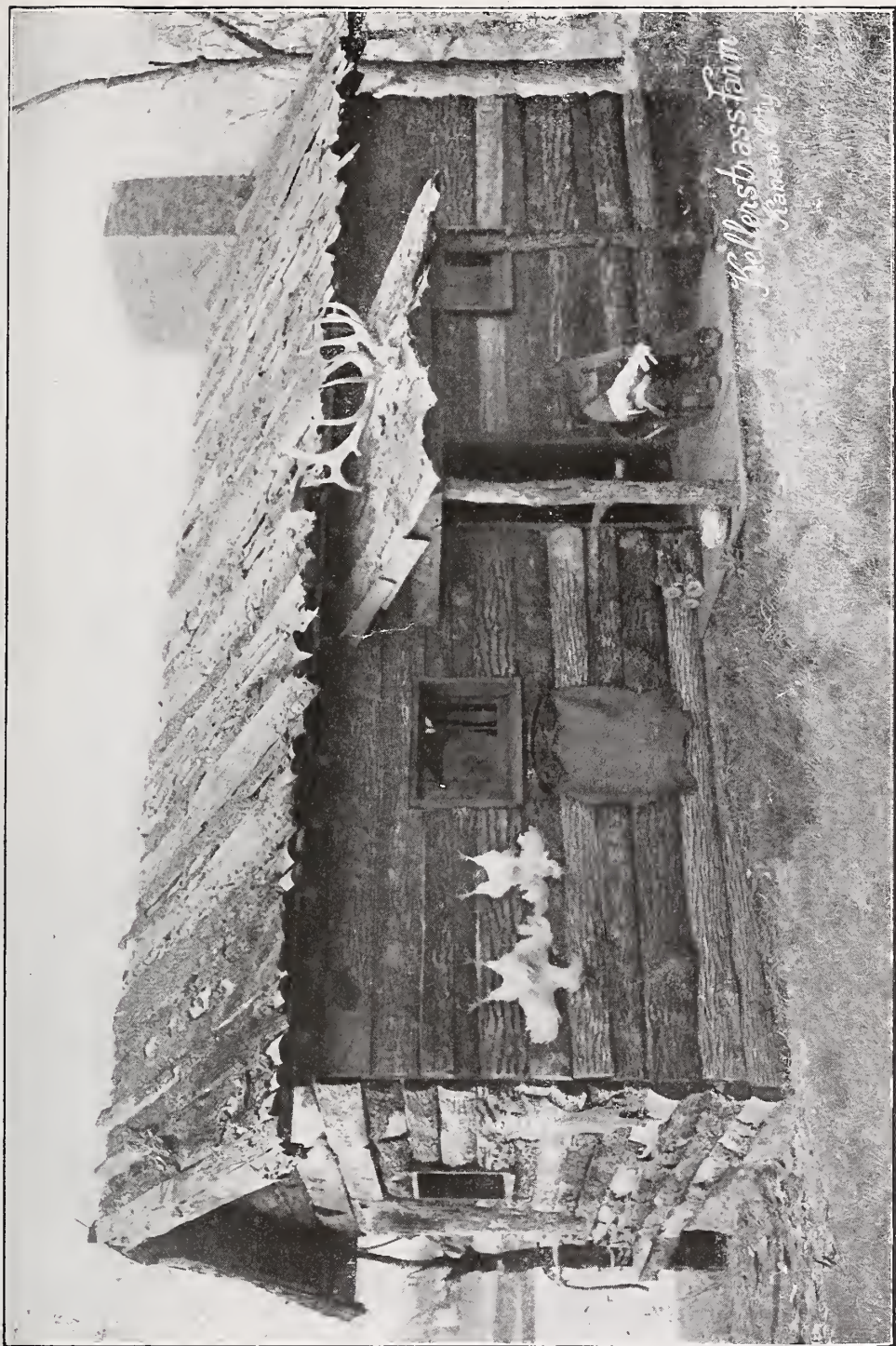


No. 22. A view on the Kellerstrass Farm

before them; in fact, I keep bran before them all the time. I keep bran before my old stock, my young stock and my chicks. You will find bran before all my birds here on the farm 365 days in the year. Then after the 5th or 6th day I start to give them a little grain. We grind up wheat and corn through the mill, and we mix that with the boiled eggs. Of course, if you are not fixed so you can do that, any of the chick-feeds that are sold on the market by good, honest, reliable firms are good feeds. We feed that to them until finally we commence to feed them the whole grain of wheat, the whole grain of kaffir corn and the likes of that. Now, you might say: "How often do you feed them?" Well, we feed them from ten to fifteen times a day. We go around and feed them all they can eat, but we never feed them any more than they will clean up. The worst thing you can do is to throw a lot of feed in there more than they will eat, because it will turn sour, and the little chicks in running around, their droppings get mixed with the feed, and that is a mighty dangerous proposition, especially if the parent stock hasn't been healthy. Then you are more or less liable to have White Diarrhoea, and it will spread over your whole flock. You might say feeding eggs is a very expensive proposition. No, we use the infertile eggs out of the incubator for that purpose. All the old stock on the farm gets fresh water four times a day in the summer time, and twice a day in the winter time. Remember, one thing, that if you don't give your old stock plenty of water, you won't get any eggs. About 90 per cent of the egg is made up of water. Just stop giving your chickens water for two days when they are laying, and see how quick they will stop laying. Now, in winter time we always take the chill off of the water—we set it on a stove so as to take the chill off. You might think this is lots of work and bother. Well, you have got lots of work and bother in anything to succeed. We have got gasoline stoves on various parts of the farm in the buildings for no other purpose than this. We use them in winter time for that purpose. Now, getting back to the little chicks, when we take them out of these brooders, we place them in the brooder in the front part of this brooder house, which is the same kind of a brooder, only that there is a little yard, a little runway outside of the brooder, which gives them their first outdoor exercise, but immediately when taking them out of these first brooders, the man gets in there with a spade, and he turns this ground over about six or eight inches deep, rakes it over, and then it is clean and fresh again for the next batch.

Picture No. 27 will show you their little runways in front of the brooder house.

Picture No. 27 will also show you 317 chicks in the space 12x24, three months old, and a good many, or the majority of them weigh 3 pounds. It just shows you what can be done. Lots of people ask the question: "How long do you keep them in there, Mr. Kellerstrass?" My answer is always this: "If you will tell me what time of the year or what kind of weather or how badly we are crowded in the brooder house, I can answer your question." If we are not crowded in the



*Kellerstrass Farm
Mansbach*

No. 23. View on the Kellerstrass Farm. Read article on page 42

brooder house, we leave the chicks in there until they become 2 months, 3 months, 3½ months old. If we are crowded in the brooder house and get everything full of little chicks and its along pretty late in the season, and the weather is nice, we will then immediately move them into what we call the colony houses.

Picture No. 28 shows you our colony houses. Now, these houses are some old chicken houses that I built years ago, and they have a floor in them, because at that time I was bothered a good deal with vermin, and I had my houses all floored. Well, they come in awfully handy now. Take it in winter time when I am crowded for room in the brooder house; these houses, each one of them, will accommodate from 100 to 300 little chicks. They are 12x14 in size. They have got a floor in them and on this floor we usually keep from four to six inches of old litter, such as leaves, straw, old hay, and the like of that, for them to scratch in. When it comes a nice sunshiny day, or a few hours of sunshine, we let them out in the yard.

Picture No. 29 shows how nicely they are doing in the yard. They remain here until along about the latter part of June or July. Then we move them to what we call "up in the orchard."

Picture No. 30 shows you a pen of pullets in the orchard.

Now, it isn't at all necessary that you give your birds as much room and range as I do, but I have got the room, and I have got the range, and for that reason I keep changing them about from one place to another, so that they get fresh ground, plenty of range, plenty of bugs, and no doubt that helps me to produce the wonderful birds that I do produce. Now, they remain up in this orchard until fall. So along about the first of September or October we start to select the best ones and bring them down, and commence to mate them up for the breeding pens which I have described on the previous pages. Now, these breeding pens are all 9x18, and we usually mate up ten females and a male bird, but we alternate male birds every Monday; that is, we have two male birds as near alike as possible for each pen, and on Monday we take the one male bird out and put him in a separate coop up in the conditioning room, and put a fresh male bird down there. You might ask why we do that? It is simply "*my way*" of doing, because I believe that it helps the fertility, and that is the reason why my eggs always hatch so well, and I have such good fertility; at least, I think that is the cause of it, and I have been doing that way a long while, and until I find some better way of doing, you can rest assured I won't change. Also note one thing; in looking through the pictures and through the various pens, you will find that our males and females all over the farm are always separate. We separate our males from our females just as soon as we can distinguish the sex. Why? Because that is the way I get my "*vitality*." Believe me, you cannot expect any "*vitality*" when you leave your males and females running together all the time. As I say, there is never a male with a female on this farm, only at breeding time, and that is the reason why we have such great big, fine, full-breasted, broad-

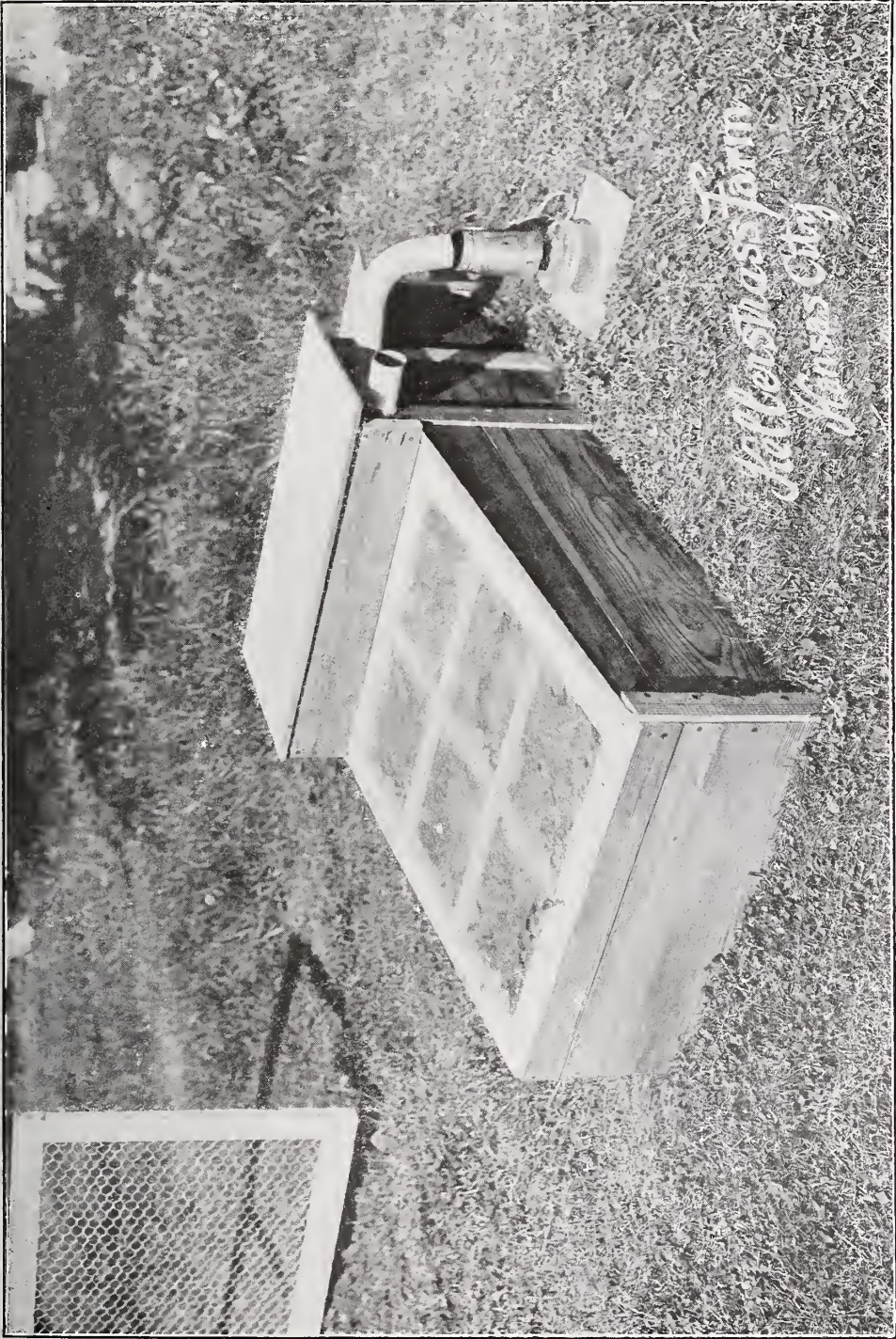


No. 24. Incubator cellar on the Kellerstrass Farm. For information as to plans and specifications see page 173

backed males and females, that the whole world has been talking about. I want to tell you that I believe that this is one of the big secrets of my success. Then another thing is: Always be careful what male birds you put to your females. Always be sure that they are not related, because you cannot expect to mate brothers and sisters and expect any results, absolutely not. If you don't breed your own blood, exchange with your neighbors, that is blood unrelated to yours, or send off to some good, honest, reliable breeder and get yourself a new male bird. Remember one thing, that the male bird is two-thirds of your flock. Of course, if you are not producing eggs for breeding or hatching purposes, you don't need any male bird. You take this same house of mine that is 9x18. I keep 10 females and a male in there, but these same pens when used for an egg farm will hold from 30 to 45 females without a male bird, and they will do well in this sized house. The reason I say from 30 to 45, of course, it depends upon what kind of chickens you are breeding. I wouldn't advise putting only 30 Orpingtons in a pen of this size, but some of the smaller breeds you can put from 40 to 45 in, and they will have plenty of room; in fact, you can put as high as 50 in, and they will do well.

Picture No. 31 is a picture of what I call an ideal hen. What I mean by that is this: This hen can go into any show room, and you can rest assured that she will carry off the high honors. Then, again, she produces the meat; she has got the size. Remember that the Orpingtons are the biggest clean legged fowl in existence today. They have to weigh one pound more than Plymouth Rocks, a pound and a half more than the Wyandottes, and, as I say, according to the American Standard of Perfection they are the heaviest birds bred today. Then, again, you take a hen like this, she has got the size, she produces the eggs. You know that every time a hen lays an egg she loses *one-sixtieth part of her weight* consequently, to produce this egg, she has to consume a whole lot of feed; she has got to have a big crop. Take a bird with a good sized breast, she has room for a good big crop to carry the feed. As I say, this hen is not alone a show winner, but an egg and a meat producer.

Picture No. 32 shows what I call a true type of a Crystal White Orpington cock bird. I have never seen this bird's equal yet, because you can rest assured that any time anyone breeds a bird that equals this bird, I would pay more money for him than any other living man, because it is good birds that we are all after. Lots of times people see a picture of a bird like this, and they will write to a breeder and say: "Now, I want a bird for \$10.00, \$15.00 or \$25.00, and I want a bird on the order of this bird." Well, let me assure you, dear reader, that whenever you breed a bird equal to this bird, you can get from \$500.00 to \$1,000.00 for him, and you don't need to spend a dollar advertising to find a purchaser. That is the only trouble I have, is producing enough birds of this quality; it is no trouble for me to sell them at \$500.00, \$600.00 and \$800.00 apiece; the hardest trouble we have is to produce



No. 25. Indoor or outdoor brooder on the Kellerstrass Farm. For information as to plans and specifications see page 173

them. Now, all birds that are bred are not perfect, not by any means. There are lots of good birds bred, but some are better than others. They are a good deal like a milch cow—some cows give a gallon of milk a day, others give five and six gallons a day; that is what makes the difference in the cost of the cows, and its the same way with the chickens. We have lots of chickens that we sell for \$10.00, \$15.00 and \$20.00 certain times of the year, but not birds like this one. These are the kind of birds that the breeders are after; these are the kind they need in their breeding pens to produce good stock.

Picture No. 33 shows my famous hen, "Peggy." The reason I value this bird so highly is because she has made me my reputation. I have sold her offsprings for thousands upon thousands of dollars; she has earned me a world of money. If you will read some of the testimonials and letters in this book, you will find where I received as high as \$250.00 in one week, just for exhibiting this bird, just to bring her to the show for people to look at, to see what an ideal, perfect bird looks like.

Picture No. 34 shows four females and a male. This is the pen of birds that I sold to Madame Paderewska, the famous pianist's wife, for \$7,500.00. They were shipped to Morges, Star Vand, Switzerland, and within two weeks time after their arrival there they were placed in the show at Lucerne, Switzerland, one of the great shows in Europe, and there carried off the first prize. Now, just think of it! Just stop to think of the "*vitality*" these birds must have to stand a trip of that kind, after being shown all over in this country, and then to go into the show room there in two weeks time and carry off the blue ribbon; that's why I say it pays, and pays well, to buy the best. Breed your birds, breed vitality into them; trap-nest them, mate them up properly. There is one thing, trap-nesting. Now, our birds are trap-nested. Why? you might ask if you haven't any experience. Take for an illustration. All our birds have leg bands on. When they go into the nest, the door drops down and they cannot get out until the man goes around and lets her out. He picks her up and he finds her leg band number, No. 21. He marks it down on a card, and that card is brought up to the office, and the bookkeeper keeps a record of each bird. The next bird leg band, No. 22, we keep track of her the same as we do of No. 21. At the end of the year we find that No. 21 laid 210 eggs. We go and get her and put her in a separate pen, mate her up to a good male bird, and that is the way we produce our big egg producers. We find that No. 22 laid 86 eggs. We go get her, put her in the fattening pen, fatten her up, and dress her and send her to the market. If you have never had any experience in trap-nesting, you had better put some in right away, and trap-nest your birds, and you will see that you have got some of them that don't even pay for their feed, and the quicker you get rid of them the better off you are.

Picture No. 35 is of four females and a male that I sold eggs from during the spring season of 1910 for \$10.00 each; \$150.00 the setting, and



No. 26.

A section in the brooder house on the Kellerstrass Farm.

For information as to plans and specifications see page 173

I even turned down orders at this enormous figure. Why? Because I could make more money by raising the chickens and selling the chickens. It is no common occurrence for me to get from \$200.00 to \$500.00 for a male bird, so you can readily see what makes these eggs so valuable. Now, you must remember one thing; that these five birds are the choicest birds, selected from a flock of hundreds of birds; they are the very best in that flock; that is the reason why we charge so much for their offsprings or their eggs.

Picture No. 36 is twelve pullets and a cockerel. These twelve pullets averaged eight and nine eggs a day from that one pen when they were but four and a half months old, and to show you that all these great things are not accomplished on this farm alone, if you will read through some of the testimonials you will find where lots of people have pullets that laid at four months; you will find some that have pullets from our stock that laid when they were three and a half months old.

Picture No. 37 shows a pullet that was hatched on January 5th, 1910. She commenced to lay in May, and Picture No. 38 shows some of her little chicks that were hatched out in June, which shows that this pullet reproduced herself in less than six months' time. Then again, if you will read through some of the letters and testimonials in this book, you will find that I have lots of customers that are raising chickens according to my plan that are raising my kind of chickens, and you will find that they have chickens that reproduce themselves two and three times in less than twelve months' time. It simply goes to show what can be done in the poultry business by having the right kind of stock; the right kind of foundation to start with. That is the main thing. Remember, I am using a good deal of space in this book with letters and testimonials, but I have got to do it. I have got to do it to show you what I am doing, and not alone me, but that my customers are doing equally as well, and in a good many instances there are lots of them even doing better than I am. No doubt you have bought poultry books before now or took lessons in poultry raising or something of that kind, but of these poultry books that you have read, how many of them were ever written by a man who actually had a farm and was willing to show it, who actually was producing birds, who actually was making money out of the chicken business, and that is the reason why I am putting so many pictures of my farm in this book to show that we have really got a farm here; to show you what we really have got. Now a lot of these eminent writers that tell you how things should be done and tell you how to make a success in the poultry business may be able to do so, but it don't look possible to me for a man to tell you or to tell me how to do anything, when he has never done it himself, and as I say, I have for several years tried to tell people what I have done and how I do things, and I find today that there are a good many of them that I take my hat off to. I have lots of customers that have followed "*my way*" that have accomplished things with my birds and by reading my books and following my methods that excel things that I have done.



No. 27. Runs in front of the brooder house on the Kellerstrass Farm. For information as to plans and specifications see page 173

Picture No. 39 shows brood and nursery yards here on our farm. Now, late in the season I quite often have some good hens that I set on a setting of eggs, and the reason I do this is because I think it is good for the hen to raise a litter of chicks; that is, I think it is good for the hen's sake. In fact, this year I have set quite a good many during June and July, because as I say, I believe it is good for the hen to raise a litter of chicks, but of course pretty near all our birds are hatched in incubators, because it is almost impossible to have a setting hen in December, January and February in the cold winter months; at least, it is impossible to have plenty of them. If you want to raise a lot of chickens you cannot do without the incubators and the brooders; you can handle them so much more easily and handle so many more of them.

Picture No. 40 shows an ideal breeding pen. From birds of this type we usually get \$10.00 a setting of 15 eggs.

Picture No. 41 shows another pen of birds. These are the kind of birds that are in my \$30.00 mating yard; I never sold an egg for less than \$2.00 apiece from these birds. It goes to show you that it pays to breed good stock. You must remember that while I was getting \$2.00 apiece for these eggs I returned thousands upon thousands of dollars for orders that I was unable to fill.

Picture No. 42 shows some ideal male birds. These are the kind of birds that I use for breeding purposes. These are the kind of birds that I get from \$50.00 to \$500.00 apiece for, and I have to refer you again to the testimonials and letters in the back of this book, which shows that I have sent back thousands of dollars for orders that I was unable to fill. Now, why is it; why is it that I have got to return money and unable to fill the orders? It is simply because I am breeding good stock that is producing the meat and the eggs. It isn't alone the blue ribbons and the prize-winning, because a bird that will win in the show room wouldn't bring you very much money, unless that bird, or that strain of birds would have something more behind it, such as a commercial value, in the way of eggs and meat, and that my birds win in the show room and produce the eggs and meat; no one needs to take my word for that. No one needs to listen to what I say in this book. Just look through the testimonials; they speak louder than any advertising or anything that I might say. You will never make a success in any line of business unless your customers succeed. That has been my wonderful success, because my customers that tend to their birds and make a business of it, are making money. There are lots of them that are selling eggs at \$1.00 apiece. Lots of them that are selling chicks for \$2.00 apiece. Some of them made as high as \$76.00 a year per hen. Some of them even more than that. Some even made over \$100.00 a year off of each hen. If I were to write these things and wouldn't furnish you the testimonials, you couldn't believe it. In time gone by, I was criticised and my methods were being criticised by some of the old fogies, some of the old-time breeders, but since my customers are doing



No. 28. Colony or breeding houses on the Kellerstrass Farm. For information as to plans and specifications see page 173

equally as well, and in a good many instances are doing even better than I am doing, you do not hear of them any more.

Picture No. 43 is the interior of our water works building, our pumping station. This is a Triplex pump run by electricity. I have had this pump here on the farm five years this spring in operation and it has cost me less than \$10.00 to keep it in running order. Another instance where it pays to buy the best. This pump pumps sixty gallons a minute against 120 pounds of pressure. It supplies the water for the residence, for the tenant houses, for the conditioning room, for the barn, for the brooder house, incubator cellars and the hen houses, and also in case of fire. We have our own water plugs located at various parts of the farm here for fire protection.

Picture No. 44 shows you our electric light plant, which is located on the driveway as you come up from the station.

Picture No. 45 shows the interior of our electric light plant. Here is where we make all the power for our farm. These wires all lead to different parts of the farm, such as the residence, tenant houses, office, incubator cellar, brooder house and hen houses. If you will note in the picture of the interior of the hen houses you will see we have light in there. It also furnishes power to grind our feed and meat, and we also experiment all the time; in fact, I have been experimenting for the last three or four years to hatch and brood by electricity, but to be honest about it, I haven't succeeded very well. I can do real well with the brooding part of it; I can supply the heat for brooding purposes, but I cannot yet get a uniform heat for hatching, but no doubt in time we will succeed, because I believe electricity is one of the greatest powers there is, and as I say, I spend a good deal of money every year experimenting along this line and am always cheerful and willing to give all this information to the press, which I have done from time to time.

Picture No. 46 is a pair of Squab Broilers, eight weeks old, weighing two pounds each. Now we have Squab Broilers on the farm that weigh more than two pounds at eight weeks old. Also we have some that don't quite weigh two pounds in eight weeks. The average weight of a Squab Broiler from the Crystal White Orpingtons is two pounds. These birds sell right here in Kansas City in the open market for 35 cents a pound. There are markets in the East where of course I know that they bring a good deal more money, but you must remember that I am only giving you a fair price of what these bring, or in other words, what they bring right here at home. I know of cases where these same birds sell in the Eastern markets all during the season for \$1.50 a pair.

In Picture No. 47 are shown some Spring Frys, also raised and dressed here on the farm. These were twelve weeks old, weighing three pounds each, and sell readily here in the open market for 30 cents a pound.

In Picture No. 48 are shown some Soft Roasters, sixteen weeks old, averaging four and a half pounds each. These birds sell here in Kansas City in the open market for 25 cents a pound.



No. 29. A healthy bunch of youngsters on the Kellerstrass Farm

Now just stop and figure what money there is either in the Squab Broilers, Spring Frys or Soft Roasters. I don't care where you live, you can find a market for either one of them. You can find a market in San Francisco, Denver, St. Louis, Kansas City, Chicago or New York any time for your Squab Broilers, eight weeks old, averaging two pounds each, for 35 cents a pound. This I know, because they bring that in my own market right here at home. Some people may think this price is high, but I know it is not; because you must readily understand that the hotels and restaurants take these Squab Broilers, cut them in two, and it serves two portions.

Of course these pictures are all of Crystal White Orpingtons raised here on the farm, also dressed right here on the farm. These birds had no special care nor special feed. In fact, they were just picked up right out of the flock here on the farm, dressed and the photograph taken. I simply show these pictures so as to give you an idea of how nice and plump these birds dress. Of course, when we stop to think that the White Orpingtons must weight one pound more than any other bird, according to the American standard that is one pound more than any other clean-legged fowl, it is very easy to see why the Orpingtons mature so quickly.

Then again, show me where a person can get returns on their money any quicker than they can in raising chickens in eight weeks and turn them into ready cash at the prices that I quote, and as I say, remember the prices I mention are taken right here from my own market, and I know positively that in some markets they are never sold at the low price that I mention above.

Picture No. 49 shows a bunch of cockerels up in the orchard. Remember, our birds are separated; that is, we take the males from the females just as soon as we can distinguish the sex, and the birds shown in this picture have free range up until they become four or five months old. They are then brought down and placed each one separate in the cockerel coops which I have described in another part of this book, and as I have told you, the male bird is two-thirds of your flock; consequently, it is very important to have a good male bird, and the way I treat my male birds, that is the way I have produced such wonderful big birds—birds with vitality. Remember, vitality is the whole thing. When you use a bird of this kind in your breeding pen, you can rest assured that when your chicks are hatched, you can turn them out almost anywhere and they will live, because they have got the vitality. Take, on the other hand, the ordinary farm bird, where the males run with the females from the time they are hatched; how can you expect any vitality there the next spring, say in February, March or April, when you go to hatch? Absolutely not. You have got fertility, and the egg will hatch, but in a few days you will go around and gather up the dead. Why? Because that little chick didn't come from the right kind of stock; the parent stock did not have the vitality, and unless your parent stock is healthy and has got vitality, your fertility amounts



No. 30. A flock of pullets on the Kellerstrass Farm

to very little, and unless you have got good, healthy, vigorous stock to breed from, you will never succeed in the poultry business, no matter what kind or what breed you handle. Always bear in mind that when writing this book I simply tell you what I have done and what I am doing. As I have told you, first find out what kind of chickens you like, then go to that man's farm and select the best birds that your money will buy, and see that they are bred right; see that their blood lines are right; see that they have got vitality, and you are bound to succeed.

Picture No. 50 shows our office here on the farm. It is the only office we have, and we have it right here on the farm where we have everything together. This is the first building that I built when I located on this farm. Here is where I had two iron beds, a little piece of carpet on the floor, and where my wife and children and myself lived as we were building this farm and the buildings that I have shown you in this book. We now use the building for an office.

Picture No. 51 shows you the interior of our general office. Here is where we do all our corresponding. Here is where the business is handled in a general way. Here is where we keep all our files of every egg and every bird that leaves the farm. If you ever bought a bird from me in the last twelve or fifteen years, I can tell you what date you bought it, what pen it came from, and what leg band it had on when I shipped it to you. I can tell you what every man bought in the way of eggs, what pen they came from and what birds were in that pen, and what show they won at. In fact, as I say, in this office is where we do most of our business.

Picture No. 52 is what we call the secretary's office. This is my daughter, Grace Kellerstrass's office. Here is where all the mail is brought; here is where all the mail is opened. Here is where all the advertising is checked off, and a record is kept of what paper pays and what paper doesn't pay, and what results we get. Here is where we handle as high as 300 and 500 letters in one day, and when you write us and you don't get a reply by the next mail, don't be offended, because your letter comes in rotation, and everything is taken up in rotation, and don't think because your letter don't amount to very much, or because it is only an inquiry, that we don't give it the proper attention and proper care; you can rest assured that we do, because that is the way we have built up this enormous business, is by trying to treat our customers in the best way that we possibly can; but bear in mind that we live in the country, and we only have rural free delivery out here and it takes a day longer for us to get our mail than if we lived in the city, and if you don't get a reply to your letter in a reasonable length of time, just write us again, because your letter might have been lost, because you can readily see where a person handles so much mail that a letter is liable to get lost. We have also found out by experience that sometimes a person writes a letter in a hurry and forgets to sign their name to it; all we can do then is to file that letter and wait and live



No. 31. Ideal breeding, laying or show bird
Owned by Kellerstrass Farm

in hopes that the parties will write again. Then again, sometimes we have had the experience, at least I know of one particular case, where there was a mail car in a wreck which was burnt up completely right here within a few miles of Kansas City. Well, no doubt there might have been from forty to a hundred letters in that car for us; at least, we know positively that there were over twenty letters in there that were actually traced; and all those little things you know can occur, so as I say, just try and be patient and you can rest assured that we will always try and do our part.

Picture No. 53 shows the interior of Mr. Ernest Kellerstrass's office.

Now, I have tried to explain things to you as fully as I can. In going along and describing my farm, from the very first little hen house that I have built up to the present time, and in reading over this little story, kindly always bear one thing in mind, that this farm was started on a very small capital in a very small way, but as I have told you, every dollar that I made I put right back into the business, and that is how I built up this enormous plant.

Picture No. 54 shows the station located right here on our farm. We are located about eight and a half miles south of Kansas City on what is known as the Dodson electric line. When you arrive in Kansas City at the Union Station, all you need to do is to take any car line for uptown, and ask the conductor to transfer you on to the Country Club line; go to the end of that line and then transfer to the Dodson line and tell the conductor of the Dodson line to let you off at *Kellerstrass Station*, and you are right on the farm, right on the place where you can see all these buildings that you see the pictures of in this book. We can show you everything right here on this farm that we show you in this book, and we are always glad and willing to do it, to anyone that is interested or may be interested in the poultry business.

\$18,178.53 Net Profit

I have told you that I sold \$9,068.00 worth of eggs from one house from July 1, 1909, to July 1, 1910. This house contained 222 hens. I sold 4,534 eggs at \$2.00 each from this house, making \$9,068.00. Besides selling these eggs I hatched 95 per cent of the birds that I raised this year on my farm from this same house.

The following is a list of names and addresses of persons who paid me this \$9,068.00, which is evidence that no one can dispute:

Jos. C. Allen.....	Hatfield, Ark.	15	eggs	\$30.00.	Matings	\$30.00
W. F. Ashley.....	Loraine, Ohio.	15	"	"	"	30.00
G. W. Bail.....	Cleveland, Ohio.	15	"	"	"	30.00
Franklin Baker.	Philadelphia, Pa.	15	"	"	"	30.00
J. H. Barnes.....	Garfield, Wash.	15	"	"	"	30.00
Chas. Bauer.	Waterloo, Ont., Can.	15	"	"	"	30.00
Miss Johnnie Beard.....	Hopkinsville, Ky.	15	"	"	"	30.00
Geo. W. Beckenstein.....	Cincinnati, Ohio.	15	"	"	"	30.00
Jno. Bennett.	Erie, Pa.	15	"	"	"	30.00
E. W. Benson.....	Bardwell, Ky.	15	"	"	"	30.00
Mrs. V. H. M. Betts.....	Spokane, Wash.	15	"	"	"	30.00
W. H. Bissell.....	Livermore, Cal.	15	"	"	"	30.00
G. F. Blair.....	Jackson, Mich.	15	"	"	"	30.00
Geo. C. Bonnell.....	Hamilton, Ohio.	15	"	"	"	30.00
W. T. Bonney.....	Pen Argyle, Pa.	15	"	"	"	30.00
W. A. Boone.....	Pontotoc, Miss.	15	"	"	"	30.00
J. A. Bradley.....	Geneseo, Ill.	15	"	"	"	30.00
H. R. Brown.....	Highmore, S. D.	15	"	"	"	30.00
Ira S. Brown.....	Cleburne, Tex.	15	"	"	"	30.00
R. G. Brown, Jr.....	Longview, Tex.	15	"	"	"	30.00
Mrs. Dr. Brubaker.....	Hubbard, Iowa.	15	"	"	"	30.00
A. B. Bryan.....	Danielsville, Pa.	15	"	"	"	30.00
Geo. Burghart.	Topeka, Kas.	15	"	"	"	30.00
Arthur F. Cahoon.....	Harwich, Mass.	15	"	"	"	30.00
John Cameron.	Des Moines, Iowa.....	15	"	"	"	30.00
Mrs. B. H. Campbell.....	Anderson, Mo.	15	"	"	"	30.00
M. S. Campbell.....	DeKalb, Ill.	15	"	"	"	30.00
J. G. Casey.....	Greenville, Ill.	15	"	"	"	30.00
Mrs. L. C. Catlett.....	Gloucester, Va.	15	"	"	"	30.00
Lowell Chamberlain.	Des Moines, Iowa.....	15	"	"	"	30.00
C. C. Christy.....	Des Moines, Iowa.....	15	"	"	"	30.00
J. S. Coleman.....	Asheville, N. C.	15	"	"	"	30.00
Wm. F. Cooper.....	Tucson, Ariz.	15	"	"	"	30.00
F. M. Culver.....	Benson, Neb.	15	"	"	"	30.00
Roy L. Curlee.....	Glendora, Cal.	15	"	"	"	30.00
C. T. Davis, Jr.....	Bridgeton, N. J.	15	"	"	"	30.00
J. H. Dickerson.....	Los Angeles, Cal.	15	"	"	"	30.00
C. A. Dobbs.....	Gainesville, Ga.	15	"	"	"	30.00
L. F. Edwards.....	Athens, Ga.	15	"	"	"	30.00
J. W. Everett.....	Pine Bluff, Ark.	15	"	"	"	30.00
W. H. Everhard.....	Massillon, Ohio.	15	"	"	"	30.00
J. C. Farr.....	Ogden, Utah.	15	"	"	"	30.00
J. C. Farr.....	Ogden, Utah.	15	"	"	"	30.00
Mrs. A. B. Finch.....	Oklahoma City, Okla.	15	"	"	"	30.00
Dr. Roy T. Fisher.....	Kansas City, Mo.	15	"	"	"	30.00

Walter Fisher.	Norwood, Ohio.	15	eggs \$30.00.	Matings \$30.00
B. J. Ford.	West Milton, Ohio.	15	" "	30.00
W. A. Fort.	Marion Junction, Ala.	15	" "	30.00
John R. Frew.	Eustis, Neb.	15	" "	30.00
Mrs. C. J. Frey.	Boone, Iowa.	15	" "	30.00
W. W. Frye.	Middleton, Ind.	15	" "	30.00
I. G. Funk.	McLean, Ill.	15	" "	30.00
G. A. Gale.	Weldon, Ill.	15	" "	30.00
R. H. Gamble.	Lima, Ohio.	15	" "	30.00
E. E. Garst.	Stanford, Ohio.	15	" "	30.00
Wm. F. G. Geisse.	Great Barrington, Mass.	15	" "	30.00
W. B. Glotfelty.	Sharpsburg, Pa.	15	" "	30.00
Mrs. R. E. Good.	Chariton, Iowa.	15	" "	30.00
S. L. Graham.	Rome, Ga.	15	" "	30.00
G. A. Grevemeyer.	Louisville, Ky.	15	" "	30.00
Mrs. Ida E. Harrington.	Junction City, Kas.	15	" "	30.00
Mrs. Jas. L. Hammett.	Huntsville, Mo.	15	" "	30.00
J. D. Harris.	Lavernia, Texas.	15	" "	30.00
P. W. Hatch.	Plano, Ill.	15	" "	30.00
P. C. Haunton.	Rochester, N. Y.	15	" "	30.00
S. T. Hauser, Jr.	Helena, Mont.	15	" "	30.00
F. L. Hawkins.	Richmond, Va.	15	" "	30.00
W. C. Hayward.	Langley Prairie, B. C.	15	" "	30.00
Martin Healy.	Baltimore, Md.	15	" "	30.00
L. M. Heinen.	New Prague, Minn.	15	" "	30.00
H. C. Heincen.	Clinton, Iowa.	15	" "	30.00
Mrs. J. W. Hertford.	Houston, Texas.	15	" "	30.00
Wm. B. Hess.	Cleveland, Ohio.	15	" "	30.00
Olive Hewitt.	Oak Ridge, La.	15	" "	30.00
Fred C. Hill.	Clinton, Ill.	15	" "	30.00
L. W. Hollingsworth.	Sterling, Kas.	15	" "	30.00
Henry L. Holt.	Jamaica, N. Y.	15	" "	30.00
Chas. Hoofnagle.	Altoona, Pa.	15	" "	30.00
E. L. Hosford.	Burlington, Iowa.	15	" "	30.00
Amos Huffman.	Hayti, Mo.	15	" "	30.00
H. B. Hutchinson.	Olympia, Wash.	15	" "	30.00
Mrs. J. C. Hutchinson.	Cambridge, Ill.	15	" "	30.00
T. H. Hutchinson.	Oxford, Miss.	15	" "	30.00
Clara Carter Hyatt.	Porto Bello, Md.	15	" "	30.00
W. P. Imon.	Pine Bluff, Ark.	15	" "	30.00
Dr. A. L. Inglesby.	Bingham Canyon, Utah.	15	" "	30.00
Z. M. Jennings.	Salt Sulphur Sps, W. Va.	15	" "	30.00
N. M. Johnson.	Gloucester, Mass.	15	" "	30.00
Sam'l Jones.	East Liverpool, O.	15	" "	30.00
W. E. Jones.	Williamsville, Ill.	15	" "	30.00
W. J. Joss.	Hereford, Texas.	15	" "	30.00
C. E. Kellogg.	Battle Creek, Mich.	15	" "	30.00
W. R. Kendall.	Independence, Mo.	15	" "	30.00
D. B. Kenney.	Huntington, W. Va.	15	" "	30.00
Jno. Klein.	New York City, N. Y.	15	" "	30.00
Lincoln Knapp.	Centerville, Iowa.	15	" "	30.00
Russell Kneisley.	Carrollton, Mo.	15	" "	30.00
P. C. Koeber.	New York City, N. Y.	15	" "	30.00
Jno. S. Kohlbecker.	Springfield, Ill.	15	" "	30.00
H. M. Larter.	Newark, N. J.	15	" "	30.00
Henry C. Little.	West Newton, Mass.	15	" "	30.00



No. 32. An ideal cock bird. Owned by Kellerstrass Farm

L. E. Leavenworth	Cleveland, Ohio.	15	eggs	\$30.00.	Matings	\$30.00
R. H. Lindhorst	Cleveland, Ohio.	15	"	"	"	30.00
Thos. Lee Little	Camden, S. C.	15	"	"	"	30.00
R. F. S. Logan	Hernando, Miss.	15	"	"	"	30.00
J. O. Long	Kirksville, Mo.	15	"	"	"	30.00
I. A. Lundy	Topeka, Kas.	15	"	"	"	30.00
C. D. Mason	Gladstone, Mich.	15	"	"	"	30.00
J. I. McClurkin	Lamar, Ark.	15	"	"	"	30.00
D. C. McCarthy	Kansas City, Mo.	15	"	"	"	30.00
F. W. McIntosh	Farmville, Va.	15	"	"	"	30.00
McIntyre & Maples	New London, Mo.	15	"	"	"	30.00
S. A. McNeely	Lyric, Texas.	15	"	"	"	30.00
Geo. Messner	Belle Plaine, Iowa	15	"	"	"	30.00
I. R. Michalt	Tacoma, Wash.	15	"	"	"	30.00
Henry Moeller	Columbus, Ohio.	15	"	"	"	30.00
J. W. Montague	Madeira, Cal.	15	"	"	"	30.00
Mollie Montgomery	Pomeroy, Wash.	15	"	"	"	30.00
E. B. Mooney	Newcastle, Ind.	15	"	"	"	30.00
Dr. S. T. Morgan	Shawneetown, Mo.	15	"	"	"	30.00
S. F. Morrow	Terrell, Texas.	15	"	"	"	30.00
Dr. C. L. Mullins	Broken Bow, Neb.	15	"	"	"	30.00
M. L. Murdock	Wilburton, Okla.	15	"	"	"	30.00
A. J. Myers	Linfield, Pa.	15	"	"	"	30.00
P. J. Noer	Wabeno, Wis.	15	"	"	"	30.00
E. P. Owsley	Columbus, Ga.	15	"	"	"	30.00
M. C. Overton	Lubbuck, Texas	15	"	"	"	30.00
O. L. Page	Des Moines, Iowa	15	"	"	"	30.00
A. C. Parker	Des Moines, Iowa	15	"	"	"	30.00
G. D. Parks	Newburn, Tenn.	15	"	"	"	30.00
Jno. C. Peifer	Danville, Pa.	15	"	"	"	30.00
T. M. Penrose	Salt Lake City, Utah	15	"	"	"	30.00
A. G. Peters	Scranton, Pa.	15	"	"	"	30.00
Mrs. M. F. Petrowsky	Los Angeles, Cal.	15	"	"	"	30.00
Chas. W. Phillips	Monroe, La.	15	"	"	"	30.00
A. J. Pinto	Burlington, N. J.	15	"	"	"	30.00
S. E. Preston	Ft. Morgan, Colo.	15	"	"	"	30.00
J. W. Primmer	Iola, Kas.	15	"	"	"	30.00
Geo. E. Pryor	Long Beach, Cal.	15	"	"	"	30.00
W. B. Ransom	Stephensville, Mont.	15	"	"	"	30.00
C. Reeder	Leon, Iowa.	15	"	"	"	30.00
D. H. Reeves	Montgomery, Ala.	15	"	"	"	30.00
A. Reinking	Baraboo, Wis.	15	"	"	"	30.00
J. W. Rhea	Teague, Texas.	15	"	"	"	30.00
J. W. Rhu	Norwood, Ohio.	15	"	"	"	30.00
Beatrice Richard	Lake Charles, La.	15	"	"	"	30.00
Chas. H. Richardson	Lynn, Mass.	15	"	"	"	30.00
D. W. Roberts	Cleveland, Ohio.	15	"	"	"	30.00
Geo. Rholig	Passaic, N. J.	15	"	"	"	30.00
Mrs. B. Ross	Akron, Iowa.	15	"	"	"	30.00
Dr. F. M. Rossiter	North Yakima, Wash.	15	"	"	"	30.00
Anton J. Sartori	Lamars, Iowa.	15	"	"	"	30.00
E. E. Schmebelin	St. Louis, Mo.	15	"	"	"	30.00
J. A. Roy	Netcong, N. J.	15	"	"	"	30.00
Mrs. Jennie F. Scott	Charleston, Ill.	15	"	"	"	30.00
W. Edw. Scott	Portland, Maine.	15	"	"	"	30.00
Robt. Seay	North Emporia, Va.	15	"	"	"	30.00

Sheridan C. Sell.....	Dalton, Ohio.	15	eggs \$30.00	Matings \$30.00
J. T. Setzer.....	Hickory, N. C.....	15	" "	" 30.00
L. B. Shaffer.....	Flagstaff, Ariz.	15	" "	" 30.00
B. B. Shenkner.....	Weston, Mo.	15	" "	" 30.00
H. H. Sherman.....	Alva, Okla.	15	" "	" 30.00
O. W. Shick.....	Springfield, Ohio.	15	" "	" 30.00
W. H. Shippen.....	Elijay, Ga.	15	" "	" 30.00
Mrs. G. E. Shriver.....	Santa Ana, Cal.....	15	" "	" 30.00
O. J. Slater.....	Arcadia, Kas.	15	" "	" 30.00
W. D. Slaton.....	Dallas, Texas.	15	" "	" 30.00
Clara Smith	Weldon, Ill.	15	" "	" 30.00
E. C. Smith.....	Fostoria, Texas.	15	" "	" 30.00
H. A. Smith.....	Maloy, Iowa.	15	" "	" 30.00
L. C. Smith.....	Osceola, Iowa.	15	" "	" 30.00
A. G. Snavely.....	Livingston, Mont.	15	" "	" 30.00
Walter V. Souder.....	Souderton, Pa.	15	" "	" 30.00
Mrs. C. E. Spangler.....	Elmwood, Ill.	15	" "	" 30.00
Isaac Sparks	Mill Creek, Okla.	15	" "	" 30.00
W. A. Sparrow	Kent, Ohio.	15	" "	" 30.00
C. B. Steddum.....	Los Angeles, Cal.....	15	" "	" 30.00
Dr. F. P. Stedem.....	Saybrook, Ill.	15	" "	" 30.00
M. C. Stephens.....	Lebanon, Neb.	15	" "	" 30.00
W. H. Stephens.....	Marathon, N. Y.....	15	" "	" 30.00
S. E. Sternberger	Jackson, Ohio.	15	" "	" 30.00
Mrs. W. A. Stirmlinger.....	Elsberry, Mo.	15	" "	" 30.00
Mrs. Jno. M. Stokes.....	Kankakee, Ill.	15	" "	" 30.00
F. T. Stowe.....	Ann Arbor, Mich.	15	" "	" 30.00
Rev. W. D. Stoyer.....	Schuylkill Haven, Pa... 15		" "	" 30.00
J. E. Sutherland.....	Canby, Ore.	15	" "	" 30.00
Taggart & Co.....	Savannah, Ga.	15	" "	" 30.00
W. H. Talley.....	Temple, Ga.	15	" "	" 30.00
Amanda L. Taylor.....	San Marcos, Texas..... 15		" "	" 30.00
E. F. Taylor.....	Gross Valley, Cal..... 15		" "	" 30.00
C. A. Tarrey.....	Homer, N. Y.	15	" "	" 30.00
L. E. Thompson.....	Princeton, Ill.	15	" "	" 30.00
Howard F. Tomlinson.....	Trenton, N. J.	15	" "	" 30.00
C. M. Trigg.....	Willow Point, B. C..... 15		" "	" 30.00
Louis B. Trussell.....	Crothers, Pa.	15	" "	" 30.00
F. D. Underwood.....	Harwich, Mass.	15	" "	" 30.00
A. Vanderbee.	Los Angeles, Cal.	15	" "	" 30.00
Mrs. N. E. VanSchviack....	Bryant, S. D.	15	" "	" 30.00
W. C. Waring.....	Phoenix, N. Y.	15	" "	" 30.00
L. E. Weber.....	Du Bois, Pa.	15	" "	" 30.00
H. Wessels	Louisville, Ky.	15	" "	" 30.00
Geo. Westfall.	Kansas City, Mo..... 15		" "	" 30.00
H. A. Wideman.....	Santa Cruz, Cal.	15	" "	" 30.00
Leslie Gates Wilcox.....	Townsend, Mont.	15	" "	" 30.00
C. E. Williams.....	Omaha, Neb.	15	" "	" 30.00
Mrs. Wallace B. Williams...	North Yakima, Wash... 15		" "	" 30.00
Mrs. W. E. Willis.....	Broken Bow, Neb.	15	" "	" 30.00
O. C. Wilson.....	Bellows Falls, Vt.	15	" "	" 30.00
O. F. Wisner.....	Wooster, Ohio.	15	" "	" 30.00
Mrs. W. A. Wisong.....	Thurmont, Md.	15	" "	" 30.00
C. H. Wittee.....	New York City, N. Y.... 15		" "	" 30.00
Will B. Wood.....	Penrose, Colo.	15	" "	" 30.00
Mrs. Bethold Wuth.....	Hood River, Ore.	15	" "	" 30.00

W. S. Yeston.....	St. James, N. Y.....	15	eggs \$30.00	Matings \$30.00
E. D. Yoder.....	Hickory, N. C.	15	" "	" 30.00
H. S. Affleck.....	San Antonio, Texas.....	12	" "	" 24.00
Arthur P. Allen.....	Seattle, Wash.	16	" "	" 32.00
G. E. Allen.....	Milton, Ore.	10	" "	" 20.00
C. H. Althouse.....	Turney, Mo.	8	" "	" 16.00
Geo. Armknecht.	Donnellson, Iowa.	12	" "	" 24.00
Rob Atzel.	Cincinnati, Ohio.	8	" "	" 16.00
A. M. Barnes.....	Corpus Christi, Texas....	8	" "	" 16.00
C. L. Baskin.....	Temple, Ga.	7	" "	" 14.00
Wm. H. Baumbach.....	Mellen, Miss.	18	" "	" 36.00
Mrs. J. W. Beck.....	Topeka, Kas.	8	" "	" 16.00
J. W. Becker.....	Walnut Port, Pa.	9	" "	" 18.00
Mrs. S. R. Bell.....	Kansas City, Mo.	7	" "	" 14.00
Emmett Berry	Bluff City, Kas.	8	" "	" 16.00
L. M. Bogle.....	Tupelo, Miss.	3	" "	" 6.00
J. A. Bowling.....	Alva, Okla.	8	" "	" 16.00
L. G. Braswell.....	Rifle, Colo.	8	" "	" 16.00
Jas. D. Cheesman.....	Andover, N. Y.	5	" "	" 10.00
Dr. Jno. Common.....	Andover, N. Y.	8	" "	" 16.00
Geo. A. Cattle.....	Calgary, Alta, Can.....	8	" "	" 16.00
A. P. Craig.....	Toronto, Can.	8	" "	" 16.00
J. E. Crawford.....	Charleston, W. Va.....	8	" "	" 16.00
Dr. J. B. Crist.....	Golconda, Ill.	10	" "	" 20.00
E. Cross.	Athens, Mich.	3	" "	" 6.00
L. M. Crusen.....	Ft. Smith, Ark.	16	" "	" 32.00
C. G. Currier.....	Ft. Madison, Iowa.....	8	" "	" 16.00
H. W. Dancer.....	Cleveland, Ohio.	8	" "	" 16.00
C. H. Davis.....	Kansas City, Kas.	8	" "	" 16.00
F. M. Davis.....	Linden Heights, Ohio....	8	" "	" 16.00
Lawrence Donnelly.	Baltimore, Md.	8	" "	" 16.00
E. A. Downs.....	Flora, Miss.	2	" "	" 4.00
Alfred Drake.	Maple Hill, Kas.....	3	" "	" 6.00
A. S. Dresbach.....	Oelwein, Iowa.	5	" "	" 10.00
Mrs. Claude Dunn.....	Yazoo City, Miss.....	10	" "	" 20.00
J. A. Dunwody.....	Cripple Creek, Col.	30	" "	" 60.00
R. Durst.	Moundridge, Kas.	5	" "	" 10.00
E. T. Emery.....	Pattensburg, Mo.	8	" "	" 16.00
C. M. Ennis.....	West Park, Ohio.....	8	" "	" 16.00
M. Feldman.	Portland, Oregon.	5	" "	" 10.00
T. F. Feltner.....	Boise, Idaho.	8	" "	" 16.00
Burt Fleming.	Huntsville, Mo.	8	" "	" 16.00
D. J. Forman.....	Seattle, Wash.	8	" "	" 16.00
P. A. Fosselman	Waverly, Iowa.	8	" "	" 16.00
A. D. Freese.....	Nellie, Ohio.	20	" "	" 40.00
Max Friedland	Kansas City, Mo.....	8	" "	" 16.00
J. E. Gallagher.....	San Antonio, Texas	8	" "	" 16.00
Mrs. D. H. Garco.....	Pittsburg, Kas.	8	" "	" 16.00
Arno Ganfloff.	Long Island, N. Y.....	8	" "	" 16.00
Chas. B. Garrison.....	Fairfield, Iowa.	25	" "	" 50.00
S. Gascoigne.	Pasadena, Cal.	8	" "	" 16.00
E. A. Gillis.....	Montezuma, Cal.	5	" "	" 10.00
Gus Golden.	Richmond, Ind.	30	" "	" 60.00
G. E. Gooderham.....	Toronto, Ont., Can.....	50	" "	" 100.00
Geo. F. Graham.....	Martin, Ky.	8	" "	" 16.00
A. S. Hall.....	Arlington, Texas.	10	" "	" 20.00



No. 33. The famous hen, "Peggy." The only hen in the world that ever drew a salary of \$250.00 a week for being shown in the poultry show rooms. Owned by Kellerstrass Farm

Samuel Halsey	Steward, Ill.	8 eggs	\$30.00	Matings	\$16.00
W. N. Hall	Victoria, B. C.	10	" "	"	20.00
C. T. Harness	Colorado, Texas.	8	" "	"	16.00
Mrs. J. H. Harnly	Zion City, Ill.	25	" "	"	50.00
H. A. Harrington	St. Louis, Mo.	8	" "	"	16.00
A. M. Heintze	Denver, Colo.	10	" "	"	20.00
S. Higreichi	Tekoa, Wash.	8	" "	"	16.00
B. M. Hines	Uvalde, Texas.	8	" "	"	16.00
S. L. Irvine	Pine Bluff, Ark.	6	" "	"	12.00
Mrs. S. H. Johnson	Puyallup, Wash.	8	" "	"	16.00
S. J. Johnson	Apalachicola, Fla.	8	" "	"	16.00
W. Johnston	Stillwater, Okla.	8	" "	"	16.00
Thos. E. Jordan	New Hartford, N. Y.	3	" "	"	6.00
Mrs. Jattie Kingsbury	Benton, Mo.	30	" "	"	60.00
I. Turner Knight	Norton, Pa.	8	" "	"	16.00
H. S. Krieger	St. Paul, Minn.	8	" "	"	16.00
Mrs. Geo. Kirchner	Donnellson, Iowa.	7	" "	"	14.00
J. E. Lambert	Nashville, N. C.	5	" "	"	10.00
Geo. T. Lancaster	Glen Farris, W. Va.	8	" "	"	16.00
Dr. Livins Lankford	Norfolk, Va.	10	" "	"	20.00
R. E. Lee	Englewood, Kas.	8	" "	"	16.00
Lee Bros.	Hutchinson, Kas.	8	" "	"	16.00
F. T. Lewis	Auburn, N. Y.	8	" "	"	16.00
Mrs. Edw. Limburg	Fairmont, W. Va.	10	" "	"	20.00
G. G. Longhead	Denver, Colo.	8	" "	"	16.00
H. A. Love	Quincy, Fla.	8	" "	"	16.00
Mrs. J. MacKindee	Oakville, Ont., Can.	8	" "	"	16.00
W. A. Magruder	Whitesville, Mo.	10	" "	"	20.00
W. C. Mangold	Anna, Ill.	8	" "	"	16.00
H. H. Mattingly	Atlanta, Ga.	6	" "	"	12.00
R. A. McCormick	Baltimore, Md.	8	" "	"	16.00
Catherine A. McGrath	Portage, Wis.	2	" "	"	4.00
Thos. W. Miller	Oswego, Kas.	8	" "	"	16.00
R. E. Mills	Cookville, Texas.	2	" "	"	4.00
David Millne	Pittsburg, Pa.	8	" "	"	16.00
E. E. Moffatt	Winstead, Conn.	8	" "	"	16.00
C. F. Morgan	Ripley, Miss.	8	" "	"	16.00
W. L. Newton	Knoxville, Pa.	5	" "	"	10.00
Jos. Odenwald	Jackson, Tenn.	8	" "	"	16.00
Mary A. H. Parsons	Beach Park, Ohio.	8	" "	"	16.00
Wm. E. Peerce	Dulaney's Valley, Md.	8	" "	"	16.00
S. C. Fletcher	Lowell, Ind.	10	" "	"	20.00
F. Plummer	Port Townsend, Wash.	5	" "	"	10.00
Mrs. C. D. Porter	Ashland, Ore.	7	" "	"	14.00
Geo. L. Pray	Wilmington, Ohio.	5	" "	"	10.00
W. C. Rice	Courtland, Ariz.	6	" "	"	12.00
Dr. Dana B. Rockwell	Los Angeles, Cal.	16	" "	"	32.00
Dr. Ceylon Rossman	Ellensburg, Wash.	10	" "	"	20.00
R. E. Rouse	Romero, Texas.	8	" "	"	16.00
Jno. C. Ryan	Appleton, Wis.	8	" "	"	16.00
Miss Natalie M. Sauveur	Philadelphia, Pa.	9	" "	"	18.00
D. A. Schoenemann	Sioux Falls, S. D.	30	" "	"	60.00
I. F. Shaffner	Boise, Idaho.	8	" "	"	16.00
Jno. Shelton	La Salle, Ill.	6	" "	"	12.00
A. G. Sklenor	Winona, Minn.	10	" "	"	20.00
Oliver B. Small	Norwood, Mass.	2	" "	"	4.00

Mrs. O. E. Smith.....	Wycombe, Pa.	8	eggs \$30.00	Matings	\$16.00
Morgan Smith, Jr.....	Autaugaville, Ala.	7	" "	"	14.00
S. D. C. Smith.....	Tacoma, Wash.	5	" "	"	10.00
Theo. Salter.....	Mexico City, Mexico.....	5	" "	"	10.00
Robt. H. Stelzner.....	Shawnee, Okla.	20	" "	"	40.00
B. B. Stewart.....	Rimersburg, Pa.	8	" "	"	16.00
Mrs. L. G. Stark.....	Navina, Okla.	3	" "	"	6.00
Mary G. Tanner.....	South Kaukama, Wis....	4	" "	"	8.00
A. B. Taylor.....	Elyria, Ohio.	13	" "	"	26.00
Dr. H. B. Taylor.....	Bankhead, Alta, Can....	8	" "	"	16.00
Marcus Toedt.	Renssalaer, N. Y.....	8	" "	"	16.00
Mrs. W. T. Tucker.....	Oriskaney, Va.	7	" "	"	14.00
Doane Upjohn.	Plymouth, Wis.	8	" "	"	16.00
Mrs. I. E. Vining.....	Clinton, Iowa.	5	" "	"	10.00
S. A. Walleck.	DeWitt, Neb.	8	" "	"	16.00
Mrs. Rose M. Vernon.....	Gambier, Ohio.	5	" "	"	10.00
W. E. Welch & Son.....	New Castle, Ind.	8	" "	"	16.00
Geo. W. Welty.....	Nazareth, Pa.	8	" "	"	16.00
S. W. Wells.....	Carbondale, Ill.	8	" "	"	16.00
Mrs. Beverly White.....	Maiden Rock, Wis.....	5	" "	"	10.00
E. W. Wilkinson.....	Shawnee, Okla.	8	" "	"	16.00
Sudie Williams	Warrensburg, Mo.	8	" "	"	16.00
Frank E. Wilson.....	Durbin, W. Va.	30	" "	"	60.00
Oscar B. Witter.....	Sheridan, Pa.	30	" "	"	60.00
A. Wolf.	Richland, N. J.	10	" "	"	20.00
Mrs. Elizabeth T. Wood....	Woodland, Ill.	5	" "	"	10.00
T. E. Woodley.....	Brandon, Man., Can....	8	" "	"	16.00
C. E. Yokum.....	Pottsville, Pa.	8	" "	"	16.00
Mrs. Mary Zastrow.....	Amherst Junction, Wis...10	"	" "	"	20.00

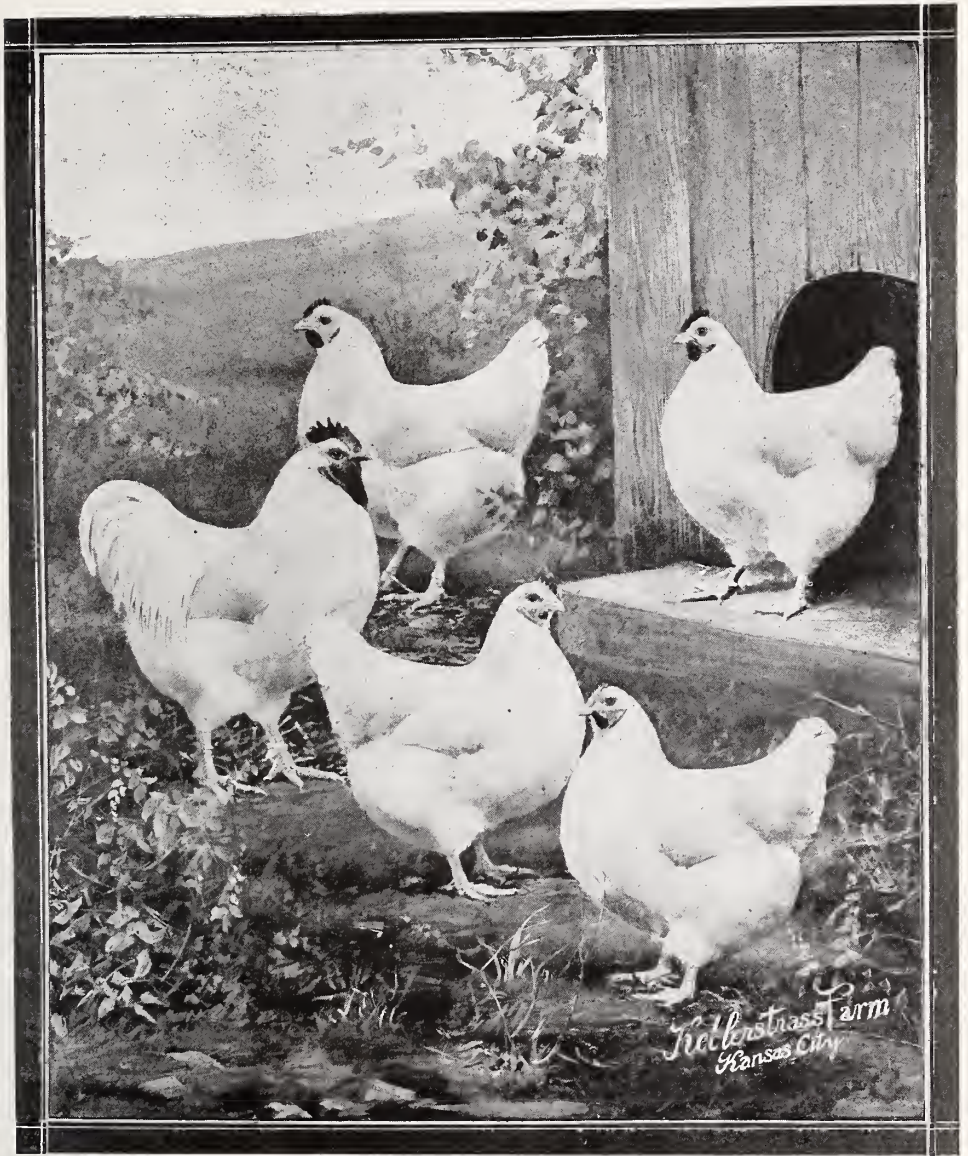
A good many people will say, "Yes, but Mr. Kellerstrass is receiving \$2.00 apiece for these eggs, that is impossible for others to do," but I say, No! If you will raise good stock and produce good eggs, you can find a market for them at any time. I have got customers that are sellings eggs for \$1.00 and \$2.00 apiece right along, and they can nowhere near supply the demand. Why? Because they got good stock and good eggs. I have got one customer in Pennsylvania that came out here to my farm and bought some very high priced birds from me. He made some of the Eastern shows and won quite a number of first prizes and got a wonderful reputation, and in that way he built up an enormous business. For several years he has been getting \$20.00 a setting of 15 eggs, and could not begin to supply the demand, and if you will read through the testimonials in this book, you will see where lots of my customers are getting high prices, and some of them have to return the money for orders that they are unable to fill.

The following is a little statement showing the amount of money that we returned in one month, together with the names and addresses of the parties receiving it. I simply publish this statement to show you that I had more business than I could handle. Most of this money was for chickens. You will find in this statement some little items of one or two dollars or five dollars. The breeder might wonder what these small amounts were for. Quite frequently we get an order from

people enclosing \$1.00 or \$2.00 for a setting of eggs. Of course we haven't anything for that price, consequently we have got to return it; but as I say, over 90 per cent of this money returned was for breeding stock, such as breeding pens and trios that we were unable to fill. Remember, this was \$3,005.40, money that we actually had in hand and had to return it because we didn't have the stock. Now, just stop and figure how much more money we could have had, when parties would write us and say: "I have received your catalogue, read it over, and have about decided to send for one of your \$25.00 or \$35.00 pens; if I should order one, how soon could you ship it?" We immediately sit down and write the party, telling him not to send the money, that we couldn't fill his order until next season, and as I say, I simply publish this little list showing the amount of money returned for one month for orders that we were unable to fill, to show you that the chicken business is in its infancy yet.

Cash Returned for Orders That We Were Unable to Fill in the Month of March, 1910.

Date	Name	Town	State	Amount
March 1.	John Odette	Kankakee	Ill.	\$ 35.00
March 1.	Elmer O. Boen	Fergus Falls	Minn.	25.00
March 1.	Easton Duvall	Houma	La.	35.00
March 1.	Matt Bradley	Tioga	Tex.	25.00
March 1.	Elmer Knerr	Kendall	Mont.	25.00
March 1.	J. O. Wheeler	Commerce	Tex.	35.00
March 1.	W. Peebles	Searly	Ark.	1.25
March 2.	R. H. Boggart	Chicago	Ill.	35.00
March 2.	Mollie Montgomery	Pomeroy	Wash.	1.10
March 3.	S. Barton Lasater	Paris	Tenn.	50.00
March 3.	Sam M. Foster & Co.	Smithville	Tenn.	35.00
March 3.	J. M. Sample	Uniontown	Kas.	25.00
March 3.	M. Y. Moore	Lafayette	La.	50.00
March 3.	Jesse Mackley	Bluffton	Ind.	35.00
March 3.	W. C. Light	Erie	Kas.	35.00
March 3.	John Meinel	Cleveland	Ohio	50.00
March 4.	C. B. Greek	Latrobe	Pa.	25.00
March 4.	H. K. Morley	Horse Creek	Wyo.	50.00
March 4.	P. C. Hanlon	Kingman	Kas.	50.00
March 4.	Chas. Pelham Ward	Atlanta	Ga.	25.00
March 4.	Matt Bradley	Tioga	Tex.	40.00
March 7.	Hugh Bowles	Hallsville	Ill.	35.00
March 7.	Mrs. Peyton Pondurant	Hot Springs	Ark.	25.00
March 8.	S. C. Pletcher	Lowell	Ind.	25.00
March 8.	N. F. Cowles	Janesville	Wis.	35.00
March 8.	W. B. Rossom	Manzanola	Colo.	35.00
March 8.	H. A. Smith	Malay	Ia.	2.00
March 8.	Mrs. J. L. Reynolds	Rossville	Ga.	25.00



No. 34. The famous Paderewski pen that sold for \$7,500, by the Kellerstrass Farm

Date	Name	Town	State	Amount
March 8.	J. W. Ricketts.....	Adrian	Tex.	10.00
March 9.	Geo. Wallis.	Allentown	Pa.	35.00
March 9.	Frederick Jansen.	Sioux Center	Ia.	35.00
March 9.	Herschel L. Stark.....	Bethany	Mo.	50.00
March 9.	T. H. Goddard.....	Mill City	Ore.	70.00
March 9.	Em'l S. Seng.....	Roberts	Ills.	35.00
March 11.	H. F. Edgar.....	Marshall	Tex.	35.00
March 11.	E. D. Miller.....	Atoka	Okla.	25.00
March 11.	L. E. Weber.....	Dubois	Pa.	35.00
March 11.	Chas. P. Ward.....	Atlanta	Ga.	70.00
March 11.	Chas. W. Phillips.....	Monroe.	La.	2.00
March 11.	D. A. Schoeneman....	Sioux Falls.....	S. D.	100.00
March 12.	Ed. L. Sturtevant....	Springfield	Ill.	25.00
March 12.	C. E. Cromartie.....	Caldwell	Tex.	25.00
March 12.	F. R. Pingree.....	Lewistown	Idaho	9.00
March 12.	Mrs. M. D. Harris....	Richland	Ia.	40.00
March 12.	Mrs. F. Gaiennie, Jr..	Fall	Nebr.	35.00
March 12.	W. C. Rice.....	Courtland	Ariz.	55.00
March 12.	Mrs. A. F. Taylor....	San Marcos	Tex.	2.00
March 12.	Matt Bradley.	Floga	Tex.	5.00
March 12.	W. H. Reiterman.....	Sunolglenn	Cal.	50.00
March 12.	Mrs. S. H. Logan.....	Oxford	Miss.	25.00
March 12.	Carl Kruse.	Enid	Okla.	5.00
March 12.	Frank Jones	Columbus	Miss.	10.00
March 13.	Chas. Adams.	Denison	Ia.	40.00
March 14.	Cook & Collison.....	Gifford	Tex.	2.00
March 15.	Rolland Beach	Long Prairie	Minn.	35.00
March 15.	Dr. C. L. Mullins.....	Broken Bow	Nebr.	35.00
March 15.	W. B. Rosson.....	Manzanola	Colo.	10.00
March 15.	Edw. T. Henne.....	St. Louis	Mo.	35.00
March 15.	M. Feldman	Portland	Ore.	35.00
March 15.	Jos. J. Barclay.....	Bedford	Pa.	17.50
March 15.	W. S. Bemis	Garnett	Kan.	35.00
March 15.	R. M. Sparks.	Nicholasville	Ky.	50.00
March 15.	H. H. Hartman	Broken Arrow	Okla.	35.00
March 15.	J. W. Crawford.....	Crandon	Wis.	25.00
March 16.	O. L. Langhanke.....	Quincy	Ill.	10.00
March 16.	J. M. Reinhardt.....	Stanley	N. C.	3.00
March 16.	Hugh Glaspel	Castlegar	B. C.	25.00
March 19.	T. A. Shelton	La Salle	Ill.	25.00
March 19.	J. Frank Williams....	Grenloch	N. J.	35.00
March 19.	Orval Yancey	Blackfoot.	Ida.	5.00
March 19.	S. H. Logan.....	Oxford	Miss.	25.00
March 19.	E. W. Stenwall.....	Redfield	S. D.	35.00
March 19.	L. T. Hagerman & Co..	Sullivan	Ill.	50.00
March 19.	T. P. Day.....	Ft. Worth	Tex.	12.50

\$10.00 PER EGG

PEN OF
CRYSTAL
WHITE ORPINGTONS
FROM WHICH
EGGS WERE SOLD AT
\$150.00 PER SETTING.
Bred And Owned By
ERNEST KELLERSTRASS
KANSAS CITY MO..

*Kellerstrass Farm
Kansas City*

No. 35 A pen of birds that produced eggs that sold at \$10.00 each
Owned by the Kellerstrass Farm

Date	Name	Town	State	Amount
March 22.	E. W. Shull.....	New Brookland	S. C.	10.00
March 22.	C. F. Yeager.....	Fulsa	Okla.	35.00
March 22.	J. W. Britain.....	Republic	Mo.	25.00
March 22.	Miss Lauretta Hale....	Orange	N. J.	30.00
March 22.	F. W. McIntosh.....	Farmville	Va.	30.00
March 22.	Henry F. Turner.....	Easton	Md.	10.00
March 22.	W. B. Hensley.....	Checotah	Okla.	5.00
March 24.	G. B. Hipple.....	Des Moines	Ia.	45.00
March 24.	Z. M. Hennings.....	Salt Sulphur Spgs..	W. Va.	35.00
March 24.	G. E. Spangler.....	Gettysburg	Pa.	35.00
March 24.	Mrs. Mattie McCutchen.	Campbell	Mo.	35.00
March 24.	F. M. Dounce.....	Elmira	N. Y.	50.00
March 24.	Mrs. W. E. Davis.....	Point Pleasure	Mo.	35.00
March 24.	P. V. Vadder.....	St. George	Ga.	5.00
March 24.	F. S. Mosher.....	Phodhiss	N. C.	25.00
March 26.	W. T. Robinson.....	La Plata	Mo.	10.00
March 26.	K. D. Gordon.....	Columbus	Ohio.	8.05
March 26.	W. J. Stewart.....	Los Angeles	Cal.	94.65
March 26.	Murray S. Woods.....	Lufkin	Tex.	23.25
March 30.	G. B. McCormack.....	Birmingham	Ala.	3.00
March 30.	Mrs. W. L. Carpenter...	Granby	Vt.	25.00
March 30.	E. W. Roberts.....	Crescent	Okla.	25.00
March 30.	G. T. Beatty.....	Van Wert	Ohio.	35.00
March 30.	Albert Brown	Schenectady	N. Y.	35.00
March 30.	W. H. Shippen.....	Ellijay	Ga.	2.00
March 30.	Frank Haasis	Ontario	Cal.	2.00
March 30.	F. R. Pingree	Lewiston	Ida.	1.00
March 30.	A. G. Snavely.....	Livingston	Mont.	4.00
March 31.	C. M. Tripp.....	Willow Point	B. C.	35.00
March 31.	J. L. Caver.....	Poplarville	Miss.	5.00
March 31.	Mrs. Mary E. Tripp....	Springfield	Ill.	25.00
March 31.	Wm. J. Howell.....	Antrim	Pa.	25.00

\$3,005.40

**\$18,000.00 Net Profit in 12 Months' Time—\$11.09 Net Profit
Per Bird in 12 Months' Time.**



NO DOUBT you have seen the above figures in my advertisements. To the new beginner, and even to some of the old-time breeders, these figures sound ridiculous and way out of reason, and for that reason I have to publish some statements taken off of my books by my expert accountant. The following statement will show that I made \$18,178.53 net profit in twelve months' time. They will also show that every bird sold off of my farm brought me \$20.68 per bird. These figures will also show that every egg that left my farm brought an average of 99 $\frac{2}{3}$ cents each. The most surprising part of this statement no doubt will be the number of birds handled on my farm, which is only 1,638 from July, 1909, to July, 1910, which makes an average net profit of \$11.09 per bird. Now, remember, when I say \$11.09 per bird, I mean for every hen, cock, cockerel or pullet on the farm. That is the part that will sound ridiculous to the breeder or to the Doubting Thomas, but, nevertheless, it is a fact, and I will give \$1,000.00 to any State Poultry Association that can show that there were at any one time from July 1, 1909, to July 1, 1910, over 1,638 birds on my farm. Now, if any of the Doubting Thomases or anyone has any doubt about this matter, all you need to do is to prove it—that there was at any one time any more than 1,638 birds on my farm during the above period, and I will be only too glad to give you my check for \$1,000.00. I will even go further than that. I will invite any committee of any State Poultry Board to come to my farm and examine my books, and if my books don't show that I made over \$18,000 net profit, I will give the said committee \$1,000.00 for the said State Poultry Board, and pay all of the said committee's railroad fare and expenses. I make the above proposition simply to show you that there is no question about these figures, and that it is an absolute fact, and that there is MONEY IN THE CHICKEN BUSINESS, providing you go at it in a business way, but if you do not go at it in a business way, you will make a failure of it. It is the same way in any other line of business, no matter what kind of business you have got; if you don't tend to it, you are going to make a failure of it. I dare say this is the first time that anyone has ever been willing to furnish the information that I am furnishing, and furnish it in an accurate way, and in a way that there is no question in the world about it; I am doing it simply to help along the poultry industry, because whenever I help the poultry industry I am helping myself, because I am in the poultry business.

Statement of Fiscal Year Poultry Business at Kellerstrass Farm.

From July 1, 1909 to July 1, 1910.

L. F.	ACCOUNT	DR.	CR.	Loss	Gain	Resources	Liabilit's
1	Capital Stock.....		2,500 00			Inv. of Birds	
7	Birds.....	8,134.71	21,470.00		16,070.29	2,735.00	
10	Coops, Shpg.....	497 50		497.50			
11	Egg Pkg. Cases.....	201.35		201.35			
14	Sta. and Ptg.....	2,310 37		2,310.37			
20	Advertising.....	5,555.12		5,555.12			
30	Feed Acct.....	2,241.81		2,241.81			
40	Expense Acct.....	4,244.97		4,244.97			
52	"B. K." (Bank).....	17,943.53				17,943.53	
70	Egg Acct.....	557.45	17,663.81		17,106.36		
86	Loss and Gain.....		53.00		53.00		
		<u>41,656.81</u>	<u>41,686.81</u>	<u>15,051.12</u>	<u>33,229.65</u>	<u>20,678.53</u>	
	Net Gain.....			18,178.53			
	Capital Stock.....		2,500.00	33,229.65	33,229.65		
	Net Gain.....		18,178.53				
	Present Worth.....						<u>20,678.53</u>
							<u>20,678.53</u>

KELLERSTRASS FARM.

KANSAS CITY, Mo., July 1, 1910.

MR. E. KELLERSTRASS:

Dividing the total receipts for birds by the number of birds ordered, we find that each bird sold averaged us the tidy sum of \$20.68 each:

1038) \$21470.00 (\$20.68+
2076

7100

6228

8720

8304

416

This covers the birds sold during the fiscal year closing June 30, 1910.

KELLERSTRASS FARM.

KANSAS CITY, Mo., July 28, 1910.

MR. KELLERSTRASS:

This little statement shows what each egg brought on an average:

16444) \$16374.10 (\$0.99+
147996

157450

147996

9454

Or 99 2/3 cents each.

THE KELLERSTRASS FARM.

KANSAS CITY, Mo., July 1, 1910.

MR. ERNEST KELLERSTRASS:

We herewith hand you a statement showing the number of birds handled from July 1, 1909, to July 1, 1910:

From July 1, 1909, to June 30, 1910—

	Ckls.	Pul.	Hens.	Cocks.
Ordered.	232	616	181	9
Complimentary	26	20	7	..
	<hr/>	<hr/>	<hr/>	<hr/>
Total number shipped	258	636	188	9

Adding cockerels, pullets, hens and cocks:

Cockerels	258
Pullets	636
Hens	188
Cocks	9

Total number of birds. 1,091

Number of birds started with July 1, 1909. 500
 Birds produced 1,138

Total 1,638
 Less the birds shipped out. 1,091

Leaving balance of birds on hand, as per inventory. 547

Now, the foregoing figures show that it pays to raise good stock. I can make more money raising 500 good chickens than I could trying to raise 50,000 mongrels or common stock.

Worth Knowing

Use common sense.

Experience is the best teacher.

Have patience if you want to succeed.

If you start at all, start with a good stock.

Cleanliness is Godliness in the poultry business.

Always have plenty of grit where your hens can get at it.

You can keep a good hen just as cheap as you can a poor one.

Always supply your chickens with plenty of shade, also green food.

The successful breeder never goes to his neighbor for advice; he hasn't the time.

When your hens stop laying, they may often be started again by changing their feed.

There are only two classes of people who never make a mistake—the dead and the unborn.

Follow nature in hatching as near as possible is the best plan. Little chicks and warm weather work well together.

It hardly ever pays to doctor a sick chicken, but it does pay to chop their heads off in order to prevent disease.

Dust your hens once every month. You will find that it will increase the egg yield, and reduces the feed account.

Never use a nervous hen for a setter; she cannot be relied upon. Always use a good motherly hen if you want a good hatch.

Always try and keep your little chicks somewhat hungry, rather than have them overfed, especially if they are taking plenty of exercise.

It is absolutely out of the question to expect success with incubator chicks, without thoroughly understanding the feed and care of them.

Green bone and scraps of meat from the butcher shop is one of the best feeds that I know of; but never feed decayed meat, it is a mistake—don't do it.

When your hens lay soft-shelled eggs, it is almost invariably a sign that they are too fat. Cut down the amount of grain, and feed more green food, such as vegetables.

Never feed your chickens corn meal dough or sloppy food. Give them finely cracked grain or rolled oats. Nowadays the successful breeder is using nothing but dry feed.

Chickens are like the human being—they must have a variety. No one grain feed alone will keep chickens in good condition; give them a variety and you will find it pays.

Never try to stuff your hens when feeding, thinking you are going to make them lay. Always throw their feed in litter and make them work for their meals, then you are sure to get plenty of eggs.



No. 36. A pen of pullets, 4½ months old, laying
Owned by the Kellerstrass Farm

Always be sure and keep your poultry house dry. Chickens can stand cold to extremes if it is dry, but combined with dampness, they are sure to have roup, sickness and bad results are sure to follow.

Never expect your hens to do well if they are roosting in the trees. Give them a good house; make it comfortable for them. Give them regular feed and water, and you can rest assured they will do their part.

Most beginners make a mistake trying to breed too many varieties. Confine yourself to one breed. As the old saying is, "It will not pay to have your attention too much divided, or to have too many irons in the fire."

Eggs are the foundation of all poultry production. Never place form and feathers first. Of course, they help along, but always bear in mind that eggs and meat is the thing that is going to make you the money.

If you have any coal ashes, throw them around in the poultry house. They are sure death to the lice and the little blood-sucking mites. You can use plenty of them; they are the best thing that I know of.

Always bear in mind, a hen that is laying consumes about twice as much food as a hen that is not laying. She has got to have material to make eggs, and if you don't supply it, you cannot expect any results.

Never put too many eggs under one hen. I would rather put nine or eleven eggs under one hen than to put fifteen, because you will find that the eggs on the outer edge are not covered well by the hen, consequently they don't hatch.

A hen that will start to lay in October and lay eight or ten eggs a month till the end of January has paid for her feed for a whole year; whatever eggs she produces the other eight months in the year is all clear profit.

Always take your drinking fountains once a week, throw them in a tub of hot water with a few spoonfuls of carbolic acid added to the water. Give them a thorough scrubbing—that is the way to keep disease from spreading in your flock.

A hen in good condition will eat on an average of three ounces of grain in the morning, two ounces of grain at noon, and three ounces of dry mash in the evening. In that way she will do well and produce eggs.

The greatest mistake you can make is to try and keep too many hens in one house; better sell off some of them and give the rest of them a chance to pay the house rent. They will do a whole lot better and make you more money.

Use trap nests. You will find it pays. In that way you can find a hen that doesn't pay her board, and as soon as you do, get rid of her; kill her and send her to the market—it does not pay to keep drones, you cannot afford it.

The best way to disinfect your brooder or your incubator is to take the different parts out, set them in the sun for two or three hours. You can rest assured that every part the sun hits will kill the little blood-sucking mites.

If you are going to start in the chicken business, first find out the breed you like. Then get some of the best birds of that breed, and you will succeed, but if you keep shifting around from one breed to another, you never will make a success.

If you keep your chickens in a small run in your back yard, be sure to go to your lawn and cut them some grass. Give them plenty of green food or lettuce or anything of that kind. They cannot do well unless they have green food.

Protect your brooder and little chicks from rain, cold, wet and dampness. If you don't, they never will be well, and are sure to have that most dreaded disease known as bowel trouble. One-half of the ills of young chickens come through cold and dampness.

Pure water; don't forget the water. Always have plenty of pure water where your hens can go to it. Remember, over ninety per cent of the egg is made up of water. If your hens are laying well, just stop giving them fresh water for a few days and see how soon they will stop laying.

Don't feed corn alone. Give the hens some wheat, oats, barley, kaffir corn; in fact, give them a variety if you want plenty of eggs. Corn makes fat, and fat hens never will lay. In other words, remember that a fat hen and a lousy hen will produce very few eggs, if any.

When your hens are through setting burn all the nesting material. It is also well to take the straw or hay out of your nest box once a month; burn it up and put fresh straw or hay in. They are a good deal like the human being; they like to have a good clean bed, and they will do well.

Never overcrowd your little chicks in the brooder; always give them plenty of room, because you will find that if you try to overcrowd them there will be so many of them die that the others will soon have plenty of room, so it is best to supply them with plenty of room in the start and save all of them.

Never eat your chickens the day they are killed. The tenderest chicken will be tough if it is eaten immediately after it is killed. It is always best to put them in cold water and let the animal heat get out of the body; then put them in a cool place and you will find that the muscles will relax, and then it is tender and fit to eat.

Always keep the sexes apart until they are needed for breeding purposes. Never allow your males to run with females only at breeding time. This will insure you greater fertility, greater vitality, and another thing is, when you are not breeding you can sell your infertile eggs to the market, and they will stay fresh a good deal longer.

If you want to have winter layers, always put your hens through their molt as early as possible. Then put them in the hen house and never change them from that house after they have once been placed in there. Try and put your hens in the house along in September or October, and you will find that they will lay all through the whole winter months.

Don't be in haste to complain when you have bought a setting of eggs. The trouble may grow less, or entirely disappear by waiting. The appearance of newly hatched chicks is often deceptive. It takes time for color to settle right. Black Minorcas are often snow white in the chick stage. Gray in chicks of the white breeds may be a good sign rather than a bad one. Postpone sending letter of regret to your dealer, and you may find it unnecessary to send it at all. This will save unpleasant feelings on both sides.

Never build your roost too high in your hen house. From a foot to a foot and a half or two feet is not too high. A heavy bird jumping off of the roost is liable to injure itself. No doubt you have seen hens before now with a great big egg bag hanging down. Just before that hen got ready to lay her egg, she jumped off the roost, or someone kicked her, or something of that kind, and what is the result—she has got ruptured, and is fit for nothing but to have her head chopped off. Also be sure and give them plenty of roosting room; don't overcrowd them.

Always have your incubator in a cellar where there is plenty of circulation and fresh air, because the eggs are porous, and whatever kind of air is in the cellar, that is the kind of air that goes through the egg shell. Impure air will cause weak and diseased chicks. If you want to experiment on this line, just take ten or twelve eggs, lay them on a plate. Slice some onions and lay them over these eggs. Leave them over night. Take another plate, put eight or ten eggs on that plate; put a lot of celery over the top of these eggs; leave them over night. The next morning break these eggs, and fry them for your breakfast. You will see the results. This little experiment will teach you how porous the egg shell is.

Many a failure, especially among farmers, can be traced to inbreeding their poultry. I believe that this is not generally practiced from a desire to do so, but because of neglect. It is not attended to when it should be done, and when it is called to mind it is generally too late to purchase breeders, and another year of inbreeding is practiced. That is one reason, and another is due to the fact that it costs more to get good males from a breeder than it does to select a few of the best in the flock for that purpose.

A farmer raises hogs and when he takes them to the market he gets from six to twelve cents a pound for them, and it costs from four and one-half to ten and one-half cents a pound to raise them, figuring the corn that he feeds them, by the time they are ready for the market.

His wife raises chickens and when she takes the old hens to the market she gets not less than from eight to thirty cents a pound for them, and no matter how poor a layer the hen is, you can rest assured she laid enough eggs to pay for her feed several times over.

So it is easy to see what profit there is in poultry.



No. 37. A good laying pullet at 4½ months old
Owned by Kellerstrass Farm

Millions of Rotten Eggs.



THE loss in this country is something enormous every year on rotten eggs. It runs 'way up into millions of dollars. A whole lot of this loss could be avoided if the farmer and the breeder would only keep their males separated from their females when they don't use their eggs for breeding purposes.

Because you know an infertile egg never rots. I have eggs here in my office, two, three and four years old—they are infertile eggs. You know, it is the germ that rots the egg. For an illustration: You take an egg that is not fertile. If you will lay them up and examine them from time to time you will find that they just simply dry up, and according to the place where you put them, or where you lay them, whether it is a dry place in a room or a damp place in the cellar, of course, makes some difference. These eggs that I speak of having here in my office I found that some of them in a year's time, when I broke them open, contained a small amount of matter, round, about the size of a marble. Others, that had been here two years and over, I broke them open, and found that some of them contained absolutely nothing, while others had a little round ball about the size of a pea, and others a round ball the size of a lead shot, and, you know, a hen will lay just as many eggs without being with the male bird as she will by being with the male bird, and for that reason, the sooner that the farmer separates his male birds from his females, and only uses them at breeding time, just that much sooner this country will save millions of dollars on the loss of rotten eggs. This is a nice little experiment for the new beginner. Just take a few eggs and lay them up on the shelf from hens that have been running with the rooster. Then take other eggs where the hens have never been with the rooster, and in three months, six months, or a year, just as you like, break one of the infertile eggs open and you will be surprised at the results.



No. 38. Little chicks that were hatched on the 21st day of June,
and their mother was hatched on the 5th day of January
of the same year, on the Kellerstrass Farm

WHITE DIARRHOEA.

**The Most Murderous Disease Ever Known to the Poultry Raiser.
It is Estimated That Over Thirty Million Chicks' Lives Are
Lost Annually by This Disease.**

NO DOUBT we have all read and re-read from time to time about this most dreaded disease, and every breeder, poultry fancier and chicken raiser no doubt has had experience along the line with this most dreaded disease.

Now, I have read of a good many cases where parties used various chemicals to dip their eggs in before incubation, and they claim that this kills the White Diarrhoea germ. Now, I am not going to dispute this fact, because I have never tried it, and I have always made it a rule to never doubt a man's discovery until I have tried it, and I believe that every man is justly entitled to all the credit that is due him for anything or any new discovery that he makes. I can only give you my experience along this line on the White Diarrhoea proposition. I believe that if your parent stock is absolutely healthy, and in good condition, that you won't be bothered with white diarrhoea, at least that has been my experience for the past few years. You are welcome to come and visit my farm, and go through my brooder houses any time during the breeding season and see for yourself. I dare say you won't find any of my little chicks ailing with this most murderous disease, and I lay it to nothing but healthy vigorous stock, that is the parent stock being in absolutely good condition when the egg is produced, and I will explain to you what caused me to work along these lines. Take for an illustration: The hen that steals her nest out on the farm under the hay stack, or in the corn crib, or under an old wood pile, she has always had to hustle for her feed, and scratch for worms and eat the seeds from various grasses and weeds. When that hen laid her eggs and stole her nest out and hatched the litter of chicks, ninety-nine times out of a hundred she had always produced a good hatch, and those little chicks have never shown any signs of white diarrhoea, and that is the only way that I have of explaining this matter to you. Of course, as I say, there may be some men that have discovered new things and new ways of doing away with this white diarrhoea germ, and perhaps they have been successful. I am not in a position to dispute their word, because, as I say, I have never tried it, but it does look to me that if we use some chemicals strong enough to kill the white diarrhoea germ, wouldn't these chemicals be strong enough to affect the germ in that egg, and cause that chick, after it is hatched out, to be weak and not mature into a good, big, strong, healthy bird? And that is the only reason why I still stick to the old theory—give me good, healthy parent stock, and I say, in that way, I have always been able to rear away over ninety and ninety-five per cent of the little chicks that I hatch.



THE ABOVE IS A PICTURE OF MY FAMOUS
\$10,000.00 HEN "PEGGY"



THE ABOVE IS A PICTURE OF A PEN I SOLD
FOR \$7,500.00

How I Raised "Peggy," the Famous Ten Thousand (\$10,000) Dollar Hen, and the Famous Pen of Five Birds That I Sold to Madame Paderewski for Seven Thousand Five Hundred (\$7,500) Dollars.

NOW, I have had breeders ask me that question a thousand times—how I raised them? All I can say is that I raised them just the same way as I raised all of my other chickens. Go through your flock, study your birds all the time, every day in the year, every time you feed. When you see a good bird, pick her out, bring her up, put her in a small yard, watch her, study her, and see how near she comes up to the standard of perfection. When you get about eight or ten of that kind sorted out, put them in a breeding pen to the best male bird that you can find, one that is absolutely perfect, or as nearly so as possible, and you may rest assured you are bound to raise good birds. Will they all be good, you may ask; will they all be No. 1 birds? Remember, I have been breeding all kinds of birds for many years, and I can frankly say, No! As the old saying is, "There is always a black sheep in every family." It is the same in raising chickens, swine, horses, cattle or anything else. You are always apt to find runts, no matter how fine they have been bred. It is the same with the chickens, but if we breed from good stock we are not apt to find very many runts. I find runts occasionally in my best matings. Then again, I produce some fine birds once in a great while in our cheaper matings. A bird that is owned by a breeder in the

East that I consider almost as good as "Peggy," came out of a \$10 setting of eggs that he purchased from me. She won at some of the largest shows in the East last season.

Now, these are things that happen once in awhile, but common sense teaches us that like will produce like—ninety times in a hundred. Otherwise, it would be time wasted for breeders of horses, cattle, poultry, or anything else, to try and breed for perfection.



Should I Start a Broiler Plant, an Egg Plant or a Fancy Plant?

NOW, the above question has been asked me thousands of times. All I can say is that I can tell you what experience I have had, and of a few cases that have been brought to my attention. Now, my honest and candid opinion is, in fact I know positively, that there is money, and good money, in all three of the above propositions, no matter which one a person would take up, or if a person would take up all three of them. All that it requires is the same as in any business—time and attention.

Now, I know of one party in particular who is breeding Crystal White Orpingtons. She sells her little chicks to the market as squab broilers when they are from four to five weeks old. They bring her all the way from twenty-five to thirty cents apiece. I have known this lady to sell on an average of forty of these squab broilers per day. Then of course there are a good many who raise for broilers only; keep the birds and feed them for broiler purposes, and sell them when they become eight to ten weeks old, at which time they weigh from two and one-half to three and one-half pounds.

But let me add right here, that if you do raise for market, it is only a question of time until you become a fancier and breed for fancy; at least that is the history all over the world with breeders. They will start in raising for market. In the first or second year some one will come along and see a very good bird in their flock, because it is true if you raise for market you will surely raise lots of birds, and where you raise lots of birds there must be some few, more or less, exceptionally good ones. You will immediately sell a bird for \$25 or \$50. Then is when you begin to open your eyes. You will learn more about how to breed your birds for fancy purposes, and it is only a question of a few years until you are raising two or three hundred for show purposes in the place of two or three thousand for market purposes, because the two or three hundred will bring you more money, with less time, than the two or three thousand did for market purposes.

It is the same way with the egg plant proposition. Now, of course, if you figure out correctly and give it the proper amount of time, care and attention, there is no question in the world but what there is good money in an egg plant. You must remember it only costs from "*ninety cents to one dollar and twenty-five cents*" a year to keep a hen; it all depends on where you are located, on account of the price of grain. You can readily figure on getting twenty-five cents a dozen for your eggs in almost every market in this country. Of course, there are some markets paying a good deal more, but I am figuring on the average price of twenty-five cents a dozen. So you must remember that your hen only has to lay from *forty-eight to sixty eggs* to pay for her feed for the whole year.

Take for illustration that you have good stock from a good egg laying strain; these birds ought to lay you the first year on an average

of one hundred and eighty eggs. The reason I say on an average of one hundred and eighty eggs is because I can show you lots of my customers who are breeding my birds that get over two hundred eggs, and some of them as high as two hundred and fifty and two hundred and sixty eggs from a hen in a year. But take, for an illustration, your hen will lay one hundred and eighty eggs per year, that hen would earn \$2.50 over and above her feed. *In other words, one thousand hens would earn \$2,500.00 in one year over and above the cost of their feed.* Now, how many men would it take to take care of one thousand hens? Let me say right here, if you start in the poultry business in a small way, say, with a pen of good birds, or two or three settings of eggs, the third year you can very easily have one thousand hens—good hens—after culling the culls, raised with your own hands. Now by the time you have raised one thousand good hens yourself, after selling off the culls to the market, by that time you will have experience enough that you can handle one thousand hens just as easily as anything in the world.

But the egg plants are like the broiler plants. I could cite you to hundreds of breeders right here in this country, who started in for broiler or egg production, and they are today the most noted fanciers we have in our show rooms, because I want to say right here, that no matter which you breed for, you are bound to breed some extra good, choice birds, and just as soon as you sell one single bird for \$50 or \$100, right then and there you are going to give your birds more attention. You are going to pick out the best ones; you are going to pick out the ones that are bred the most perfect and the most true, and mate them up separately. Before you know it you will be in the fancy business, because there is no question in the world but that it is the most profitable in the whole lot in my way of looking at it, because you must remember that birds to sell for fancy and to sell for good, big prices, they must be show winners, and they will never be show winners unless they are bred perfect, and whenever they are bred perfect, then, of course, you have good birds. So do not think for one minute that chickens that are bred for show purposes are no good for broiler purposes or for egg production. That is a mistake, because a chicken that wins in a show room must be perfect, and whenever they are perfect, then of course you have good stock to breed from.

Just stop to think—I get \$30.00 for fifteen eggs. The farmer would have to sell one hundred (100) dozen eggs at thirty cents a dozen before he would get \$30.00. Isn't that conclusive evidence that it pays to raise good stock? That has been my experience in going along, and also in watching others in the broiler business, in the egg plant business and in the fancy business.

How to Keep Eggs Fresh.

Now, there are hundreds of different ways—with lime water, and a whole lot of other different ways of how to keep eggs fresh. But, like everything else in this book, I am only going to tell you just how I keep mine fresh.



No. 39. Brood and nursery yards on the Kellerstrass Farm

After the first of August, or along about the first of August, when the breeding season is over with, I generally separate my males and females. Then the eggs are infertile that the hens lay from that on, and all the eggs that I get off of my farm from the first of August until about the middle of September or the first of October, when the breeding season starts again, I simply take an old whiskey barrel and put bran in it and set the eggs in there with the sharp end down, the big end up, and I put in a layer of eggs and a layer of bran, and another layer of eggs, and another layer of bran, and keep that up until the barrel is full. When the barrel is full, I take some paper and put this paper over the top of the barrel, and I glue it on there tight. I put a lot of glue or paste around the top of the barrel and press this paper down so as to make it perfectly air-tight, and then, to make sure, I put two or three more layers on top and put glue around and then tie a string around it so that I am sure it is air-tight.

Along about Christmas time, or New Years, we open these barrels and put these eggs in cases and take them to town, and they bring us from forty-five to sixty cents per dozen. Now I have done this for years, with the exception of the last few years, I have not taken them to town. I have four or five grocery men who come out here and offer me from $2\frac{1}{2}$ to $4\frac{1}{2}$ cents per dozen more for my eggs than they have to pay for storage eggs down town, which goes to show that my eggs must have been better than cold storage eggs, for you can rest assured that they would not be fighting and competing and paying me from $2\frac{1}{2}$ to $4\frac{1}{2}$ cents per dozen more for my eggs than they do for cold storage eggs if they were not worth it.

As I said before, you will find lots of good ways to preserve eggs. You will find lots of recipes in poultry journals, but the above is my way of preserving eggs.

Should I Supply Moisture?

By all means, use moisture. There are some parts of Texas and Colorado where they have to sprinkle their eggs almost daily during incubation or they would never hatch a chick. We keep water in tin pans in the bottom of our incubators at all times. You may ask "How much?" That all depends upon how dry a climate you live in, but you cannot use too much.

Take for illustration again, the hen that steals her nest out in the weeds in the spring of the year during the rainy season when the grass is wet almost continually, common sense teaches us and we know that she nearly always brings out a good hatch.

Should I Hatch With a Hen or With an Incubator?

If you haven't had any experience with an incubator, better try the old-fashioned way to start with and use the hen. You can always

buy a broody hen from some of your neighbors if you haven't one. But be sure and let her set for two or three days before you place the eggs under her, so as to make sure that she has settled down and has gotten over her nervous spell, and you can rest assured she will do her duty.

But if you have any knowledge at all about incubators, it is all right to use the incubator, providing you follow the instructions of the maker of your incubator, because if you intend to raise a large number of chickens you will have to use the incubator sooner or later, for it is impossible to get enough setting hens just when a person wants to use them.

How to Keep Eggs for Hatching.

Some claim that eggs should be set the same day they are laid. Now that is all wrong, and common sense will teach us better. The hen that steals her nest out in the weeds or under the woodpile lays an egg a day for sixteen or seventeen days, and sometimes more, before she starts to set on them, and invariably when the hatch comes off she will bring out fourteen or fifteen chicks. That is all the evidence we need. We always let our eggs cool and set at least twenty-four to thirty hours before we put them into the incubator or under the hen.

I shipped eggs to a customer of mine 'way up to the midnight sun to Skagway, Alaska, and on account of them getting on the wrong steamer and having to bring them back to San Francisco, they were on their road seven weeks. Now just think of it—seven weeks—and they hatched over seventy per cent.

As I have told you all through this book, this book is written by a man who has had actual experience, and it is not theory by a person who perhaps never raised a chicken, or may be raising a few in his back yard. You will find the man's name and his letter in my mating list who hatched the eggs in Skagway, Alaska. Now, if you want to keep your eggs for any length of time for hatching purposes, just place them on end in the regular ordinary egg case. Turn the egg case upside down once every twenty-four hours, and you can rest assured that they will hatch just as well in two or three weeks as they will the first few days.

Remember, I am speaking from experience. I have shipped stock and eggs to almost every known place in this whole world.

Fertility for Breeding Purposes.

A hen will lay just as many eggs without being with the male bird, and an infertile egg will keep fresh a great deal longer than a fertile egg.

When mating up for breeding purposes I never use the first four or six eggs that the hen lays. I generally wait until after the eighth

or tenth egg before I use them for hatching. Some breeders claim that the eggs will be fertile on the second or third day. Now that is impossible; at least I have found it so.

How to Select the Laying Hen.

Now, the way I select the laying hen is by her trap nest record, as I use trap nests in all my breeding houses, and of course I always breed from the ones that have the biggest record. This is the way I established my big egg-producers. But for the ordinary person who does not use trap nests and only has a few chickens, just watch the hen that goes on the roost first in the evening. Go right in the hen house and chop her head off and eat her for your Sunday dinner. Another good and absolutely sure test is after the hens have all gone to roost, take a lantern and go into the hen house and feel of the hen's crop. The one that has a good, big, full crop you can rest assured has some egg material and is a good egg-producer and is a valuable hen and a hen you want to breed from. But the one that has a crop about the size of a marble—just use her for your Sunday dinner—you will never regret it.

There are lots of tests, but I stake my reputation on the above, and you can rest assured that I have had some experience in raising egg-producers.

Roup, Gapes, Chicken Pox and Scaly Leg.

Remove the filth, keep your chicken house on dry ground, and you will not be bothered with the above diseases. But sometimes chickens will catch the roup while in transit shipping them to and from the shows. The chickens may be put into an express car, and in that car there are a lot of roup, mongrel chickens being shipped to the market, and the first thing you know your chickens have a case of roup. If so, just keep them in a good, dry, clean, hen house and swab their throats out three or four times a week by dipping a feather in some coal oil, and let them have plenty of fresh air and your roup or gapes will disappear.

It also happens quite often that chickens will catch chicken pox while in transit and being placed alongside of a shipment of common market chickens. If so, just wash their comb and wattles good with warm water and apply carbolated vaseline three or four time a week and your chicken pox will disappear.

In case of scaly leg, just take equal parts of coal oil and sweet oil, dip the bird's legs into this mixture three or four times a week, and your scaly legs will disappear.

All of the above I know to be positive facts by actual experience.



A CHOICE BREEDING PEN OF
CRYSTAL WHITE ORPINGTONS
THE BIG EGG LAYERS

*Kellerstrass Farm
Kansas City*

ORIGINATED BY THE
KELLERSTRASS FARM
KANSAS CITY — MO.

No. 40. An ideal breeding pen. Owned by the Kellerstrass Farm

Lice and Mites and How to Keep Your Chickens Looking Nice and Clean.

I do not have any lice or mites on my farm, and if you ever visit my farm, you are at liberty to examine any or all of my five or six thousand birds, and you will find out that I am telling you the truth. Why? Because we dust all of our hens about once a month, and in that way they never get started.

Remember, a lousy hen will never lay enough eggs to pay for her feed. What do I use for dusting? I use five pounds of sulphur and five pounds of naphthaline mixed with a wheelbarrow full of common road dust; about 150 pounds of road dust; just dust gathered in the road.

But now I am going to give you a secret that is worth more than the price of this book. If you raise white chickens, in the place of using road dust, use flour. I raise nothing but white chickens, and I mix common flour with the sulphur and naphthaline, and that is why people when visiting my farm always say, "Oh, my! your chickens look so nice and clean and white.

Remember, there is nothing nicer than a flock of clean, nice, pure white chickens.

Breaking Up Broody Hens.

Some breeders starve them, some dip them in water, and Lord knows what all they do to them.

Now, when we go around in the evening to shut the hen house doors, we look in the nest. If there is a hen in the nest, ninety-nine chances in a hundred, she is broody. We have a common market chicken coop hanging in a tree, bottom side up so that the slats are on the bottom. We place her in there for twenty-four to thirty-six hours and she is ready to go back to work again. You understand she has to stand on these slats all the time, the wind blowing up through her fluff feathers, and she has no place to sit down. She will soon get over her broodiness.

Now, I keep fresh water and feed in cups for them all of the time while in this coop, and in that way I know that I am not injuring the hen. Some may have better ways, but the above is my way.

Sprouted Oats, or Feed for Ten or Fifteen Cents a Bushel, as Some Call It.

Now, this is one of the greatest egg-producers or food there is for winter egg production, because it gives the birds green food in winter time, which they must have in order to do well, and especially the male bird for fertility. Now, I have seven boxes, each two feet wide, five



A PEN OF CRYSTAL WHITE OPPINGTONS THE BIG EGG LAYING STRAIN - ANY TIME WHITER OR BETTER BIRDS ARE BREED YOU CAN REST ASSURED KELLERSTRASS FARM KANSAS CITY MO WILL BREED THEM

*Kellerstrass Farm
Kansas City*

No. 41. An extra choice breeding pen. Owned by the Kellerstrass Farm

feet long, and four inches deep. I take a bushel of oats, put them in a tub in the evening, pour warm water over them; that is, water warm enough so that the chill is taken off. I let them soak until morning; then I pour them in the above named boxes and lay a wet sack over them; every day I stir them up with my hand and take the sprinkling can and soak the sack good and heavy with water. In seven days it is sprouted long enough to feed. The reason I have seven of these boxes is because it gives me one for every day in the week. I feed one a day and start a new one every day. A bushel of sprouted oats is enough for about twelve hundred laying hens; at least that is the way I feed it. Of course others may feed differently, but there is one thing sure, no one has ever been able to beat my egg records. That is, no breeder has ever been able to get as much money out of eggs per hen as I have. If there has, I would be thankful if some poultry journal would make mention of it. See page 173 for information about building sprouted oats bin.

How to Keep Male Birds From Fighting.

Here is a secret worth one hundred times the price of this book: Several years ago, in the early part of July, when I broke up my breeding pens and separated my males and females, I turned all the male birds out together in one big yard to prepare them for their molting season. They got to fighting and one of my best male birds got killed; in fact, a bird that I had refused three hundred and fifty dollars for. I had trimmed all their spurs before putting them into this yard, but there seemed to be one bird in the yard that was the champion over all the rest. I got angry and went in and caught him, took my pocket knife and cut the end off his beak. There was peace in that yard from then on. That taught me a new trick, and I have used that principle ever since, and I do not have any more bloody birds with torn combs. Just find out the fighter and cut off the point of his beak; just the little hard part. Be careful not to cut too deep so as to make it bleed or injure the bird. If properly done it will not harm the bird any more than to trim the point of your finger nail. This one thing has saved me many a good male bird.

Trap Nest.

A good many people asked me what kind of trap nests I use. Well, I use about eight or ten different makes and find them all good. Any of the well advertised trap nests you read about in the poultry journals are good. Anything that will trap the hen will answer the purpose. I would not think of keeping chickens without trap nests, as it is the only way of telling the layer from the non-layer. See page 173 for information about trap nests.



The Following Will Give You an Idea of How Things Are Carried On in a Large Poultry Plant.

NOW, when we first start our incubators we usually run them for two or three days so as to make absolutely sure that the thermometer is 103. Then we fill the incubator full of eggs. The first day we do not touch them. The second day we just simply pull the tray out and turn it end for end. On the morning of the third day I start to turn my eggs. I turn them twice each day until the night of the eighteenth day. I also test my eggs on the ninth and eighteenth days; some say you should test them on the fifth or sixth day, but I wait until the ninth day for my first testing, then I am sure. Don't forget that there are millions of eggs thrown out annually by inexperienced persons, which would have hatched if they had remained in the incubator.

On the night of the eighteenth day I take a warm, damp cloth, spread it over the eggs and leave it on until the morning of the nineteenth day. Now the reason I put this damp cloth on is simply to soften the shell. I do not care where you live, you have more or less trouble with moisture, no matter what kind of an incubator you use, and if you do not use moisture to a certain extent, more or less, during your hatch, you will find that on the last day you will have a number of chicks that will die in the shell for the want of strength to pick their way through. Even with the moisture, I find that there are some of them once in a while that cannot pick their way through. In that case, I just simply take my pocket knife and pick a little piece out of the egg shell at the big end; I simply make a little opening there for the little chick so he can pick his way through, but be careful not to break the inner shell; put him into the incubator under a moist cloth, and in that way I find that you can save hundreds of chicks during the season. But after they are all hatched on the twenty-first day, I still leave them in the incubator for about twenty-four to thirty hours before I put them in the brooder. No doubt you know the chick has enough yolk in it to keep it alive all the way from seventy to eighty-five hours without food or water. Now then I have lots of people ask me every day when they visit my farm, and a good many write to me and say, "What incubator do you use?" Let me say right here that I have used something like eight or ten different makes of incubators and every one that I have used has been a good incubator, but I will not recom-

mend anybody's incubator. I have had a proposition put to me that if I would recommend a certain incubator in this book it would net me not less than \$10,000 a year perhaps. But that is something that I will not do. My reputation is not for sale. There is one thing that I can say, though, about incubators. They are like an ice box or a refrigerator. You can take a dry goods box, or a cracker box, put ice in it in the summer time and it will keep. But you take a refrigerator that is well built—good, thick walls—and you will find that your ice will keep twice as well and last twice as long at half the expense, and it is the same way with an incubator. Now there are some incubators that are built like a pasteboard box. Of course they will hatch more or less, just the same as a cracker box will keep ice, but my advice is, get a good incubator, one that is built substantial. There are fifteen some odd good makes of incubators made in this country, and I would just as leave have one as the other, because I have tried pretty nearly every one of them and they are all good, providing, however, that *you follow the instructions of the maker of that incubator*, because every manufacturer has different instructions. Let me impress it upon your mind right here: don't listen to what your neighbor says as to how he runs his incubator and what he would do, but you run your incubator according to the instructions of the man who made your incubator. He made it, built it, and the Lord knows how much time he spent experimenting with it, and he can tell you more in that little book of instructions that he sends out with the incubator than all the would-be experienced poultrymen in the world can tell you in ten years. Remember what I say—follow the instructions which came with your incubator, no matter what they are, but buy a good incubator. There are millions of good eggs wasted every year in inferior makes of incubators. Why not buy a good one, when there are plenty of good, honest, reliable manufacturers putting out the best incubators today that were ever manufactured in any country right here in our own country?

Do not go into the chicken business unless you buy a good incubator and buy good eggs to put into it. It is just as foolish to pay \$20 for eggs and put them into a \$5 incubator as it is to buy a \$40 incubator and fill it with \$5 worth of common eggs from mongrel stock.

Now, then, when I take my chickens out of the incubator I take them into the brooder house and put them into brooders that I built myself. The reason I built them myself is because I have had a lot of experience with brooders and I find that with the brooder I built two years ago, out of one hundred chicks that went into my brooder house there were ninety-six of them lived and grew to maturity. During the season of 1908 and 1909, out of a hundred chicks that I brought from the incubator cellar into the brooder house, there were ninety-eight of them lived to maturity, but you must also remember these eggs came from my own stock and they had *vigor and vitality, as well as fertility*.

Now, there are lots of people write and ask me, "Do you use the fireless brooder, or do you use heat in your brooder." I have experi-

mented with the fireless brooders and with almost every other kind of a brooder in the past thirty-six years, and I am just going to give you my opinion on that right here.

The brooder that we use is shown on another page in this book. It is a fireless brooder; it is a brooder with heat in it; it is an indoor brooder; it is an outdoor brooder; just any way you want to use it. During the cold winter months I have them in the brooder house, which is a big building with a roof and side walls with plenty of window lights to admit sunlight for the little chicks, but a dirt floor, and during the cold winter days and nights I light the lamp so as to keep the little chicks warm, because they must have heat in bitter cold weather, and if they do not get it they will never mature; they will never grow and make good, big, stout, healthy, vigorous stock; mark my word—they won't do it. A chick that has once been chilled, if it does not die, will always be a runt.

But you take it in the spring and summer months, we take this same brooder and set it out in the yard, put about fifty chicks in it, and the heat of their own bodies is all the heat they will ever need after the first or second day. But for the first and second day, I almost invariably heat up the brooder for them, unless it is in extremely hot weather. Then, of course, common sense teaches us that they do not need heat, just the same as common sense teaches us that in extremely cold weather they must have heat. Let me tell you honestly and candidly that experience and common sense is the best teacher. Remember, I have no brooders or incubators to sell; I am simply giving you my actual experience.

Now, some breeders may do better than I can. I am only telling you what I have done, what experience I have had, and I guess I have spent as much time and money as any living man on earth in the chicken-raising proposition. I get higher prices for my stock and eggs, and I have won more premiums in one year than any other man. You must remember that what I am writing here in this book is actual experience and happens right here on my farm. It is not a dream put into a man's head while he sits in his office writing of what can be done in the chicken business and taking a pencil and commencing to multiply and count his chickens by the thousands and by the millions in his head. *Remember, I do not count my chickens when they are hatched. I count my chickens along about the first of October, when they are laying and in their breeding pens, and not before.*

Now, when I put these little chicks into the brooder after taking them out of the incubator cellar, I do not give them any feed for the first five, six or seven hours; then when I do feed them, I feed them the yolk of hard boiled eggs, mixed with toast, just common bread toast. I take this bread toast and yolk of hard boiled egg and run it through a meat grinder, just the same as an ordinary family uses in their kitchen. Now, the reason I give them this toast is because it forms their first grit. I find that in giving them sand or gravel, the little chicks do not

know what it is, and a good many will stand there and just pick the oyster shells, sand or gravel, and fill their crops so full that they simply lay down and die. I have cut open lots of them and found that to be the case; and if you are feeding them grit and sand and will cut them open, you will find what there is there and you will find what killed them.

Now, when I put these little chicks in these brooders, I have good dirt on the ground, covered with a little alfalfa or chaff from the barn, and it gives them something to work and scratch in right away. The only thing that I can say why I had such good success, is because I kept them on good old mother earth; that is nature; that is natural for them; that is where they should be.

When I set my brooder outside, I move it every day; just pull it back and forth, if it is not over six inches. It gives them fresh grass or fresh ground. In the mid-winter, when I have them here in the brooder house, I either take a spade and turn that ground over, or when it gets stale and all poisoned I simply throw it out altogether and put fresh ground in.

To go back to feeding the little chicks, as I said, their first meal is toast and the yolk of an egg. The second or third day I feed them hard boiled eggs and toast the same as the first day, only I grind up the whole egg—yolk, white, shell and all. Now the eggs that I use are usually infertile eggs out of the incubators. If I haven't enough of these I use fresh eggs, because I will feed my chicks and take care of them. I feed them this about every two or three hours, but never give them any more than they will clean up. If I go around and find that they have not cleaned up everything, you can be sure I do not feed them until they have cleaned up what I had given them. Fresh water I keep before them all the time. On about the third or fourth day I set a little trough in the brooder filled with bran, and this trough stays full of bran all the time. It gives the little fellows something to go and pick at. It helps to develop their crop—and you must remember one thing that a chicken will never be a big egg-producer unless she has a good big crop. She has to have a big crop so that she can take care of a whole lot of food, because it is what she eats that makes eggs. If she does not eat, you will not get any eggs; I will tell you that. At the same time I place the bran before them I start to feed a little grain. Now, any of the well advertised chick feeds on the market are all right for them. When I feed them grain I sprinkle it right on this black dirt that is in the brooder, rake it over with my hand a little bit, so that it is kind of buried under the ground, and the little chicks commence to scratch for it, and that is what they should do—they have to scratch; they have to work for they have to have exercise, because I tell you right now that is what develops your birds. That is what gives them muscle, gives them form, gives them strength and makes them grow. You cannot raise chickens on a hardwood, mahogany finished, parlor floor and expect good results.



S-C-W-ORPINGTON
 MALES HEADING
 SOME OF THE
 BREEDING PENS

Wm. Kellerstrass



FIRST PRIZE WINNER MADISON SQUARE
 GARDEN, N.Y., WHITE ORPINGTON,
 KELLERSTRASS FARM, KANSAS CITY, MO.



KELLERSTRASS
 POULTRY FARM
 KANSAS CITY, MO.
 HOME OF THE
 CRYSTAL STRAIN
 WHITE ORPINGTONS

No. 42. Extra choice cockerels owned by the Kellerstrass Farm

The nearer and closer to nature you get the more and better success you will have.

Now, after these chicks get up to about eight weeks old, at which time they weigh from two to two and one-half pounds, and you cannot keep them from weighing that if you just give them care and regular feed. But my Crystal White Orpingtons are the only chickens that I know of that will do that, and, as a usual thing, when you see some incubator manufacturer or some brooder manufacturer demonstrating at a poultry show, you almost invariably see him using my Crystal White Orpingtons. Why? Because, as I say, they develop faster than any breed of chickens that I know of. You can breed them by the hundreds or by the thousand, and they will average two to two and one-half pounds in eight weeks. Of course, if you raise them and feed them for broilers for the market, they can very easily be made to weigh two and one-half to three pounds when eight weeks old.

Now, remember, that not for one minute do I write this book to condemn any breed or any breeder, any incubator, brooder, incubator manufacturer or anything of that kind. But in the last thirty-six years I have bred Barred Rocks, White Rocks, Buff Rocks, several of the different varieties of Wyandottes, Leghorns; in fact, I have bred about eighteen different breeds of chickens.

Now, I keep the White Orpingtons; am breeding the White Orpingtons exclusively, because I think they are the best in the whole world. Of course, every man has his choice and fancy of different breeds. We cannot all see it the same way. It is true, and has been published by some of the best judges in the country, and some of the best poultry journals in the country have said that the White Orpingtons were not on the map, were not known until I took them up. Of course, I bred them White and I bred them up to size. If I had not done it, I would not in the season of 1907 and 1908 have won over 90 per cent of all the premiums that were offered in this country in the shows I made. That is the reason I call my birds the "Crystal White Orpingtons," originated by the Kellerstrass Farm, because everyone whom I have met at all the different shows, in the different countries, has said they had never seen anything like them. Of course, today there are hundreds, perhaps thousands, of them being bred all over the world, because I have shipped to almost every known country on the globe.

Now, when they become eight to twelve weeks old, then I turn them out in what I call colony houses, shown in another part of this book. I leave them in these colony houses until they are about four to five months old. It altogether depends on how many we have on hand and how many we have remaining in the brooder house as to how we have to push and keep pushing and crowding them out. But from these colony houses I just simply turn them out over into the orchard and there I leave them until fall. They have plenty of room there and find plenty of bugs and grasshoppers. I give them grain each day and the little wheat bran box is before them all the time. I leave them there until about the first or

middle of September. Then I commence to put them into the breeding pens and breeding houses. I usually take about one male to every ten females. Let me caution you right here.

Be sure they are not related. You cannot mate up brothers and sisters in the chicken line or in any other line and expect results. Be sure they are not related, the male to the females.

Also see that you have a good male. Remember that the male is two-thirds of the flock when it comes to breeding. This is one thing I am very particular about—my male birds. Perhaps I will take a chance on a poor female once in awhile by mating her up to a good male bird, but never will I take a chance on a poor male bird.

Now, in these breeding pens I put to one male about ten females. I put them into these houses. Now these houses have old hay, straw or litter of some kind on the floor, all the way from six to eight inches deep, and there is where I do my feeding. About seven o'clock in the morning I go into these houses and I feed them cracked corn, wheat, oats and kaffir corn; just throw it right on this litter. There you are back to nature again. I make them work for what they get. They have to scratch and dig in this litter. That is what gives them exercise, and a hen that does not get exercise do not believe for one minute that that hen will lay. They have to have exercise in order to lay, and then when they do lay that egg will have vitality and strength, so that when it hatches the chick will live and grow and make a good, stout, healthy chick.

At noon I feed them sprouted oats during the winter months when there isn't any green food.

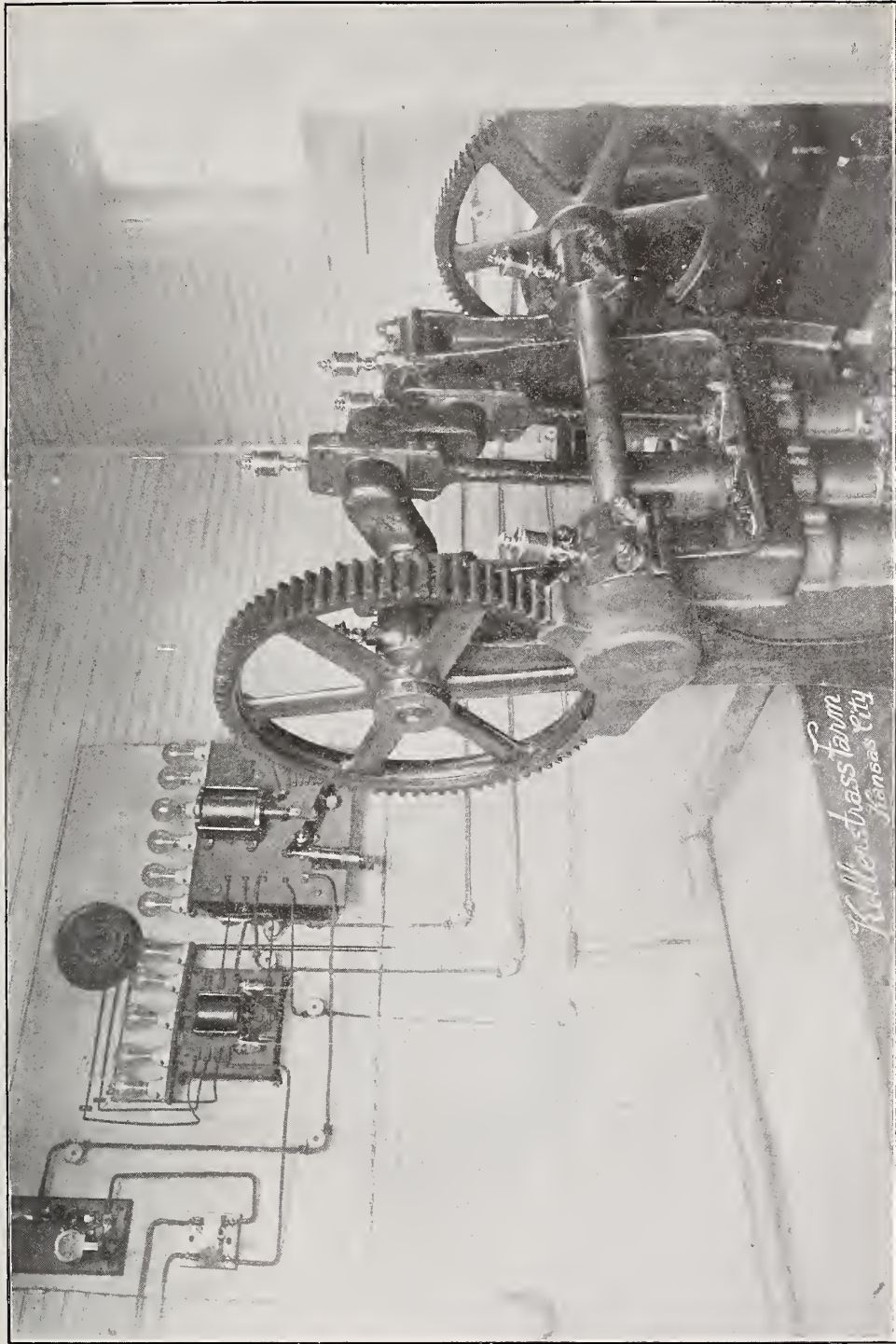
Between four and five o'clock in the afternoon I feed what I call my mash feed. Now, some breeders feed a mash in the morning and feed a dry feed in the evening, because they say the bird should have some grain in its crop and let it ferment there and warm them up during the night. Well, of course, we cannot all see it in the same way. I do it my way, the other breeder does it his way. I feed the grain in the morning, because it simply makes them work and keeps them busy all day, and makes them exercise. That is why I feed it in the morning, and the mash I feed in the afternoon between four and five o'clock. Now, whether my food theory is right or wrong that is simply a question of opinion among the different breeders. But there is one thing that no one can dispute, and that is that my birds do lay, because I have records like no breeder in the world has even been able to show, so far as egg production is concerned. That is one thing I pride myself on and devote my whole time and attention to—the egg production. I do not care how fine a Jersey cow you have, if she does not give milk what good is she? And it is the same way with a chicken. No matter how fine they are, if they don't lay, what good are they? *It is eggs—that is what we need.* Now, remember, dear reader, as I have said time and time again, this book is not written with a whole lot of fancy words and flowery speeches. It is simply written by a man who has had actual experience, and this book

was written every day as I went along with my experience. It is all written from actual facts.

Now, going back to the chickens—these chickens that are in their breeding pens are never left out in the yard or in the runway during breeding season. They stay right in that house, and they have to do their scratching, digging, feeding and egg laying right in that house. Now, you may catch a nice sunshiny day along in March or April, and you will say, well, I am going to let these chickens out; it is such a beautiful sunshiny day. But there is cold damp frost in the ground and the sun is drawing it out, and that hen will go out and walk around on the ground, wet, damp and moist; the first thing you know she is standing on one foot and then on the other foot, and she will go back to the house and retard and not lay an egg again for two or three weeks. There is where you lost by letting them out. As I say, my chickens do not go out until along about the first or middle of July. Then I break up my breeding pens, I separate my males and females and put them in separate runs. Of course, you understand a female will lay just as many eggs without the male bird as with him, but they will not be fertile. I always try to hatch my little chicks early, so the pullets are all matured by fall, so they will start to lay and will lay through the winter. You take a chicken hatched in July or August don't you ever believe for one minute that you are going to get many eggs from that bird that fall or winter; that is simply impossible; she is not matured. Now, there are lots of breeders who will tell you: Oh, hatch in August; you can raise plenty of them in August. Yes; that is true, you can hatch and raise them in August. But it will be the next spring before that bird is developed, if it ever develops to amount to anything. It will be the next spring before that bird will start to laying. Now, I do not want any summer chickens. I want chickens that will lay all the year 'round. I don't want chickens that will only lay in the spring. I want chickens that will lay from one fall to another, and that is the kind of breeding which my past record and my daily record shows.

Now, remember that all through this book I am simply trying to tell you what I am doing, and I suppose that every breeder has his own way, and we may all differ. But there is one thing that I can say, that no breeder in the world can say, and that is—when I sold that pen of birds to Madame Paderewski for \$7,500 (seven thousand five hundred dollars)—remember, five chickens for \$7,500—that is the highest price that was ever paid for chickens in the world.

Now, when I take that all into consideration, I just figure that I have perhaps done a little bit better than any breeder in this country. While you must remember that I have a good feeling toward every breeder of any breed in the world, I want to say to you right here—don't you breed my chickens unless you feel that they are the kind of chickens you want to breed. By all means, when you start in the chicken business, first find out what kind of chickens you like best. Then go to some good, honest, reliable breeder and buy stock or eggs



No. 43. Water works or pumping station on the Kellerstrass Farm

from him. Don't breed my kind of chickens if you don't like them, because you will never make a success with them. But whatever you do, *only breed one kind*; you will never make a success trying to breed several different varieties. Always take the kind that you like best. If you visit me, and I have visitors daily—no matter what kind of chickens you are breeding—my son and my men are always instructed to give the visitor all the information they can, because, no matter what kind of chickens you breed—if you make a success of them, that is what helps the poultry business, and every time you make a success, no matter what kind your breed, as I say, it helps the poultry business, and whatever helps the poultry business helps my business, because I am in the poultry business.

There is one thing that I cannot impress upon your mind too much, and that is this: *Buy the best stock and eggs that you can buy*, no matter what breed you are going to breed. You can go and buy some cheap stocks or eggs and you will spend a whole year's time and hard work, and then you have made a failure of it; you wonder why. That is what hurts the poultry business, and anything that hurts the poultry business, hurts my business. For that reason, I say—*buy the best stock that you can buy, and if you cannot buy good stock, do not start at all*. Do not go out and buy some cheap mongrel stock or eggs and start in. Do not do it. Leave it alone for another year, until you are able to buy good stock.

Now, remember, when you buy this book from me, I simply give you all the information that I can, and the actual experience that I have had in the poultry business.



My Opinion of Poultry Journals and Advertising Solicitors of Poultry Journals in the Show Room.

NOW, remember, I am only giving you my opinion and what experience I have had in this line. You will never have very good success unless you take your birds to the show-room, and no matter what kind of birds you have, if you lose there is no one going to advertise the fact. But if you win, people will commence to talk about your birds, talk about the good quality of your birds, will come around and ask you how much you are going to charge for a setting of eggs out of those birds. You immediately begin to find that it is easier to get \$1.00, \$1.50, even \$10.00, or perhaps \$25.00 and \$30.00 a setting for your eggs than it was before you won. Before you took them to the show-room doubtless you had to sell them to the market at market prices. You also find that just as soon as the blue ribbons are hung up on your coops that there will be solicitors of various poultry journals come around, take you off into one corner and explain to you that you should now spend your money in advertising the fact that your birds won. Now, right here is where you think this man is trying to hold you up; that he is after your money and a thousand and one other things. But let me say to you, right here is where that man or that advertising solicitor is doing you a great favor. If you will listen to him, ninety-nine chances out of a hundred you will make good. As I say, he will tell you to advertise the fact, now that you have won at such and such a show, on such and such birds, and whenever you do that you will find that the orders will come in from all parts of the country, and that you get prices like you never dreamed of before for your stock and eggs. But unless you do advertise, the world will never know what you have done, and you will never reap the benefits you are entitled to.

Of course, you might say, "Well, what journal should I advertise in?" All I can do is to give you my own opinion. First, you must know how much stock and eggs you have to spare. If you haven't very much to sell, one or two journals are all that you need to advertise in. Find out the journals that you know have the circulation. Circulation, you understand, is the whole thing that we all should have and look for. If the paper doesn't circulate to more than a few people, we can expect but very little results. If, however, the paper has a large circulation and goes into thousands upon thousands of homes, we can expect good results. So, as I say, that is one of the most important things to consider before placing your advertising; then place it in a good journal, one that has the circulation, one that goes to the people and to the community that you want to reach. Then, as your business grows from time to time, you can add more journals to your list. Let me say another thing: Always make your advertisement as big as you possibly can, according to your business. This thing of taking a little half inch or inch advertisement in a poultry journal doesn't amount to very much. Of course, it is all

well and good for the new beginner—the fellow who hasn't very much to sell and doesn't expect to have very big returns—but if you have much to sell and have good birds, and expect to get good prices, you have to use good illustrations and have your ads set up right, and in order to do that you have to use good, big space—quarter pages, half pages, full pages. The buyer usually judges a good deal by a man's advertisement, by the way it is gotten up and by the size of the advertisement. No doubt you have seen my advertisement in nearly all the leading journals throughout the country, and I have used pages after pages in some of them. I have used as high as three or four pages in one issue; but don't think for one minute that I do it to please the editor of that paper or the advertising solicitor of that paper. I do it because it pays me. If it didn't pay me, you can rest assured that I would drop out and quit advertising in that paper in less than no time.

If you will read this book through from one end to the other, you will see that I have made a success, and there are but two things that make success, and that is to sell good goods and satisfy your customers and advertise judiciously.

There is no editor nor advertising solicitor that I know of who would honestly and conscientiously ask you to use a full page advertisement in his paper if a quarter page would answer the purpose, because it would be very foolish. If this man would advise you to take two or three pages in his journal when he knew that a quarter page would be all that was necessary, it would be but a very short time until your advertising would cost you more than what you would take in. You would go around in the show-rooms to everybody, telling them that So and So's paper did not pay you; consequently that paper would be loser to a greater extent than the amount of money that they might have received from you in persuading you to use more space than you really needed.

So, as I say, if you haven't had any experience in advertising, it is well to talk it over with the various editors and solicitors of the various poultry journals. Go to them. They are the ones who can give you advice. They can give you more advice than anyone else. Why? Because it is their business. They have followed it; have made a success at it. But, as I say, if you don't advertise, your stock and birds will never be known. And if they are not known, you can never expect to get good prices. You have heard of my birds—no doubt my birds and my name are known all over the country. Why? It is all on account of my advertising, and, of course, you can rest assured that I couldn't afford to advertise if I did not make the money. Then, again, there is more than just merely putting an advertisement in the paper. People will start to write to you and ask various questions about your stock and eggs. Sit down and write them a nice letter. If they don't reply to your letter immediately, sit down and write them another letter; explain to them in your letter all about the good qualities of your stock and your eggs, and ask them to give you a trial. No doubt you will hear from them. I have known breeders before now, who have put an advertisement in the



No. 44. Electric light plant on the Kellerstrass Farm

paper and someone would write to them, asking about their stock and eggs, and they would not make a reply. They thought the man should have sent in his money with his first letter. Well, you know that isn't human nature. We all like to sit down and write a letter and receive a reply from the firm or the man with whom we are going to do business. If we cannot meet him personally, we like to open up a correspondence first, and talk the matter over in our correspondence, and become better acquainted.

I have written as high as eight, ten and twelve letters to one single customer before I would make a sale, and it paid me well to sit down and write the man an answer to his questions, and explain fully to him just what I could or would give him for his money. You know it isn't natural nor human nature for a man to put his money in an envelope and send it to a party just because he has an advertisement in the paper. We usually like to write to him first and get a letter back again and know more fully what we may expect for our money. Now, remember, I have made a fairly good success in this business and am simply telling you in this article why I think I have made a success. It is due to delivering the goods and to good, judicious advertising. Let me add right here that no matter how good the stock and eggs are you raise, unless you do advertise you will never find a market for them. If you have anything to sell, you must advertise and let the world know about it.



Judges and Judging in the Show-Room and My Opinion Why the Little Fellow Does Not Succeed Better in the Show-Room.

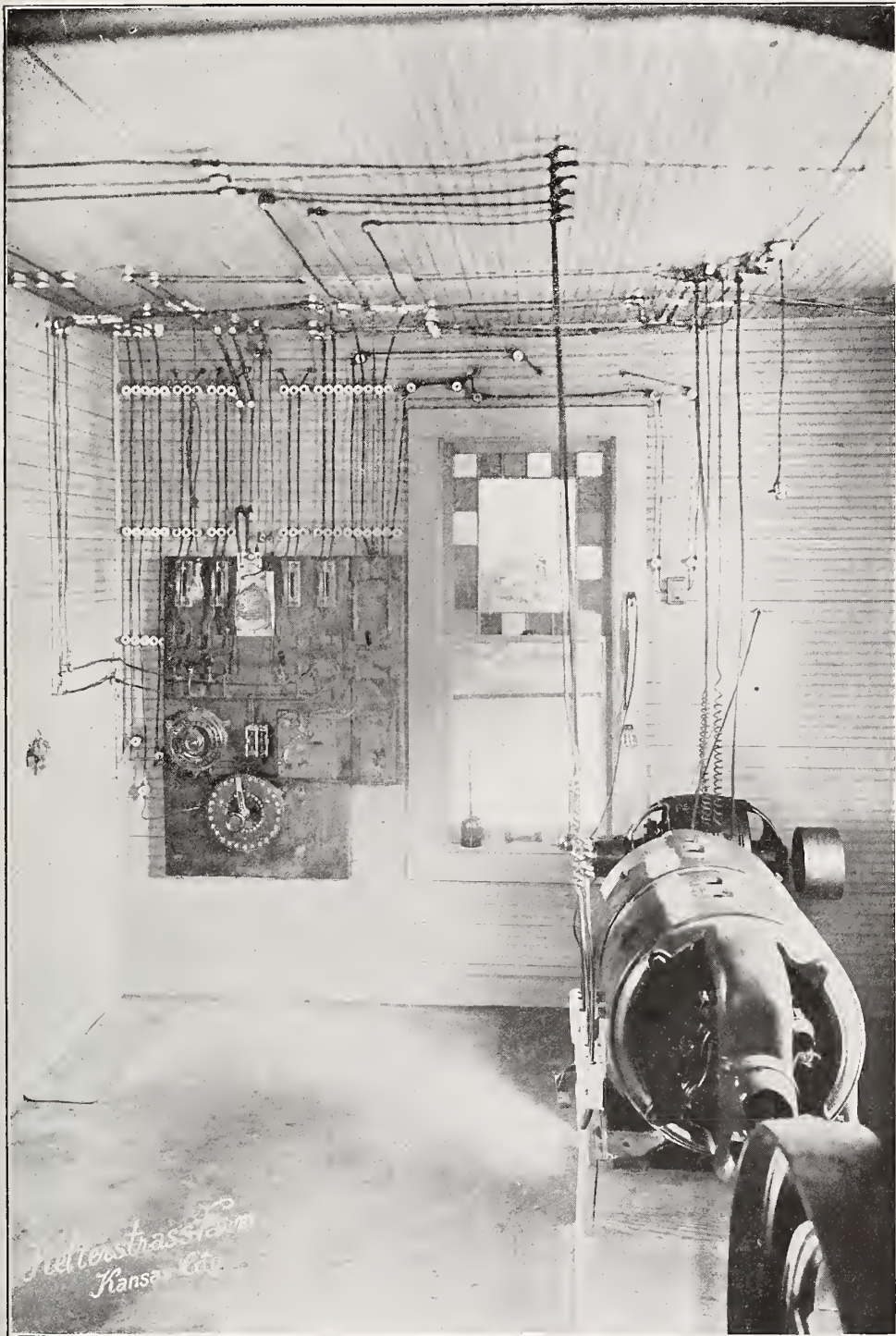


AN AMUSING thing happened in January, 1910, when I was attending an Eastern show. I was walking up and down the various aisles, and while starting down the aisle where the Orpingtons were being judged I saw a party have a roll of bills and try to stick them into the coat pocket of the judge who was judging the birds at that time. The judge handed the money back and told him that he was mistaken—that he did not do business that way. Now, I do not think that either of these parties noticed that I was anywhere near, but after the judging was over with, I approached the judge and had quite a conversation with him, and asked him about the little incident that had happened that morning. Remember, dear reader, I was not showing in this show. That is, I was not showing any birds in the open class in this show. So I am free to speak. When the judge found out that I had seen what had transpired in the morning he opened up and told me that he did not know who the party was, but some fellow had tried to put a bunch of bills in his pocket. He did not know what for, nor did he know who the party was. Now, dear reader, let me say right here that a man to be a poultry judge has to be very highly educated and very intelligent; otherwise he could not for one minute hold a position as a poultry judge. If you will only stop to think of the different varieties of birds that there are, the different colors, the different shapes, the different types, and the different bearings, and then for an ignorant individual to come along and think he can bribe him for the sake of a few dollars—that is why the little fellow does not succeed. He is on the wrong track; he is under the wrong impression. There is only one way for him to succeed—that is, to go home and breed the birds. And let me assure you that when he breeds the birds he will have no trouble in winning out in the show-room, no matter where he shows, nor under what judge he shows, because there is no judge licensed by the American Poultry Association who would not give a man what he is entitled to in the show-room. In other words, you can rest assured that if you have the best birds, you will get what is coming to you every time. At least I have found it so, and I guess I have shown in as many show-rooms and in as big shows and in as big classes as any other one breeder in this or any other country, and I can say that no breeder or judge can say that I ever made a complaint in my life. Any time that a man beat me, I simply made up my mind that he did it because he had better birds than I had. I went

home and went to breeding, and that is the secret of my success in winning so many premiums in the show-room as I did—because I bred the birds, delivered them in the show-room, and made good.

Now, it is not alone in breeding your birds. Even after you have bred them you must remember that condition is a whole lot. I remember that during the season of 1909-1910 I left my home on Christmas day with a string of birds to go to the New York show to make a clean-up, as I called it. Before I left home I knew I had the birds. I knew there wasn't a bird in this country that could beat my birds. If you will recall that at Christmas time, 1909, this country had a snowstorm from one end to the other. My birds were laid out at Chicago on account of the severe storm. They were laid out at Buffalo on account of the storm. They finally arrived at Madison Square Garden Tuesday noon—two of them being smothered under Christmas packages and one had frozen to death. What were the results? I received only *one* FIRST and a few little seconds, thirds, fourths and fifths. Now, why didn't I succeed better in that show-room? Was it because the judge was partial to the other fellow? Was it because the judge wanted to favor someone else and had it in for me? Oh, no! not at all. Let me tell you. I know this judge personally who judged these birds, and I dare say a finer man never lived. It was simply that my birds went into that show-room out of condition. I told some of the breeders that I had better birds than they had and that I could win over their birds, everything being equal, but that I had come 1,500 miles through a snowstorm, and that I knew my birds were bred right. The only thing was they did not come into the show-room in the right kind of condition. I told them that if we would go into a show-room the next week anywhere, and travel the same distance, that they would not get any chance at all. So we finally went down to the Baltimore show, which came off the following week. We went down to Baltimore, leaving Madison Square Garden on Saturday night, getting into Baltimore Sunday evening. I went to work, washed my birds, fed them, and on Monday morning they went into the show-room looking finer than they ever looked in their lives. If you will look up the show record, or send to the secretary of the Baltimore Association and get one of their pamphlets of their show of January, 1910, you will find that I won FIRST ON COCK, FIRST ON HEN, FIRST ON COCKEREL, FIRST ON PULLET, and FIRST ON PEN. Remember, I won all five FIRST premiums that were offered by the association. Besides that, I won about twelve (12) SECONDS, THIRDS, FOURTHS, FIFTHS and SPECIALS.

Now, then, the best part of it all is that the same judge who judged these birds the week before at New York judged them at the Baltimore show. So there you are! The judge himself said that if my birds had been in the same condition at New York that they were at Baltimore I would have gotten the same kind of a deal there. Now, does this not explain everything fully? Remember, I am stating my own case to show you that I am speaking from actual experience. Now, all the bribing



No. 45. Interior of electric light plant on the Kellerstrass Farm

that you might possibly have tried to have done, or even if you could have found a judge who would have accepted the bribe, could he for a minute have given my birds the first prize at Madison Square Garden? No, never! Because the public would not stand for it. I am frank in saying that all of this talk about a judge favoring one breeder over another, or of a judge being bribed by one breeder or another, is all rot. There is nothing to it! I know whereof I speak. I have been all along the line, and let me tell you, dear reader, that if you have the birds and will put them in the show-room in the right kind of condition, you will win every time, and if you haven't them you cannot expect to win, no matter what your reputation is and no matter what money you have—because, listen! if it was money that would win, what show would the poor fellow have? Take for an illustration: When we go into the Madison Square Garden show in New York, where there is nothing but wealth on all sides, just stop for one minute to think how long that show would last if the judge would accept a bribe, because if money would win there, you must remember that everybody has plenty of it, and they would pile the money up so high that the game would not last very long. So let me assure you that all you need to do is to go home and breed the birds and breed the right kind of birds. After you have bred them, start in, in June and July, to condition them for your fall and winter shows. Bring them into your conditioning room, feed them, coach them along, teach them to pose, and when you get ready to put them in the show-room see that they are washed and polished up, and get them in the pink of condition, up to weight and as near to the standard of perfection as possible. I assure you that this is the only sure way that you will ever win or make a success or reputation in the poultry business in this country in the show-room.





Use My Way and You Can Raise Them by the Thousands

How I Made Three Thousand Six Hundred (\$3,600.00) Dollars in One Season From Thirty Hens on a Lot 24x40, During the Season of 1908-1909.



OW, at first sight the above seems absurd and looks like an impossibility, but that it has been done by me no one can dispute, after I have been willing to give the names of persons who paid me the money, which in itself is an evidence that no one can dispute.

The possibilities in the poultry business are so great that no one can predict the future. I, myself, say almost every day—there is no telling how much money can be made out of the poultry business with the proper amount of care, breeding and energy.

Now, the thirty hens referred to above were in my thirty-dollar mating yards in the spring of 1909, as per my mating list of that season. I sold these eggs at \$2.00 each. Now, why did I receive \$2.00 each for these eggs? Because they were worth it, and you must remember that nearly all of these eggs were sold to breeders of chickens, and a breeder wants the best—no matter what they cost—where the new beginner usually wants the cheapest, and that is why he does not succeed.

Why were these eggs worth \$2.00 each? Because they came from the choicest breeders from my whole entire flock, which took care, work and scientific breeding to produce, and the breeder, unlike the new beginner, would rather pay a good price and get started at once with good stock.

Now, no matter how small you start, if you start with good stock you are bound to produce good birds which you can dispose of readily at a good price.

The above thirty hens were placed ten in a yard 8x40, right here close to my house, with one of my best male birds in each yard. Three times each day when I got up from the table I gathered up the scraps and went out and fed these thirty hens. There are six persons in my family and there were always plenty of scraps for these thirty hens.

Now, why did I feed these thirty particular hens the table scraps? Because it is food that no poultryman can buy, and it is the best in the world for egg production, as well as for fertility and vitality. The little potato scraps, meat scraps, vegetables, bread crumbs, celery tops, radish tops and onion tops; why, there is no grain or manufactured food in the world that will beat it, and that is the reason why so many *people living in the city* get so many eggs and good results from a few chickens. Why, if I could feed my whole entire flock the table scraps I could show results that would surprise the world. These thirty hens received but very little grain. Once in two or three days I would throw in a little grain, but only to stimulate their appetites.

You must also remember that besides selling \$2,048.00 worth of eggs from these thirty hens, I hatched several hundred of their eggs myself, and at the same time I returned money to parties, telling them that I could not fill their orders, because I was bound to save out enough eggs for my own breeding purposes, and at the same time I was selling thousands upon thousands of dollars' worth of eggs from my other stock at \$10.00 per setting of fifteen eggs, this being the cheapest price I had that season, and returned money every week for orders that I could not fill. I simply mention this to show you the possibilities in the poultry business.

Now, the exact results from these thirty hens from September 1st, 1908, to June 20th, 1909, were as follows:

Thirty hens made an average of \$68 each in ten months from eggs alone. These thirty hens laid, between September 1st, 1908, and June 20th, 1909, four thousand and thirty-three eggs, averaging one hundred and forty-one eggs each in a little less than ten months' time.

Now, I sold one thousand and twenty-four of these eggs for \$2,048.00, leaving me three thousand two hundred and nine eggs for my own use. In other words, I kept three-fifths of the egg production for myself and sold two-fifths of the egg production for \$2,048.00. Then, after duplicating the infertile eggs and sorting out I raised four hundred and eighteen birds myself from this mating, and I never sold a bird for less than \$5.00, which can be verified by all my customers.

Four hundred and eighteen birds at \$5.00 each, \$2,090.00; \$2,048.00 worth of eggs sold; total, \$4,138.00; allowing \$538.00 for labor, advertising and other expenses, leaves me a net profit of \$3,600.00. If you are interested, I can furnish you the names of these persons who bought chickens from me at \$5.00 each.

Now, the average person will say, "How can I get the high prices for my stock and eggs that Mr. Kellerstrass gets? Simply by raising good stock and advertising it. If you will note, there is one item of \$538.00 for labor, advertising and other expenses. Most of this \$538.00 was spent in taking the birds to the shows, and in that way they were advertised. Whenever people find out that you have good stock they are willing to pay the price, whether it is for fresh eggs, for broilers, for

*Kellerstrass Farm
Kansas City*



No. 46. A pair of squab broilers, 8 weeks old, weighing 2 lbs. each. Raised on the Kellerstrass Farm

breeding stock or show stock. There is always a big demand for a first-class article at a good price.

The following are the names and the addresses of the persons who paid me \$2,048.00 for the eggs from the above thirty hens:

Names of people who bought and paid \$2.00 apiece for eggs from thirty special hens in yards 1, 2 and 3, between September 1st, 1908, and June 20th, 1909:

C. A. Anderson.....	Spokane, Wash.	15 eggs	\$30 matings —	\$30.00
C. C. Allen.....	Kenosha, Wis.	"	"	30.00
Thos. F. Burns.....	Colorado Springs, Col.	"	"	30.00
J. S. Brady.....	Parker's Landing, Pa.	"	"	30.00
I. M. Bellinger.....	Mohawk, N. Y.	"	"	30.00
Ed Biederstadt	Madison, Wis.	"	"	30.00
George Birk	Hamilton, Ont., Can.	"	"	30.00
P. F. Bartlett	Grafton, W. Va.	"	"	30.00
P. L. Crukshank.....	Denver, Colo.	"	"	30.00
Mrs. M. H. Crawford.	Shepardstown, W. Va.	"	"	30.00
A. S. Crotzer.....	Lena, Ill.	"	"	30.00
A. D. Dumenil.....	Bartlesville, Okla.	"	"	30.00
Chas. Emmerick.	Dayton, Ky.	"	"	30.00
T. M. Ellis.....	Rockford, Ill.	"	"	30.00
W. E. Etzensperger..	Willoughby, Ohio.	"	"	30.00
J. A. Filcher.....	Sacramento, Cal.	"	"	30.00
Mrs. R. M. Good.....	Chariton, Iowa.	"	"	30.00
Moses B. Griffing....	Shelter Isl. Hts., N. Y.	"	"	30.00
Sig. Goodfriend.	Anaconda, Mont.	"	"	30.00
C. D. Gabel.....	Burlington, N. D.	"	"	30.00
Chas. Gabel.	Hawkeye, Iowa.	"	"	30.00
Thomas E. Hunt.....	Blue Island, Ill.	"	"	30.00
John W. Hall.....	Northfield, Minn.	"	"	30.00
Mrs. M. D. Harris....	Richland, Iowa.	"	"	30.00
David Hill.	Salina, Kans.	"	"	30.00
Mrs. J. H. Harnley...	Zion City, Ill.	"	"	30.00
W. R. Kendall.....	Independence, Mo.	"	"	30.00
T. E. Lockridge.....	Liberty, Ind.	"	"	30.00
B. S. Long.....	Little Sioux, Iowa....	"	"	30.00
Dr. C. C. Meredith...	Pittsburg, Pa.	"	"	30.00
J. L. Mitchell.....	Farmington, Utah.	"	"	30.00
Walter Miller.	Waynesburg, Pa.	"	"	30.00
F. A. Maibaugh.....	Liberty, Ind.	"	"	30.00
Dr. A. G. Manns.....	Oconomowoc, Wis.	"	"	30.00
C. L. Minnot.....	Jeanerette, La.	"	"	30.00
Mrs. Clara Moore....	New Bloomfield, Pa....	"	"	30.00
L. O. Miller.....	Philadelphia, Pa.	"	"	30.00
T. W. Nichols.....	Portsmouth, Ohio.	"	"	30.00
J. Boyd Pantlind	Grand Rapids, Mich.	"	"	30.00
J. M. Phillips.	Minden, La.	"	"	30.00

J. K. Pollock.	New Castle, Pa.	15	eggs \$30	matings—	\$30.00
J. E. Richardson.	Shreveport, La.	"	"	"	30.00
Herbert C. Ryan.	Sault S. Marie, Mich.	"	"	"	30.00
Mrs. J. L. Richardson.	Nevada, Mo.	"	"	"	30.00
J. H. Snyder.	Burns, N. Y.	"	"	"	30.00
Mrs. J. W. Thomas.	Strathcona, Alb., Can.	"	"	"	30.00
H. C. Williamson.	Memphis, Tenn.	"	"	"	30.00
Sidney L. Wright.	Germantown, Pa.	"	"	"	30.00
Ralph E. Woods.	Shelton, Neb.	"	"	"	30.00
Paul E. Hatch.	Plano, Ill.	"	"	"	30.00
J. H. Barnes.	Garfield, Wash.	8	"	"	16.00
L. C. Bolick.	Brighton, Tenn.	"	"	"	16.00
Eliza M. Chatfield.	Seymour, Conn.	"	"	"	16.00
Dr. J. B. Crist.	Golconda, Ill.	"	"	"	16.00
Dr. R. S. Dombaugh.	Waldo, Ohio.	"	"	"	16.00
F. R. Dunn.	Fruitvale, Cal.	"	"	"	16.00
Dr. F. C. Frisbie.	Equinunk, Pa.	"	"	"	16.00
C. H. Ferran.	Toccoa, Ga.	"	"	"	16.00
E. M. Faust.	Youngstown, Ohio.	"	"	"	16.00
M. B. Glotfelty.	Sharpsburg, Pa.	"	"	"	16.00
Chas. B. Garrison.	Fairfield, Iowa.	"	"	"	16.00
O. S. Greenwood.	Malden, Mass.	"	"	"	16.00
W. F. Gerhart.	Pocahontas, Iowa.	"	"	"	16.00
C. W. Gillam.	Windom, Minn.	"	"	"	16.00
J. W. Hirst.	Woodriver, Neb.	"	"	"	16.00
P. J. Harllee.	Chattahoochee, Ga.	"	"	"	16.00
E. C. Hoffman.	Wheeling, W. Va.	"	"	"	16.00
Rev. A. A. Jasper.	Augusta, Mo.	"	"	"	16.00
W. H. Kildow.	Tiffin, Ohio.	"	"	"	16.00
Edwin J. Leonard.	Elkland, Pa.	"	"	"	16.00
W. H. Morris.	Knox, Ind.	"	"	"	16.00
Jas. T. O'Brien.	Cascade, Iowa.	"	"	"	16.00
Mrs. W. A. Richards.	Denton, Texas.	"	"	"	16.00
Lorenzo Rogers.	Aiken, S. C.	"	"	"	16.00
S. S. Spencer.	E. Cleveland, Ohio.	"	"	"	16.00
Chas. F. Sherrard.	Ladd, Ill.	"	"	"	16.00
C. S. Simpson.	LeClaire, Iowa.	"	"	"	16.00
L. K. Thompson.	Princeton, Ill.	"	"	"	16.00
Mrs. Mary Zastrow.	Amhurst Jct., Wis.	"	"	"	16.00
L. C. Zeak.	Hibemia, N. J.	"	"	"	16.00
A. B. Bryan.	Danielsville, Pa.	"	"	"	16.00
A. B. Collins.	Yates Center, Kans.	"	"	"	16.00
W. D. Stoyer.	Schuylkill Haven, Pa.	"	"	"	16.00
Alice K. Williams.	South Omaha, Neb.	10	"	"	20.00

Total \$2,048.00

The above is a record that no breeder in the world can show, barring none. Mr. Grant M. Curtis, editor of the Reliable Poultry Journal, wrote a personal letter to each one of the above parties to satisfy himself, and then stated that it was the most remarkable case that he had ever seen, and that it just showed the possibilities in the poultry business.



TESTIMONIALS

ON THE FOLLOWING PAGES I publish a few testimonials from some of my customers. I do this just to give you an idea as to my reputation as a breeder. As I have told you all through this book, I AM A BREEDER, I RAISE CHICKENS, and this book was written by me from actual experience, and my only object in publishing these testimonials is to show you that I do know something about the chicken business. If interested, I will gladly furnish you the name and address of any one of the parties.

Georgia, August 8, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Mr. Kellerstrass:—Pardon my delay in not mailing the egg record asked for before, but as I wished to keep the original I had to make you a copy, and I have been too busy to do this before; and besides the original was not as neat as I would like to send out.

I also enclose you affidavit properly executed and signed by Mr. J. W. D., overseer of my poultry yards.

Trusting that you will find the above papers satisfactory, I beg to remain,

Yours very truly,
(Signed) P. J. H.

I hereby certify that Hen No. 503, of the Kellerstrass Strain, laid 263 eggs in 272 days, from November 16, 1908, to July 15, 1909, and the egg record furnished Mr. Kellerstrass is true and correct to the best of my knowledge.

(Signed) J. W. D.

State of Georgia: August 9, 1909.

Then personally appeared J. W. D. and made oath that the foregoing statement, by him subscribed, is true to the best of his knowledge and belief.

(Signed) _____

Notary Public.

Oklahoma, June 19, 1910.

Mr. Kellerstrass,

Dear Sir:—I believe I have as good a layer of your strain as there is anywhere on record, but not thinking it necessary, I have not kept a record of her.

She began laying when about 6 months old. It was on the 10th day of October she laid her first egg. She laid every alternate day about one week, then laid an egg every day, and she laid right through the entire winter and up till the first of May, then went broody. I broke her up, and she was laying again in ten days. I have only ten hens. I set two of them on twenty-six eggs, hatched twenty-five healthy chicks. Later I set two hens on thirty eggs and hatched twenty-seven fine chicks. I have

never had a crippled or deformed chick among them, but from the time they are hatched they are large, big-boney, big-footed and fine. I have made not less than \$60 clear from my ten pullets this spring, besides hatching a fine flock of my own and returned lots of money. I have hens that weigh 9 and 10 lbs., snow-white. The Kellerstrass strain Crystal White Orpingtons is the best fowl on earth for any purpose—they lay, weigh and pay. I would not take \$500 for my small flock, and wish to thank Mr. Kellerstrass for kind treatment and honest dealing.

MRS. B. S.

California, June 28, 1910.

Dear Sir:

In a setting of eggs from you I got just one pullet. She laid at 5 months and in her fifth, sixth, seventh and eighth months she laid 100 eggs—225 in the year. All the eggs from her pullets were sold. They laid nearly as well as she, but I have no report of hatches from them. The report is what she did by her lone self and one male bird to help.

Report—Five-months-old pullet; what I did with one pair:

	Eggs.
Laid first month.....	24
Laid second month.....	26
Laid third month.....	23
Laid fourth month.....	27
Laid fifth month.....	20
Laid sixth month.....	25
Laid seventh month.....	10
Laid eighth month.....	15
Laid ninth month.....	20
Laid tenth month.....	15
Laid eleventh month.....	15
Laid twelfth month.....	5

Total 225

Two hundred eggs set; 25 eggs sold; 151 eggs hatched; 62 were pullets—eggs laid by these were sold; 89 were cockerels; 50 pullets grew to maturity—sold all their eggs; 80 cockerels matured.

S. G.

Mississippi, June 18, 1910.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—I feel that it is my duty to write you of the amazing success I have met with in my first year as a breeder, as every success is a boost to the fancy end of the business, and as you have done, and are still doing, so much to further the interest in fine stock.

I have used an average of about thirty hens in my breeding pens and have done very little advertising and have done something over \$1,000 worth of business since last fall. My advertising had to be discontinued, as after it had run a limited time I was simply swamped with orders, and I have returned as much as I have accepted. My facilities will be largely increased another year, as I am now planning and installing quite an extensive plant, with unlimited room.

Wishing you and every breeder of White Orpingtons great success, I am,

Yours very truly,

S. B. S., Jr.

West Virginia, June 16, 1910.

Mr. Kellerstrass.

Dear Sir:—We are more than satisfied with the results from the trio you sold us last November. We had twenty-three fine chicks hatched the 12th day of December, and those chicks commenced to lay eggs (part of them) when they were four months and three days old, and the very day they were five months old three of them were setting on their own eggs. Now, Mr. Kellerstrass, we certainly feel gratified with the results from our Kellerstrass pen, and, what is more, that we are dealing with an honest man. In this batch that I have been telling you about we have two pullets that are almost perfect, so near perfect that we think might compare favorably with Peggy, but I do not know what you might think about it. Going further to show the percentage of fertile eggs, Dr. _____ bought seven eggs of mine (from your hen 150, could not let him have a full setting at that time) and put them in the incubator at the same time that he had gotten a setting of eggs at \$1 an egg from Mrs. _____ of _____ and put them under a hen. Seven of Mrs. _____'s eggs hatched out of fifteen—four of mine hatched and one died in the shell. Since then Dr. _____ told me that he had been won over to the Crystal White Orpingtons, as he had never seen as beautiful nor as sturdy stock as those we have in our yard of 30x75 feet.

As to the financial point, I sold seven two months' old chicks this afternoon for \$20. I don't know whether I sold them too cheap or not—did I? I could have sold all the eggs I had at \$5 a setting, but have only sold five settings and a half, being all I could spare.

This is all. Hoping that your patrons are as well pleased with their dealings with you as we have been,

Yours truly,

MRS. W. T. R & SON,

New York, June 22, 1910.

Ernest Kellerstrass.

Dear Sir:—Will say that I have done a good business from the few that I have. The eggs I received from you were hatched out the 29th of April, 1909. Pullets commenced to lay first of November and kept it up all winter, and still at it up to this date, June 22. All my neighbors slacked up on eggs in May; not so mine. June 17 I gathered an egg for each hen on that day, something you can't say yourself. I advertised stock direct from you and have sold all I had to spare at \$5 per setting, and all my customers have had first-class results from my eggs, and some have had a chicken for every egg they paid for. I have had not one customer as yet find any fault, nor I haven't had to duplicate a single order. How is that for my first season with Kellerstrass White Orpingtons? And have shipped eggs into Vermont, Connecticut, Pennsylvania and some around my own state (New York). I have had a great many inquiries for price that did not materialize, although they all want Kellerstrass stock—they want it for nothing. Now, Mr. Kellerstrass, you know I paid you \$10 per setting for eggs, and I didn't consider \$5 per setting any too much for mine, so that's the price I set, and that's the price I have received for mine, and at that I have turned away some orders. Ten dollars was a large price for me to spare for eggs, but it has paid me well and all these folks that are afraid to put up \$5 or \$10 for your eggs I can only say are losing money every day, and I think they are looking for dollars to grow on bushes, and they will never make an extra cent with poultry, for it can't be done with dung hills. Now can you say you have beaten me in your very first season, and only twelve pullets to start with?

Thanking you for your courteous and liberal treatment, I am,

Yours very truly,

E. W. F.

California, June 18, 1910.

Ernest Kellerstrass, Esq.,

Kansas City, Mo.

My Dear Sir:—I have a pen of one rooster and four hens, a year old last April. The first egg was laid on the first day of last December, and within ten days, or by the 10th day of December, all four pullets were laying. Since then I have gathered from the four 531 eggs, ranging from 122 lowest to 147 highest. In December I either ate or sold the eggs in market, as I considered it too early to save for breeding. Since the first of May there has been little demand for hatching eggs and again most of them have gone to the table or the market. I have no record of the returns on such eggs, although I have a record of all sold for hatching. Altogether I put in my incubator 100 eggs, from which I hatched seventy-one chickens, and have raised sixty-eight. I sold 152 eggs for hatching at 50 cents each. I duplicated orders where a poor hatch resulted from careless handling by the carrier to the number of forty-eight eggs. I gave away two hatchings, or thirty eggs, and exchanged two hatchings, or thirty eggs.



*Kellerstrass Farm
Kansas City.*

No. 47. A pair of spring frys, 12 weeks old, weighing 3 lbs. each. Raised on the Kellerstrass Farm

Thus I have from my pen of four pullets, besides what I have eaten or sold in the market, \$76 in cash and sixty-eight beautiful young chickens, most of them two-thirds grown. At a recent poultry show in Marysville, Cal., I exhibited a trio of young ones and was awarded a sweepstakes over all competitors. This sweepstakes carried a prize of a beautiful Axminster rug, worth probably \$15. I have sold a trio of the young ones for \$20. Hence my total assets from the pen of five, raised from eggs secured from you, are three cockerels, sold last fall, \$15; hatching eggs sold, \$76; one cockerel and two pullets sold, \$20. On hand, the original breeding pen and sixty-five young chickens, which I am holding (for what I can spare) at \$5 apiece and up. This makes no account of what eggs I ate or sold to the trade.

In conclusion, I will say that I am proud of my birds and satisfied with the returns—\$436 in twelve months.

Very respectfully yours,

J. A. F.,

Secretary, California State Agricultural Society.

Illinois, June 22, 1910.

Ernest Kellerstrass, Esq.,
Kansas City, Mo.

Dear Sir:—I have made up a record of egg-laying of one of my pens of the Kellerstrass Crystal White Orpingtons for four months, from January 9, 1910, which I enclose. I kept no record of the individual egg hatching, but that of the pen of four. I consider the record of sufficient interest to send it to you.

Very respectfully yours,

E. P. B.

Record of pen of four pullets of Kellerstrass Crystal White Orpingtons, raised by Dr. E. P. B.:

No. 52—Laid first egg on January 1, 1910; laid in January, 17 eggs; February, 27 eggs; March, 27 eggs; April, 24 eggs. Total, 95 eggs.

No. 53—Laid in January, 7 eggs; February, 22 eggs; March, 31 eggs; April, 29 eggs. Total, 89 eggs.

No. 54—Laid in January, 3 eggs; February, 20 eggs; March, 21 eggs; April 10 eggs. Total, 54 eggs.

No. 55—January, 3 eggs; February, 22 eggs; March, 19 eggs; April, 1 egg. Total, 45 eggs.

A total of 283 eggs from the four pullets during the four months. One hundred and eleven chickens have been hatched and raised to this date from these four hens.

E. P. B.

Virginia, July 4, 1910.

Mr. Ernest Kellerstrass,

Kansas City, Mo.

My Dear Sir:—It is just a little bit over a year since I began to sell my first eggs from a pen of utility birds bought of you late in the season before, and since—from the descendants of those five birds—I have sold \$1,000 worth of stock and eggs. The inquiries are coming in well just now and I hope to double that amount in the rest of this year.

I kept the record of those four hens I got

from you summer before last for the first year and you have been publishing it in some of your papers this season. It has advertised me quite a bit. I am more than very much obliged to you.

Last year that pen I got from you the season before had raised from them over a thousand chickens. This season I will have 1,000 from them and their children on my yard, besides having sold 2,000 eggs and quite a lot of chickens. Some of my pullets this season are laying before they are five months old.

I think I am in a fair way to have success with my White Orpingtons beyond my most extravagant anticipation.

Like a half-witted negro who used to work for my mother used to say, "I thank you and thank God, too."

Yours very truly,

MRS. L. C. C.

New York, June 29, 1910.

Mr. Ernest Kellerstrass.

Dear Mr. Kellerstrass:—The hen received and she is a beauty; laying every day. Thanks! I myself think a man that had Kellerstrass Crystal Whites and would advertise simply Crystal White is a fit subject for the Hill.

The man that has brought Kellerstrass White Orpingtons to the front has spent thousands of dollars to do so and has gotten together such a strain that anybody wanting Orpingtons would have no other. Don't worry; I will have some of the benefit of your money and brains and honesty when I want to sell my eggs.

In regard to what is in it: Of my flock I have sold \$75 worth of eggs from several hens and have about 100 beautiful young chicks worth at least, just as they are (quick sale), \$200, besides we have had lots of eggs to eat. In all I think I can kind of make some of the so-called poultry fellows sick. I have taken Plymouth Rocks, Wyandottes, Buff Orpingtons, and some half Orpington and half Rocks, and put them right under the same hen, given them exactly the same attention and feed, etc., and they can't stand for a minute what my Kellerstrass chicks stand. We have had only about three die, and others I have mentioned, we have lost at least fifty. How is that? What does that show, only vitality? I could write you a book about mine, of facts that would make them sit up and wonder, but I don't wish to tire you reading. I will, in closing, say that I for one certainly do appreciate your treatment and I trust you realize it. Believe me, I am

Sincerely your friend,

J. H. C.

Mississippi, June 12, 1910.

Mr. Ernest Kellerstrass,

Kellerstrass Farm.

My Dear Sir:—Have had more orders than I can fill. My hens have made a net profit of \$20 per hen since the 1st of January, not counting the stock that I hatched from them for my own use. I have pullets that were hatched the 25th day of January, commenced laying on the 10th day of May (3½ months old to the day). Now how is that?

My eggs have hatched exceedingly well this year and have only had one kick from all the eggs that I have sold and just for luck I sent the party another setting, free of charge. Will say here that your ribbons helped me out in a number of cases and helped me to land some orders with the doubting Thomases, but still I didn't need these orders. I could have sold thousands of dollars' worth of stock and eggs if I had them to advertise. The whole South seems to be crazy for Kellerstrass Crystal White Orpingtons. The demand is far greater than the supply and will be for several years to come, especially down in this country. These people have just woke up to the crow of the Crystal White Orpingtons and they won't rest until they get together some of the brown berries from the pretty white "Biddies."

Hoping these few lines will be of some interest to you, and wishing you still greater success with the best chickens in the world, I am, yours for a booster of the Crystal Whites,

A. B. McC.

Texas, June 20, 1910.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—I will write and tell you a little about my chickens. I have only had eleven hens to get eggs from this season and this is the only season that I have ever advertised eggs for sale, and I only had a short card in the Dallas News three months. It brought more calls for eggs than I could fill. I advertise the Crystal White Orpingtons, Kellerstrass Strain. I have not kept strict account of what any one hen has produced in all, but have kept some account of my fowls for my own reference. My estimate is made up to June 15. I have sold 515 eggs; set for myself and branch farm 318 eggs; used for culinary purposes, 81 eggs. So the total number laid since January 1 were 913 eggs in 4½ months. I have two pullets that were hatched January 9, laying. One laid her first egg June 12, when she was five months and three days old. The other laid her first egg June 17, when she was five months and eight days old. Of the cockerels that were hatched January 9, I weighed three of them April 21, at the age of fourteen weeks and four days; they weighed 4 lbs. each.

I have one hen that began laying December 1 and laid until March 15, 105 eggs; then got broody, set two days, laid one more egg, which was 106 eggs. I have some more good layers, but she is my best. I could write chicken talk till you would get tired of reading, so I guess I better close for this time.

Very respectfully,

MRS. W. A. R.

Missouri, June 18, 1910.

Kellerstrass Farm.

Dear Sir:—I have only the Kellerstrass Strain of Crystal White Orpingtons. When I advertise, I always use the words Kellerstrass Strain, because I get better prices and more orders.

Last spring I had one pullet which commenced laying in less than four months. In September she laid almost every day. I saved the eggs and set them at various times under

different hens and hatched fifty strong chicks. Last winter and early this spring I again saved and set the eggs laid by this same pullet and hatched seventy-five strong chicks.

The pullets hatched in September and October commenced laying first part of March and latter part of February. I saved and set these eggs and hatched 175 chicks.

This single female produced 300 chicks in one year.

I have tried several breeds, put them in separate pens, also Crystal White Orpingtons, Kellerstrass Strain, in different pen. I fed all birds alike; all had same conditions. I kept this up for six months during the winter. The result was that the Crystal White Orpingtons laid twice as many eggs as any of the other breeds. I also find that the Crystal White Orpingtons are very hearty, easy to raise, grow quickly. My experience has proven to me that it is the best all-around bird.

Yours truly,

DR. A. W. G.

Tennessee, June 16, 1910.

Mr. Ernest Kellerstrass.

Dear Sir:—I have kept no individual record of any hens, but have of the pens. Pen 1 has four hens and has done the best. Since January 1 I have sold and set nearly 300 eggs. I have 75 chicks out of the 100 eggs, ranging from nearly five months to ten days old. Some of the pullets are laying. Have sold twelve settings at \$5 and ten chicks eight weeks old at \$2 each. This averages, for the 5½ months: Cash for eggs, \$15; cash for chicks, \$5. Total, \$20 per hen in cash. Eighteen chicks per hen, now living, and are worth at least \$1—around \$18 value in chicks, thus making returns so far, per hen, of \$38 for six months or \$76 per year.

Did not begin to keep record until June 1. I have sold all the eggs I could spare and am behind now on orders.

Yours truly,

W. T.

Pennsylvania, June 16, 1910.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

My Dear Sir:—I have only a town lot—say 200 by 45 feet. I can keep only a few birds, but on this lot I raise about 150 chicks. At present I have about 100 Orpingtons—all your strain—and about 75 Rocks. My birds are all doing well, considering that we have had rain almost daily for the last 1½ months. As to Rock, contemplate cutting them out, as nine-tenths of my egg sales were Orpington. Yes! I advertised your strain, and was unable to fill the orders; returned several checks and have only about thirty eggs on hand now. From eighteen hens and pullets I sold over \$200 worth of eggs for setting, and every one of them were sold away from home.

Kindly quote me a price on a 1 or 2-year-old cock that you think good enough to win in some of the smaller shows this winter.

Pardon me for taking up so much of your valuable time.

Very truly yours,

J. C. P.

Indiana, June 24, 1910.

Ernest Kellerstrass,

Kansas City, Mo.

Dear Sir:—I herewith enclose you a report from one of the pullets I raised from eggs I bought of you in 1908. I named this bird Dora. She was hatched May 28, 1908, and laid her first egg November 3.

	Eggs.
She laid in November.....	14
December	17
January, 1909	22
February	21
March	26
April	21
May	19
June	25
July	16
August	20
September	16
October	12
Total	229

Now I did not set the eggs from this pullet from the following months: November and December, 1908, and October, 1909, which is 43 eggs which I did not set. And I set the 186 eggs under different hens and hatched 156 chicks from those eggs, and I raised 87 pullets and 62 cockerels. Now I have several more hens from your strain that are very nearly as good. Now I have kept this hen as a test bird, as I am raising the Mr. ——— strain also, and I was anxious to know which strain was the best laying strain, and my experience has taught me that the Kellerstrass Strain are the best-laying birds.

Yours very respectfully,

MRS. J. H. W.

Ernest Kellerstrass,

Kansas City, Mo.

Dear Sir:—Congratulating you on securing so distinguished a customer as Madame Paderewski.

LEONARD W. LOTT,

Editor American Fancier, New York City.

May 12, 1908.

Ernest Kellerstrass,

Kansas City, Mo.

Dear Sir:—Congratulations on the splendid showing you have made by selling \$68.00 worth of eggs per hen from thirty hens in one season.

G. M. CURTIS,

Editor Reliable Poultry Journal,
Quincy, Ill.

No hen in the world has won so many ribbons or is more royally treated than the Crystal White Orpington "PEG," owned by Ernest Kellerstrass, Poultry Fancier, of Kansas City, Mo.

ST. LOUIS GLOBE-DEMOCRAT.

March 8, 1908.

My Dear Mr. Kellerstrass:—I have sixteen of your hens that average two hundred and thirty-one (231) eggs per bird in twelve months.

LAWRENCE JACKSON,

July 19, 1909.

The simplest sort of a thing—common black dirt—has solved the problem of eradicating a chicken disease which cost thirty million chicks' lives annually, a disease which scientists of the National and State Experimental Stations have been studying without success for ten years.

Ernest Kellerstrass, the Kansas City Poultry Fancier, found the secret.

ST. LOUIS REPUBLIC.

May 23, 1909

The large crowds that thronged the Buffalo Show came especially to see the wonderful hen "Peggy" and the Kellerstrass exhibit.

POULTRY ITEM,

Sellersville, Pa.,

March, 1909

The remarkable hen "Peggy" is owned by Mr. Ernest Kellerstrass of Kansas City, Mo. She has traveled all over the globe capturing prizes. Mr. Kellerstrass has forty-eight hundred chickens of this family and "Peggy" is the most perfect. He controls the output of perfect Orpington hens.

SUNDAY CHICAGO AMERICAN.

March 19, 1909

Mr. Kellerstrass is now easily one of the leading and most successful breeders in America, and perhaps during the past two or three years raised more good prize-winning birds on his farm, devoted exclusively to White Orpingtons, than any other breed on this continent.

POULTRY SUCCESS,

Springfield, Ohio.

February, 1909

The White Orpingtons began their real history in the American fancy when Mr. Ernest Kellerstrass took them up. Mr. Kellerstrass has done for this variety and for the breed of Orpingtons in general, what no man has ever accomplished for any other breed.

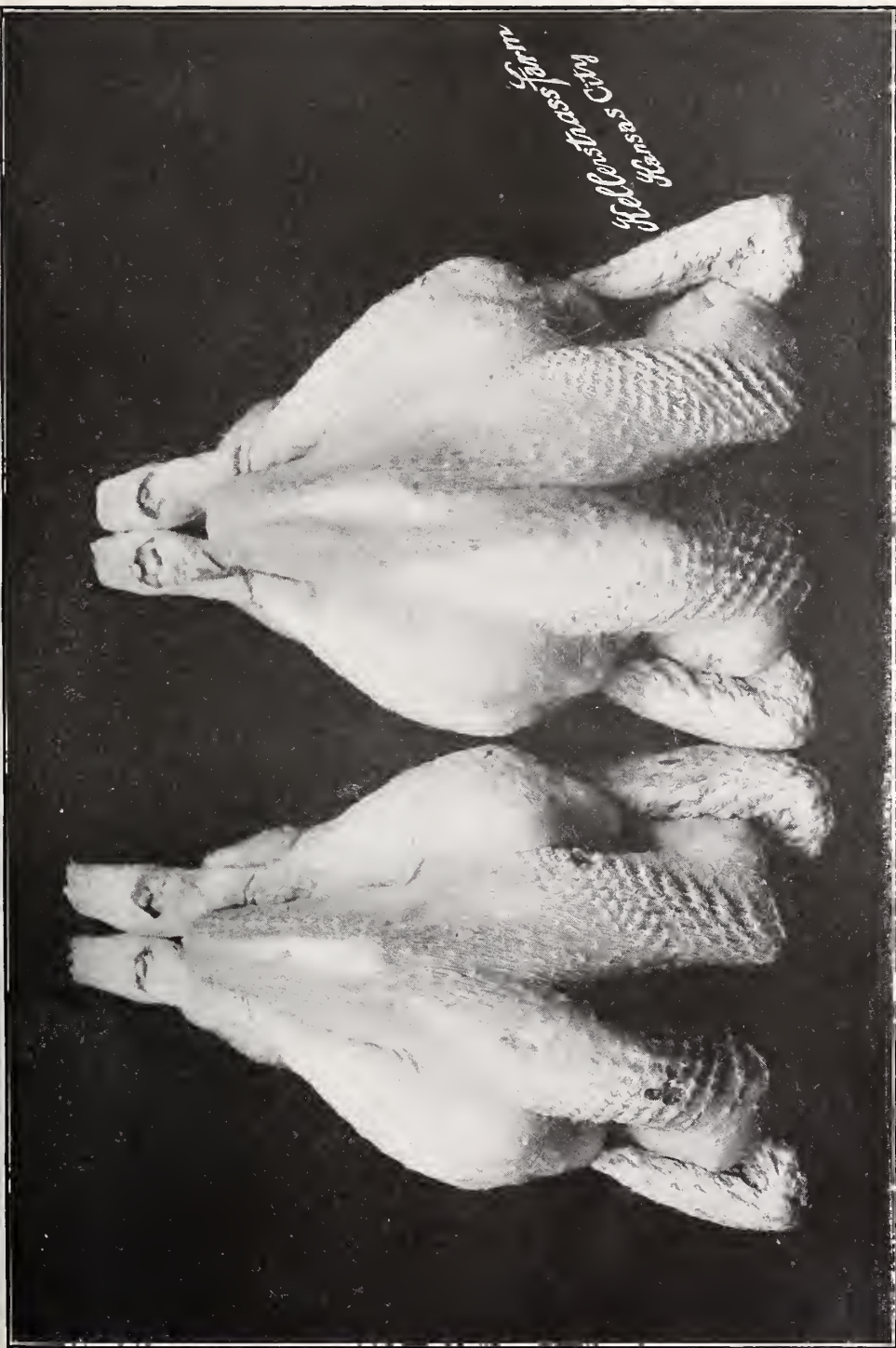
AMERICAN POULTRY JOURNAL,

Chicago, Ill

It was a rare treat to spend a day in September at the Kellerstrass Farm, where were originated the Crystal White Orpingtons, now famous the world over. Mr. Kellerstrass himself does the work of a half dozen expert poultrymen and does it right. Mr. Kellerstrass exhibited upwards of \$25,000 worth of birds at the Chicago Show.

WESTERN POULTRY JOURNAL,

Cedar Rapids, Iowa



No. 48. A pair of soft roasters, 16 weeks old, averaging $4\frac{1}{2}$ lbs. each. Raised on the Kellerstrass Farm

No one thing has ever come into the poultry shows of the United States that has attracted so much attention as "Peggy," the \$10,000 beauty hen, and the Kellerstrass exhibit that accompanies her. Mr. Kellerstrass has taken the chicken business out of the kindergarten class and has done more to encourage the poultry business than any ten breeders in the United States combined. The Kellerstrass Farm won over ninety per cent of all premiums offered. We doubt if any breeder in the world ever sold stock or eggs that produced as many winnings in one season in so many parts of the country as the Kellerstrass Farm did in 1908. The Inland Poultry Journal takes its hat off to men of this kind.

JUDGE THEO. HUGHES,
Editor Inland Poultry Journal,
Indianapolis, Ind.

Mr. Kellerstrass owns a farm of one hundred and forty acres just outside of Kansas City, where he raises thousands of Crystal White Orpingtons.

THE INDUSTRIOUS HEN,
Knoxville, Tenn.,
September, 1908.

FINEST HEN IN THE WORLD—PRIZE WINNING HEN—SCORES 97¾ POINTS.

Mr. Ernest Kellerstrass of Kansas City, Mo., is the owner of the most perfect fowl in the world, according to the National Poultry Association of America.

NEW YORK HERALD,
March 15, 1908.

"Peggy," the \$10,000 hen owned by the Kellerstrass Farm, was viewed by over half a million people around the southern circuit of state fairs, which included Nashville, Memphis, Birmingham and Atlanta.

SOUTHERN POULTRY MAGAZINE,
Nashville, Tenn.,
December, 1908.

In all my dealings since I started to keep poultry I have found one dealer who I feel safe in saying can be depended upon for a strictly square, honest man.

C. P. HINDS,
In the American Poultry Advocate,
Syracuse, N. Y., June, 1909.

Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir — Your kind advice about how to get fertility has saved me a lot of money. Nearly every egg is fertile now and practically every pullet laying.

RALPH E. WOODS,
April 22, 1909.

A model at which breeders aim—the Crystal White Orpingtons—the most noted chickens in the world today, originated by Ernest Kellerstrass, Kansas City, Mo., U. S. A., are on exhibition here at the poultry show and they won the first prize. They are a model at which breeders aim.

HONOLULU, HAWAII, STAR.
January 10, 1908.

THIS IS TO CERTIFY, That Lawrence Jackson won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet and hen at Cleveland Poultry Show, 1909.

J. I. CONKEY, Secy.

THIS IS TO CERTIFY, That C. P. Knight won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet at Utica, N. Y., Show, 1908.

R. E. BRIGGS, Secy.

THIS IS TO CERTIFY, That Emma Comp-ton won First Prize on Kellerstrass Strain "Crystal" White Orpington pen at Kansas City, Mo., Poultry Show, 1909.

P. H. De PREE, Secy.

THIS IS TO CERTIFY, That W. D. Barrett won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel at Fremont, Neb., Show, 1908.

C. W. MULLOY, Secy.

THIS IS TO CERTIFY, That Mrs. L. C. Catlett won First Prize on Kellerstrass Strain "Crystal" White Orpington hen and pen at Baltimore, Md., Poultry Show, 1909.

G. O. BROWN, Secy.

THIS IS TO CERTIFY, That Charles Brockhoff won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet and pen at Concordia, Mo., Poultry Show, 1908.

JOHN F. BRUNS, Secy.

THIS IS TO CERTIFY, That George Armknecht won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Donnellson, Ia., Show, 1908.

CHRIS. HAFFNER, Secy.

THIS IS TO CERTIFY, That D. Y. Coriell won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Portsmouth, Ohio, Poultry Show, 1908.

F. H. SHOENBERGER, Secy.

THIS IS TO CERTIFY, That O. F. Dieffenbacher won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Clarion, Pa., Fair, 1908.

S. S. LAUGHLIN, Secy.

THIS IS TO CERTIFY, That Andrew Frantz won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet at Summit County Fair, 1908, Akron, Ohio.

H. C. MILLER, Secy.

THIS IS TO CERTIFY, That Mrs. R. M. Good won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Humeston, Ia., Show, 1908.

MRS. S. L. ROBINSON, Secy.

THIS IS TO CERTIFY, That Orville S. Greenwood won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel at Woonsocket, R. I., Show, 1908.

E. W. COOK, Secy.

THIS IS TO CERTIFY, That Orville S. Greenwood won First Prize on Kellerstrass

Strain "Crystal" White Orpington pullet at Freeport, Me., Show, 1908.

GEO. P. COFFIN, Secy.

THIS IS TO CERTIFY, That Martha Boots won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet and cockerel at Darlington, Ind., Show, 1908.

FRED KELLEY, Secy.

THIS IS TO CERTIFY, That Dr. A. W. Grubbel won First Prize on Kellerstrass Strain "Crystal" White Orpington at Concordia, Mo., Poultry Show, 1908.

JOHN F. BRUNS, Secy.

THIS IS TO CERTIFY, That Mary L. Habershow won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet at Herkimer, N. Y., Show, 1909.

CHAS. T. GLOO, Secy.

THIS IS TO CERTIFY, That P. J. Harlee won First Prize on Kellerstrass Strain "Crystal" White Orpington pen, pullet and cockerel, at Augusta, Ga., Show, 1908.

W. A. HERMAN, Secy.

THIS IS TO CERTIFY, That P. J. Harlee won First Prize on Kellerstrass Strain "Crystal" White Orpington pen, cockerel and pullet, at Georgia State Show, at Atlanta, 1908.

ALF. BERTHUG, Secy.

THIS IS TO CERTIFY, That Albert F. Jordan won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet, cockerel and pen at Clinton, Ia., Show, 1908.

KARL L. JOHNSTONE, Secy.

THIS IS TO CERTIFY, That C. L. Jackson won First Prize on Kellerstrass Strain "Crystal" White Orpington hen at Chicago Show, 1908.

E. J. W. DIETZ, Secy.

THIS IS TO CERTIFY, That Wirt A. Cottingham won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet, cockerel and pen at Peoria, Ill., Show, 1908.

DEWEY A. SEELEY, Secy.

THIS IS TO CERTIFY, That C. P. Knight won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Oswego, N. Y., Show, 1908.

I. N. GAYMONDS, Secy.

THIS IS TO CERTIFY, That Henry Lemons won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel, pullet and pen at Girard, Ill., Show, 1908.

H. C. RATHGEBER, Secy.

THIS IS TO CERTIFY, That Mrs. C. L. Moore won First Prize on Kellerstrass Strain "Crystal" White Orpington pen at Newport, Pa., Show, 1908.

J. C. F. STEPHENSON, Secy.

THIS IS TO CERTIFY, That J. C. Mertens won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet and cock at St. Louis, Mo., Show, 1908.

T. W. ORCUTT, Secy.

THIS IS TO CERTIFY, That C. P. Knight won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Binghamton, N. Y., Show, 1908.

HENRY SULART, Secy.

THIS IS TO CERTIFY, That J. C. Mertens won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet and cock at Missouri State Show, Trenton, 1908.

T. E. QUISENBERRY, Secy.

THIS IS TO CERTIFY, That S. H. Gibbs won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Asheville, N. C., Poultry Show, 1908.

MRS. C. B. CAMPBELL, Secy.

THIS IS TO CERTIFY, That J. M. Phillips won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel, pullet and pen at Hillsboro, La., Show, 1908.

W. G. ESCOTT, Secy.

THIS IS TO CERTIFY, That A. M. Robertson won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet and cockerel at Lowell, Ind., Show, 1909.

FRANK MALOY, Secy.

THIS IS TO CERTIFY, That C. H. Robinson won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel at Antrim, N. H., Show, 1908.

F. GRIMES, Secy.

THIS IS TO CERTIFY, That Clara Smith won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet at DeWitt County Poultry Show, Weldon, Ill., 1908.

DR. A. V. FOOTE, Secy.

THIS IS TO CERTIFY, That E. B. Stephenson won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet and cockerel at Salem, Ind., Poultry Show, 1908.

F. J. HEACOCK, Secy.

THIS IS TO CERTIFY, That Mrs. F. A. Wilcoxson won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Ashley, Ohio, Show, 1908.

C. E. LONGWELL, Secy.

THIS IS TO CERTIFY, That C. L. Jackson won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet and cockerel at McKeesport, Pa., Poultry Show, 1908.

B. A. MOORE, Secy.

THIS IS TO CERTIFY, That Mrs. F. A. Wilcoxson won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Carey, Ohio, Show, 1908.

ED. CAMPBELL, JR., Secy.

THIS IS TO CERTIFY, That Nerge Clark won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel, cock, hen and pullet at Bowling Green, Ky., Poultry Show, 1908.

MRS. SCOTT DONALDSON, Secy.

THIS IS TO CERTIFY, That J. S. Brady won First Prize on Kellerstrass Strain "Crystal" White Orpington hen, cockerel and pullet at Appollo, Pa., Show, 1908.

GEO. L. RUDOLF, Secy.

THIS IS TO CERTIFY, That Nerge Clark won First Prize on Kellerstrass Strain "Crystal" White Orpington pen, hen and cock at Southern Kentucky Poultry Show, 1909.

J. T. WATKINS, Secy.

THIS IS TO CERTIFY, That Mrs. W. L. Cobine won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and hen at Otsego County, N. Y., Poultry Show, 1908.

A. J. RELYEA, Secy.

THIS IS TO CERTIFY, That Mrs. L. C. Catlett won First Prize on Kellerstrass Strain "Crystal" White Orpington pen at Richmond, Va., Show, 1908.

W. R. TODD, Secy.

THIS IS TO CERTIFY, That A. Odell won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel, pullet and hen at Medford, Okla., Show, 1908.

C. L. BICKERDIKE, Secy.

THIS IS TO CERTIFY, That John F. Nicholson won First Prize on Kellerstrass Strain "Crystal" White Orpington pen, pullet, cockerel, hen and cock at Stillwater, Okla., Show, 1909.

ROBERT A. LOWNY, Secy.

THIS IS TO CERTIFY, That W. D. Barrett won First Prize on Kellerstrass Strain "Crystal" White Orpington pen at Omaha, Neb., Show, 1908.

F. C. AHLQUIST, Secy.

THIS IS TO CERTIFY, That Martha Boots won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Lafayette, Ind., Fair, 1908.

C. W. TRAVIS, Secy.

THIS IS TO CERTIFY, That Willie Olson won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at the Upper Iowa Poultry Show, Mason City, 1908.

JOHN D. REELER, Secy.

THIS IS TO CERTIFY, That J. M. Phillips won First Prize on Kellerstrass Strain "Crystal" White Orpington hen, pen and pullet at Shreveport, La., Show, 1908.

LOUIS M. BRIEGGERHOFF, Secy.

THIS IS TO CERTIFY, That D. W. Shelley won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Petersburg, Ill., Show, 1908.

HARRY C. LEVERING, Secy.

THIS IS TO CERTIFY, That L. K. Thompson won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Bureau County Show, Princeton, Ill., 1908.

A. T. ASCHE, Secy.

THIS IS TO CERTIFY, That Mrs. F. A. Wilcoxon won First Prize on Kellerstrass Strain "Crystal" White Orpington pen at Concordia, Mo., Fair, 1908.

E. K. SMITH, Secy.

THIS IS TO CERTIFY, That Martha Boots won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Crawfordsville, Ind., Fair, 1908.

JESSE W. CANINE, Secy.

THIS IS TO CERTIFY, That Mrs. Wm. Iringer won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel at Clay County Poultry Show, 1908.

R. L. HARBAUGH, Secy.

THIS IS TO CERTIFY, That Dr. A. W. Gruebbel won First Prize on Kellerstrass Strain "Crystal" White Orpington pen at Concordia, Mo., Fair, 1908.

ARTH KROENCKE, Secy.

THIS IS TO CERTIFY, That C. L. Hobson won First Prize on Kellerstrass Strain "Crystal" White Orpington pen, cockerel and pullet at Whitesville, Mo., Poultry Show, 1908.

J. F. CASE, Secy.

THIS IS TO CERTIFY, That Martha Boots won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel, pullet and pen at Crawfordsville, Ind., Poultry Show, 1909.

J. T. NORRIS, Secy.

THIS IS TO CERTIFY, That Mrs. M. S. Campbell won First Prize on Kellerstrass Strain "Crystal" White Orpington hen and cock, at Elgin, Ill., Show, 1908.

W. W. BRITTON, Secy.

THIS IS TO CERTIFY, That J. M. Phillips won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet, cockerel, hen and pen at Gibsland, La., Show, 1908.

GLEN FLEMING, Secy.

THIS IS TO CERTIFY, That J. M. Phillips won First Prize on Kellerstrass Strain "Crystal" White Orpington pen, cockerel, hen and pullet at Monroe, La., Show, 1908.

C. E. FAULK, Secy.

THIS IS TO CERTIFY, That J. M. Phillips won First Prize on Kellerstrass Strain "Crystal" White Orpington cock, cockerel, hen, pullet and pen at Minden, La., Show, 1908.

E. J. FALKNER, Secy.

THIS IS TO CERTIFY, That D. W. Shelley won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet at Buffalo Hart, Ill., Show, 1908.

O. A. PHILLIPS, Secy.

THIS IS TO CERTIFY, That Edward Taylor won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pen at Weldon, Ill., Poultry Show, 1908.

A. V. FOOTE, Secy.

THIS IS TO CERTIFY, That C. L. Wilder won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Boone, Ia., Fair, 1908.

A. M. BURNSIDE, Secy.

THIS IS TO CERTIFY, That Charles Adams won First Prize on Kellerstrass Strain "Crystal" White Orpington hen and cock at Denison, Ia., Show, 1908.

C. F. CASSADAY, Secy.



No. 49. A bunch of young cockerels on the Kellerstrass Farm

THIS IS TO CERTIFY, That Mrs. L. C. Catlett won First Prize on Kellerstrass Strain "Crystal" White Orpington hen, cockerel and pullet at Mathew Fair, 1908.

PERCIVAL HICKS, Secy.

THIS IS TO CERTIFY, That John F. Nicholson won First Prize on Kellerstrass Strain "Crystal" White Orpington pen, hen, cock, cockerel and pullet at Payne County, Okla., Fair, 1908.

JOHN W. ALLISON, Secy.

THIS IS TO CERTIFY, That Edward Sallee won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet and cockerel at Callaway County Poultry Show, 1909, Fulton, Mo.

W. E. HUGGETT, Secy.

THIS IS TO CERTIFY, That John Bizler won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel at Wabash Valley Poultry Show, Cynthiana, Ind., 1909.

HENRY T. WILLIAMS, Secy.

FIFTEEN CHICKS FROM FIFTEEN EGGS.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—I write to let you know the wonderful hatch I had from the setting of eggs I bought from you on the 12th of April last. Well, sir, I GOT FIFTEEN CHICKS OUT OF THE FIFTEEN EGGS, and have fourteen living today, the 29th, and they are fine.

I have bought lots of eggs from the different people, but I must say that you are THE MOST HONEST IN ALL THE LOT.

H. A.,

Mystic, Iowa, 5-29-08.

STILL HAVE TWENTY-ONE LEFT.

Mr. Kellerstrass,
Kansas City, Mo.

Dear Sir:—As I got two settings of eggs from you this spring, I thought I would let you know about them. Out of one setting I had ELEVEN and out of the other TWELVE little chicks. It is about two months since they were hatched, and I STILL HAVE TWENTY-ONE LEFT. One of the others was killed by accident. I think that was good for shipping so far. I am well pleased with them. I hope I can raise the rest now.

Respectfully yours,

F. B.,

Dodge, Neb., 6-11-08.

TWELVE CHICKS, AS FINE AS CAN BE.

Kellerstrass Farm,
Kansas City, Mo.

Gentlemen:—Received the Orpington eggs in due time and set them under two hens. From the setting of fifteen we got TWELVE LITTLE CHICKS AS FINE AS CAN BE, all in good condition, and we are well pleased with the hatch.

Thanking you for past favors, I remain,
Yours truly,

R. D. H.,

Lyons, Kans., 6-9-08.

FOURTEEN HATCHED; DOING FINE.

Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—I would have had FOURTEEN of your Crystal White Orpingtons if the rats had not killed one of them. THEY ARE DOING FINE. I hope I can raise them. How do you sell eggs in August and September?

Yours truly,

MRS. G. K.,

Donnellson, Iowa, 6-14-08.

FIFTEEN HATCHED.

Kellerstrass Poultry Farm,
Kansas City, Mo.

Gentlemen:—We received the two settings of eggs O. K., and placed them under two hens. One hen hatched out FIFTEEN CHICKS, and the other HATCHED ELEVEN. There were only four infertile eggs in the thirty.

Respectfully yours,

J. M.,

Greenwich, Conn., 5-15-08.

EVERY ONE OF THE FIFTEEN HATCHED.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—The setting of eggs I got from you when I was in Kansas City hatched out this week, Wednesday, and to my delight and surprise EVERY ONE OF THE FIFTEEN HATCHED. THEY ARE A FINE BUNCH. The weather for the past three weeks has been as bad as possibly could be for hens setting, but my sister took the best care of the hen all the time, with good results, and I feel proud of the lot of chicks.

Yours truly,

W. E. M.,

Burlington, Iowa, 6-5-08.

TWELVE CHICKS HATCHED.

Ernest Kellerstrass, Esq.,
Kansas City, Mo.

Dear Sir:—I take pleasure in informing you that the last setting of eggs you sent me I set under a hen and she hatched TWELVE CHICKS. Every fertile egg hatched. THEY ARE ONE WEEK OLD TODAY AND ALL STRONG AND HEARTY. THEY ARE A NICE FLOCK FOR ONE HEN AND ARE ADMIRER BY EVERYONE WHO HAS SEEN THEM.

Yours truly,

M. E. J.,

Lyons, Iowa, 7-28-08.

FORTY-FIVE CHICKS DOING FINELY.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—I want to write you about our wonderful good hatch. Out of the sixty eggs we hatched forty-five chicks. We hatched eight chicks out of the choice setting; NINE OUT OF ONE SETTING; FIFTEEN OUT OF ONE, AND THIRTEEN OUT OF ONE.

The chicks are beautiful and doing nicely.

We are very proud of them, and everybody in the neighborhood has been to see them.

Wishing you a successful season, I am,

Yours sincerely,

E. L. C.,
Randolph, Mo., 4-22-08.

**WENT FIVE THOUSAND MILES UP
TO THE LAND OF THE "MID-
NIGHT SUN" AND STILL
THEY HATCHED.**

The Kellerstrass Farm,
Kansas City, Mo.

Gentlemen:—I thought I would drop you a few lines to let you know what luck I had with the setting of eggs I got from you. Well, we had bad luck, but through no fault of yours; to start with, one egg came broken, and then after putting them under the hen, she broke three, and three eggs were not fertile. So we have eight chicks, and they are doing fine; in fact, we have the first White Orpingtons in SKAGWAY, ALASKA.

So hoping to do better next time, and if these turn out all right, you may look for an order next spring. I remain,

Yours truly,
W. T.,
Skagway, Alaska, 6-17-08.

TWENTY-ONE HEALTHY CHICKS.

Kellerstrass Farm,

Gentlemen:—I bought from you two settings of eggs; one from Pen No. 28 and one from Pen No. 8. From Pen No. 28 I hatched TEN CHICKS; tested on the fourteenth day; tested out two infertile eggs; one was broken during hatch and two did not hatch. From Pen No. 8 I HATCHED ELEVEN CHICKS; tested out two infertile eggs and two did not hatch. The chicks are four weeks old and I have lost but one chick from Pen No. 8. I have twenty fine healthy chicks from the two pens. I think I have done pretty well raising them so far.

Yours respectfully,
MRS. M. F.,
Logansport, Ind., 6-16-08.

**FOURTEEN OUT OF FIFTEEN ON
TIME.**

Kellerstrass Farm,
Kansas City, Mo.

Gentlemen:—Last evening "on time," I found FOURTEEN (14) CHICKS FROM THE FIFTEEN EGGS PURCHASED FROM YOU. The fifteenth egg was not fertile; otherwise would have had fifteen White Orpingtons.

Yours truly, D. J. H.,
South Pasadena, Cal., June 15, 1908.

HATCHED ELEVEN STRONG CHICKS.

Mr. E. Kellerstrass,
Kansas City, Mo.

Dear Sir:—I hatched Monday, July 18th, ELEVEN STRONG CHICKS, FINE AS A PIN. I received those eggs, before I got your letter, in good shape. Two eggs clear, one bad, and one died in trying to break the shell. I was much pleased and the chicks look as though they will live. They all hatched the 19th day

of July. I thank you for your kind treatment and always will speak in favor of your farm. I expect more visitors next Sunday; believe they are in the city.

G. W. K.,
Northampton, Mass., 7-18-08.

**HATCHED FOURTEEN, TWELVE AND
TEN.**

Kellerstrass Farm,
Kansas City, Mo.

Gentlemen:—My three settings of the Crystal White Orpington eggs I received from you, about March 28th, have been hatched and a grand surprise it was. One hen brought out FOURTEEN CHICKS and one egg was bad. One brought out TWELVE CHICKS; two eggs had young ones in almost to maturity, one egg bad. The other hen brought out TEN CHICKS. Four eggs had young ones in dead, almost to maturity, one egg bad.

I HAVE DEALT WITH LEADING BREEDERS FOR A NUMBER OF YEARS, BUT NONE EVER GAVE ME THE FERTILE EGGS YOU HAVE GIVEN ME, AND I CANNOT COMPLIMENT YOU TOO MUCH, AS YOU DESERVE ALL AS A RELIABLE GENTLEMAN. I am,

Yours respectfully,
L. O. K.,
Pittsburg, Pa., 4-23-08.

ELEVEN NICE BIG CHICKS.

Kellerstrass Farm,
Kansas City, Mo.

Gentlemen:—I take pleasure in advertising that I have ELEVEN (11) NICE CHICKENS from the setting of eggs you sent me. Two eggs were infertile, one bad egg and one chick died in the shell. I hen accidentally rolled egg out of nest when getting off and allowed it to get chilled. CHICKS WERE AS BIG WHEN HATCHED AS SOME WHITE WYANDOTTES WERE WHEN A WEEK OLD. I will be in the market for a cock mate with the pullets if I succeed in raising them.

Yours cordially,
W. E. R.,
St. Louis, Mo., 4-18-08.

**SHIPPED 325 MILES—MOVED THREE
TIMES—HATCHED FOURTEEN
OUT OF FIFTEEN.**

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—I write to inform you that I got FOURTEEN LIVELY WHITE ORPINGTONS FROM THE FIFTEEN EGGS I ordered from you on April 16th. All are lively and doing finely. They began hatching last Thursday. I consider the hatch remarkable, as they were shipped 325 miles in the first place, and they were moved three different times after incubation began on account of difficulty in getting hens to properly attend them. The eggs seem to have remarkable vitality as well as fertility.

Will you have any eggs at reduced prices after hatching season is over?

Very truly,
J. E. C.,
Kenwood Park, Iowa, 5-18-08.

ELEVEN NICE CHICKS.

Ernest Kellerstrass.

My Dear Sir:—Your eggs came all right and I have hatched **ELEVEN NICE CHICKS**, but the bad weather killed five of them. Do they feather out rapidly or not? Can I expect any show birds from what I raise, or will it be at all unlikely for me to get any? What points do they have to carry them to 93 or 94 score? If not taxing you too much, give me the points, as I am a new beginner with the Orpingtons.

Yours respectfully,

B. G. L.,
Cochran, Ga., 5-17-08.

TWELVE HATCHED.

Kellerstrass Farm,
Kansas City, Mo.

Gentlemen:—I received the eggs I ordered from you Saturday, March 28th, and set them Monday, the 30th, and got a hatching of **TWELVE LITTLE CHICKENS FROM FOURTEEN EGGS**, one of the eggs being cracked; it had been done in the nest, as they showed no signs of damage in any way. The **CHICKS ARE VERY SPRY AND NICE**, and I am well pleased with the looks of them, and I am sure I will have the "**WHITEST**" chickens in this part of the country, as there are no **Crystal White Orpingtons** in this part of the country that I know of. I thank you for your honest dealing, and will want eggs from better mating the next time I order.

Yours truly, L. B. T.,
Crothers, Pa.

TWELVE HEALTHY, STRONG CHICKENS.

Mr. E. Kellerstrass,
Kansas City, Mo.

Dear Sir:—I have received one setting of eggs and got **TWELVE HEALTHY AND STRONG CHICKENS** out of the fourteen eggs; one egg was broken when we received them. The little chicks are now about ten days old, and every one is growing and as healthy as I have ever seen any.

Yours truly, A. W. G.,
Concordia, Mo., 5-26-08.

ELEVEN FINE STRONG CHICKS.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—Feel it my duty to report the result. On May 12th I had a hatch of **ELEVEN (11) STRONG CHICKS** from your eggs, and they are all doing splendidly so far.

Yours respectfully,
R. O. J.,
Lannon, Wis., 5-28-08.

FOURTEEN AND TWELVE HATCHED.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—I have been intending to write to you telling you what good luck I had with the two settings of eggs I bought from you, but I have been very busy and sick on the side. I have **FOURTEEN CRYSTAL WHITE ORP-**

INGTONS out of the first setting and **TWELVE OUT OF THE SECOND**. I think that is just fine. **THE CHICKS ARE JUST AS LIVELY AND STRONG AS ANY I EVER SAW**, and no doubt will make me a flock of good No. 1 birds.

I wish to thank you for your kindness and courtesies, and wish you the continued success of selling fine chickens.

Yours very respectfully,

G. C.,
Platte City, Mo., 5-22-08.

HATCHED TWELVE CHICKS.

Kellerstrass Farm,
Kansas City, Mo.

Gentlemen:—About the last of April I received a setting of **Crystal White Orpington** eggs. **THEY HATCHED US TWELVE CHICKENS**; three eggs were bad. **THE CHICKS SEEM TO BE HEALTHY.**

Respectfully,

B. F.,
Huntsville, Mo., 5-23-08.

TWELVE FINE CHICKS HATCHED.

Kellerstrass Farm,
Kansas City, Mo.

Gentlemen:—In reference to the eggs which I got from you on the 31st day of March and set the same day, they were nearly all hatched the 20th day of April; that is, a day before their time to hatch. **THERE WERE TWELVE FINE CHICKS HATCHED, AND I AM WELL PLEASED WITH THE HATCH**. I think they will make some fine chicks. The little chicks are doing fine.

Yours truly,
O. E. H.,
Wagoner, Okla., 4-26-08

HATCHED TWENTY-FOUR.

Kellerstrass Farm,
Kansas City, Mo.

Gentlemen:—I make the following report: From Yard 30, two settings, thirty eggs, all in good condition, received March 23, 1908, set March 24th, under one black hen and one red hen. The black hen broke one egg in nest and **HATCHED FOURTEEN CHICKS OUT OF THE FOURTEEN EGGS**. The red hen **HATCHED TWELVE CHICKS OUT OF HER FIFTEEN EGGS**, but another hen killed two and one died in the nest, one egg was infertile, and the other had a dead chick in it. So we took off twenty-four nice, fine chicks and have them all yet. They are all we expected, "just splendid," and we are greatly pleased.

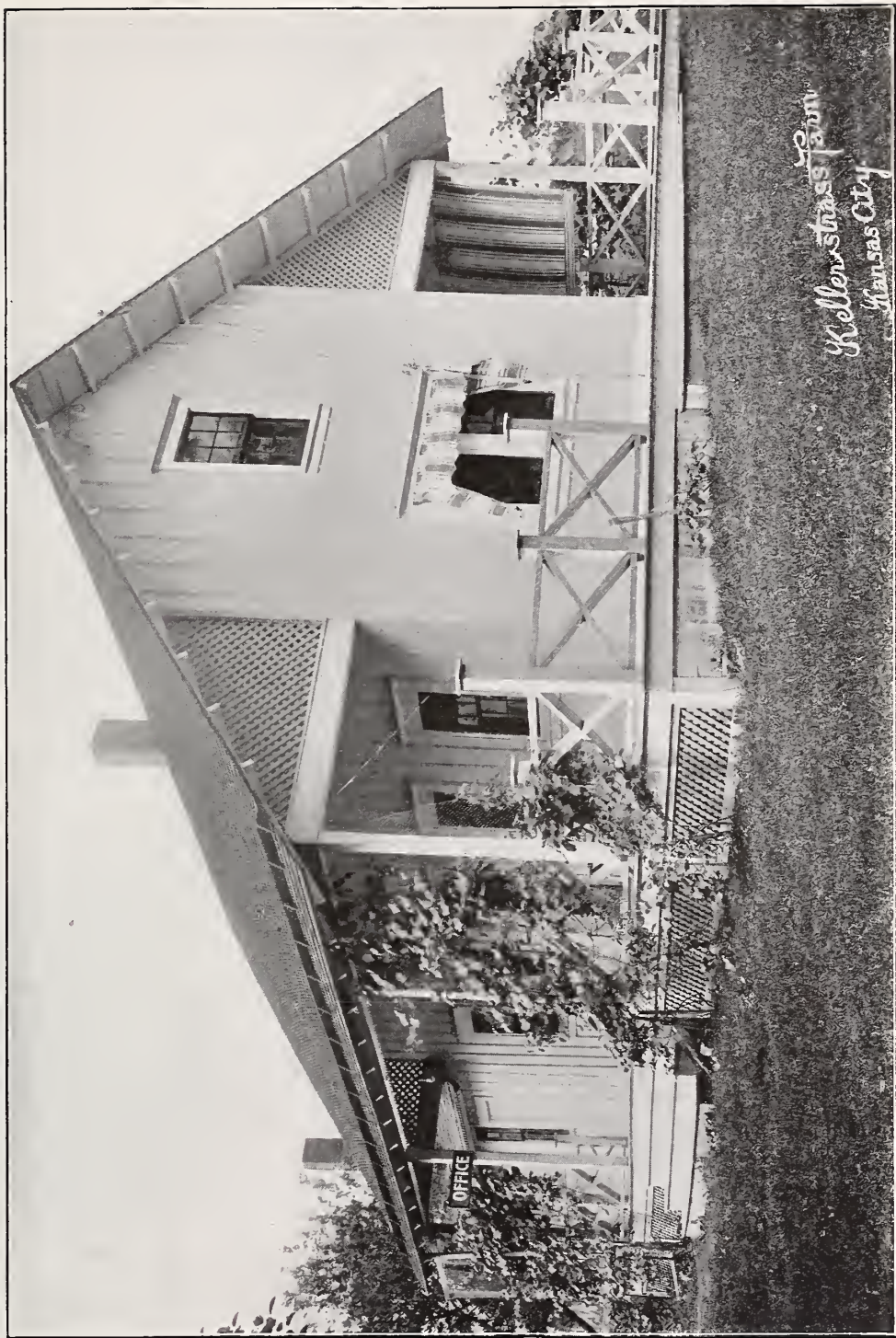
Yours truly, H. O.,
Pond Creek, Okla., 6-1-08.

HATCHED TWELVE FINE CHICKENS.

Kellerstrass Farm,
Kansas City, Mo.

Gentlemen:—**HATCHED TWELVE FINE CHICKENS** out of setting of eggs from you and they are beauties; am going to try to raise all of them if care will do it.

Yours truly, W. F. G.,
Pocahontas, Iowa, 5-29-08.



No. 50. Office building on the Kellerstrass Farm

GOT ELEVEN CHICKS.

Mr. Kellerstrass,
Kansas City, Mo.

Dear Sir:—Would say that I received my setting of eggs in good shape and took pains to pick out one of my best hens to set them under. I made her a nest in front yard; she set fine; never broke an egg, but I got ELEVEN CHICKS. The other four eggs were not hatched, or had been spoiled in shipping, for they had not started to hatch, so I think the old hen done her part.

Yours for Orpingtons,

R. C. B.,
Huckman, Neb., 5-28-08.

THE FOLLOWING TESTIMONIALS

are just a few from some of our customers, written during the month of July, 1909. It goes to show that we please our customers. We will furnish you the full name and address of any one of them if you are interested:

I bought 15 eggs from Mr. Kellerstrass at \$2.00 each. The chicks are not yet three months old and will weigh easily three pounds each at this writing. I shall, if I live, exhibit these wonderful birds at our State Fair in October, and if justice is done in the judging I shall score a triumph; \$100 APIECE WOULD NOT BUY THESE BIRDS FROM ME.

J. L. M.,
Utah, July 30, 1909.

I bought eggs from the Kellerstrass Farm at \$2.00 each straight, and the chicks hatched from these eggs are chicks indeed.

As to the vigor of the Crystal White Orpingtons, I think they are unsurpassed, as I have proof of that this season by the birds from the eggs I purchased from them last season, 1908—about 95% HATCHED. The Kellerstrass Farm has always done the square thing with me, and they have my best wishes.

J. S. B.,
Washington, July 12, 1909.

I bought 15 eggs of Mr. Ernest Kellerstrass for \$30.00. The chicks were hatched April 16 and I have so far succeeded in raising all that were hatched. Everyone who sees them thinks they are the finest lot of chicks they ever saw. I am well pleased with them. I HAVE ONE PULLET THAT I WOULD NOT TAKE \$50.00 FOR. So you see I think I am away ahead on the deal.

W. M.,
Pennsylvania, July 4, 1909.

I bought eggs from Mr. Ernest Kellerstrass at \$2.00 apiece, and will say that the chicks hatched from these eggs are strong, healthy, and as fine little chicks as you ever saw.

I find that Mr. Kellerstrass gives his customers their money's worth. I am very much pleased with the square dealings I had with him.

E. J. L.,
Pennsylvania, July 29, 1909.

I bought eggs from Mr. Ernest Kellerstrass at \$2.00 each. I had remarkable hatches from said eggs, obtaining 66 2-3% in good, fine chicks, of which I am justly proud. I have visited his splendid farm on two occasions, at which time I made the acquaintance of Mr. Kellerstrass, and looked closely into the methods employed by him in the conduct of his farm, and will say that a view of Mr. Kellerstrass' birds would set the most conservative and cold-blooded chicken fancier to glow with enthusiasm.

A. S. D.,
Oklahoma, July 12, 1909.

I bought eggs from the Kellerstrass Farm at \$2.00 each. I am very well pleased with my treatment by Mr. Kellerstrass. The birds seem to be healthy and thrifty and look good to me, as I am a breeder of prize birds. I think I received my money's worth, and expect in a few months to fill my pens by purchasing a few more pullets from him.

R. S. D.,
Ohio, July 12, 1909.

I bought a setting of eggs from Mr. Ernest Kellerstrass for \$30.00. The chicks hatched from these eggs are healthy and rugged. They are now about three weeks old.

J. N. B.,
New York, July 12, 1909.

I bought a setting of 15 eggs from Mr. Kellerstrass for \$30.00, and have nine healthy, vigorous chickens. They are beautiful as to color, shape and size for their age and no \$30 bill would buy them.

C. L. M.,
Pennsylvania, July 12, 1909.

I bought a setting of eggs from Mr. Ernest Kellerstrass for \$30.00. I have seven very fine birds from them; all strong, large, healthy chicks. I have one pullet from this lot that \$50 would not buy. I also have thirty more eggs that will come off next week.

I find Mr. Kellerstrass a very fine gentleman with whom to do business—prompt and square, and he shall receive an order again next season from me.

E. F. B.,
Wisconsin, July 12, 1909.

I bought 15 eggs from Mr. Kellerstrass and paid him \$2.00 apiece straight for them. I got ten chicks, and they are all living. I have handled four other breeds, and must say that the Crystal White Orpingtons are the best. They are the first to mature and they are the healthiest birds I have ever kept.

J. W. H.,
Minnesota, July 12, 1909.

I bought 15 eggs from Mr. Kellerstrass at \$2.00 each, 12 of which hatched. They are strong and vigorous chicks.

M. G. W.,
Tennessee, July 12, 1909.

I bought eggs of Mr. Ernest Kellerstrass at \$2.00 each, and will say I have bought eggs of other dealers, but I have got the best treatment from Mr. Kellerstrass of any of them to date.

S. S.,
Ohio, July 12, 1909.

I bought two settings of eggs from Ernest Kellerstrass at \$30.00 per setting this spring, and I have never seen any better chicks anywhere. While at present they are but half grown, they have great strong legs and feet. I have some eight hens that were hatched from eggs bought of Mr. Kellerstrass last season and they have proven to be wonderful layers and the most satisfactory of fowls. My dealings with Mr. Kellerstrass have been very satisfactory.

R. E. W.,
Nebraska, July 14, 1909.

I bought a setting of eggs of Mr. Ernest Kellerstrass of Kansas City, Mo., at \$2.00 per egg. I have made other purchases from Mr. Kellerstrass and have found him a very satisfactory person with whom to do business.

T. F. B.,
Colorado, July 12, 1909.

I bought a setting of 15 eggs from Mr. Kellerstrass for \$30.00, hatching and raising 12 chickens out of the 15 eggs. All are healthy, vigorous birds, and I expect to do some showing with them this fall and winter.

F. A. M.,
Indiana, July 12, 1909.

I bought a setting of eggs from Mr. Kellerstrass for \$30.00. I hatched fourteen chicks from the setting. I have raised every one of these chicks and they are strong and healthy. They are perfect beauties, and I can say that Mr. Kellerstrass has certainly been square with me in his dealings. I have had a very successful year all around with my Crystal White Orpingtons, raising 200 birds and sold about \$100 worth of eggs besides from ten pullets.

P. J. H.,
Georgia, July 21, 1909.

I bought eggs from Mr. Kellerstrass at \$2.00 each, and am well pleased with the results. Every egg hatched but two. Will say Mr. Kellerstrass is a gentleman in his dealings, perfectly reliable, and if he treats all of his customers as he did me he will certainly win success.

J. T. O'B.,
Iowa, July 20, 1909.

I purchased eggs from Mr. Kellerstrass at \$2.00 each. The chicks hatched from these eggs were very strong and vigorous. It was never my lot to have a stronger or more healthy lot of chickens, and growing like weeds. I am more than proud of them and have wished many times this summer that I had gotten two settings of eggs instead of one. I expect to have them on exhibition this coming winter and expect to win some ribbons.

R. M. G.,
Iowa, July 17, 1909.

I bought some eggs from Mr. Kellerstrass at \$2.00 each; the hatch was good; chicks are vigorous; never lost a chick. Looks now as though we would have the best White Orpingtons for sale this season we have ever had.

T. E. L.,
Indiana, July 12, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—In regard to the laying qualities of my chickens, will state that I have a pullet that laid 197 eggs in eight months. I have a hen that hatched a brood of chicks for me that began laying when the chicks were three weeks old and laid sixteen days in succession. Can you beat it? Mr. Hale of the Reliable Poultry Journal was down to see me and saw the hen taking care of the little chicks. He will have a write-up of her in the next issue. Are you selling hens at reduced prices? Let me know.

Respectfully,
J. C. M.,
St. Charles, Mo., July 30, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—I have been anxious for some time to write you concerning the stock I got from you as to laying qualities; they sure lay. I think it ought to be THE BIG LAYERS, instead of the BIG WINTER LAYERS, as they lay the year around and certainly beat any strain I ever had. The following are some of my best results: One hen layed 227 eggs, another 205 and another 196.

I have some young stock that gives wonderful promise for next season.

With best wishes for your continued success with Crystal White Orpingtons, I remain,

Yours truly,
G. C.,
Platte City, Mo., July 17, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—Replying to yours, I only had two pullets from my first setting bought of you, hatched May 16, 1908. No. 1 commenced laying January 16, 1909, and up to July 11 had laid 157 eggs, and the other to July 15, 1909, laid 94 eggs.

Yours truly,
L. K. T.,
Princeton, Ill., July 16, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—Up to 8-1, my pullet that I reported to you has laid 168 eggs. On July 18 one of her pullets commenced laying at four and one-half months old and for four days after first ten days has laid each day.

I am very well satisfied with the Orpingtons and can readily understand why you should be so well pleased and advertise so extensively. I have a lot of nice pullets this season.

Respectfully,
L. K. T.,

Princeton, Ill., Aug. 4, 1909.

Mr. Kellerstrass,
Kansas City, Mo.

Dear Sir:—Your Crystal White Orpingtons are certainly great layers. I have placed my Crystal White Orpingtons (Kellerstrass Strain) in competition with other well known breeds, but I have found that the Crystal White Orpingtons are much superior.

I have one Crystal White Orpington (Kellerstrass Strain) which has a 265 egg record. No other breeds for me in the future except the Crystal White Orpingtons.

Yours truly,
A. W. G.,
Concordia, Mo., July 21, 1909.

Mr. Kellerstrass,
Kansas City, Mo.

Dear Sir:—Yours of some days ago received. I have one hen that has laid 259 eggs in less than a year, lacks about six weeks or perhaps two months, but set three weeks, then gave chickens to another hen and she went right to laying in a few days. I have as good laying strain as there is of the White Orpingtons.

Do not forget that I am to have two females from your yards in September. I thought I would remind you of this or you might sell too close to let me have any.

Respectfully,
MRS. R. M. G.,
Chariton, Iowa, July 30, 1909.

P. S.—My seven from your eggs are doing fine and want to be ready for shows.

My Dear Mr. Kellerstrass,
Kansas City, Mo.

Dear Sir:—I have a Kellerstrass Strain Crystal White Orpington pullet that laid 251 eggs in twelve months.

I have one pen of sixteen pullets (now hens) that laid 3,696 eggs in twelve months.

I call them my "slot machines."

Not one of these hens has been in a broody coop over 48 hours at a time.

L. J.,
Haysville, Pa., July, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—I was just thinking yesterday that I would like you to know how much pleased I have been every hour with the son of Peggy purchased from you last spring. He is crowing lustily right now, and is the finest rooster I have ever known, without doubt.

I thought you would have enjoyed a little rest from my pen, though I am glad of an excuse in your last to hand to write again. I enclose the laying record. Of course, they had a period of molting and attended four shows, away over a week to each show.

My last year's pullets have laid splendidly, but I haven't kept a record of them. Have a fine lot of young stock and sold over fifty settings of eggs.

The following is the record of my hens:

Hen No. 375 laid 155 eggs in twelve months.

Hen No. 567 laid 206 eggs in twelve months.

Hen No. 719 laid 186 eggs in twelve months.

Hen No. 5924 laid 104 eggs in twelve months.

Yours truly,

L. C. C.,
Gloucester, Va., July 17, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—Your letter at hand. Will say that I got four cockerels and one pullet out of

the setting of eggs and raised them all. I had them in the show room at Music Hall Jan. 12 to 16. I took second on pullet and third and fourth on cockerel. I sold the third cockerel at the show for \$25.

I will have to get some pullets from you this fall. My hen started to lay two days after the show, 18th of January, and up until the 18th of July she laid 123 eggs, and she is getting better all the time.

Yours truly,
W. H. L.,
Cincinnati, Ohio, July 18, 1909.

Mr. Kellerstrass,
Kansas City, Mo.

Dear Sir:—In reply to your letter would say I had a pullet last year from your yard No. 10 that is a wonder for eggs. You see, I have no egg record for a year, as I had none of your stock that commenced to lay until last November, which makes only eight months. You know they were late hatches from your eggs last year.

But the pullet I speak of began laying Nov. 2d, and up to July 1st laid 210 eggs, and so far this month has only skipped one day. In June she became broody. I shut her up right away and the third day she laid; is on the nest bright and early and the greatest worker I ever saw; works and sings. I would not take a good deal for her. She is not over large, but other ways a good hen.

I only had two pullets from your yard No. 10. The other one has laid splendidly—189 eggs in eight months. My other two hens were from your yard No. 24 and are excellent layers, but not as good as the others. I have only four hens. Since March 1st I sold six settings of eggs; have 100 chicks myself, besides some eggs that did not hatch. So I think that good from four hens.

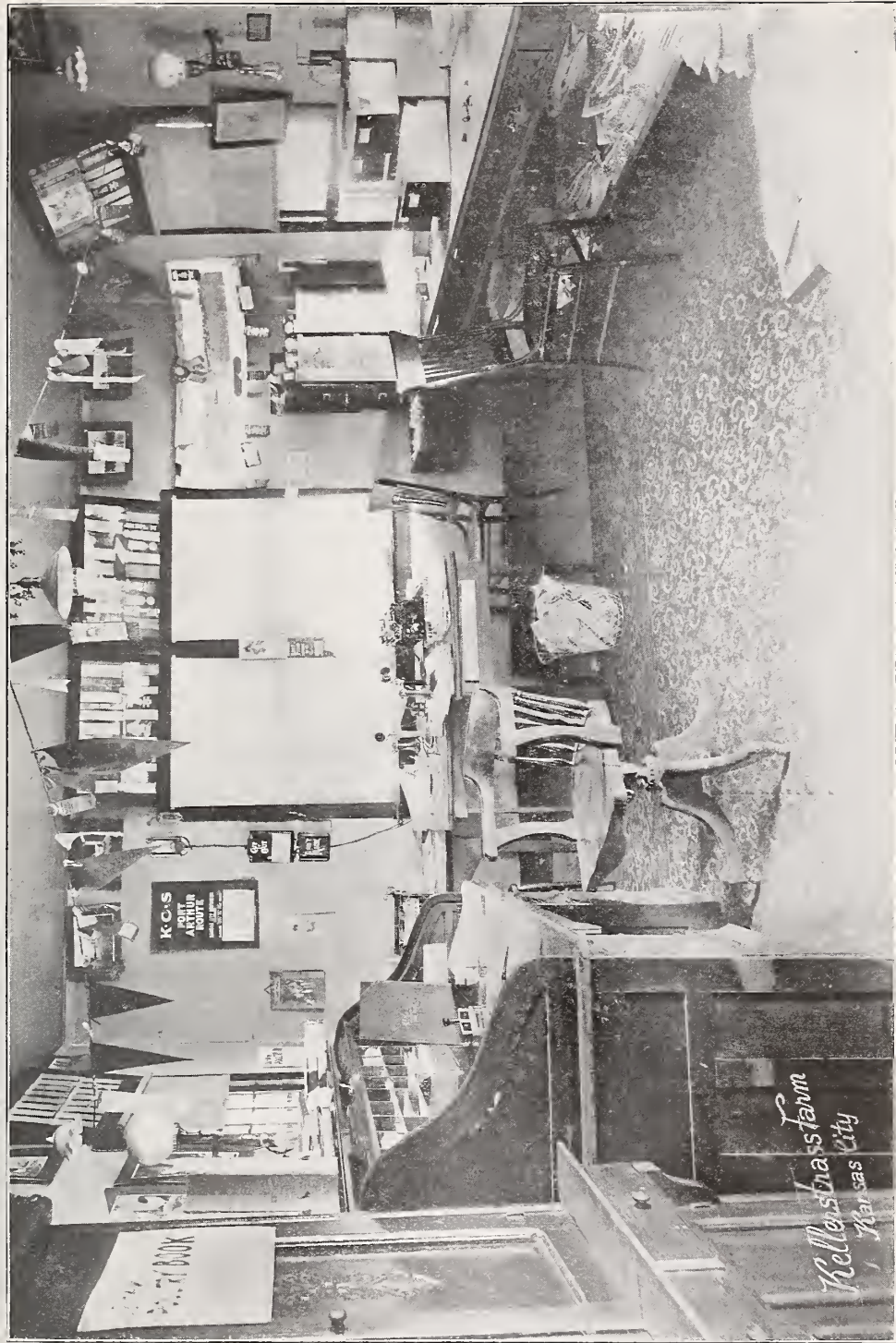
My young stock, especially my pullets, look fine. Shall send some to the larger towns this fall. I have a male bird hatched from eggs from you last spring that has run in the sun all summer and shows but just a slight tinge of creamy look, is very nice in color and size. If I decided later to get a hen of you—how good a one could you send me? Would want one with a good comb and short on legs, as the bird I speak of is a little long on legs, and I should mate him up to the hen if I got her.

I took out a little ad in a poultry journal advertising "Kellerstrass Strain" and had more orders than I could fill, while a friend of mine who did not advertise the strain—simply said "White Orpingtons"—had very few inquiries, which shows the Kellerstrass Orpingtons are certainly in great demand.

Wishing you success, I remain,
Yours truly,
O. M. B.,
Onconta, N. Y., July 14, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—My records on four of my best hens are as follows: First Crystal White Orpington hen laid from August 1st, 1908, to August 1st, 1909, 228 eggs; the next hen laid 208; the next 196, and the next 181. The pul-



No. 51. Interior view of general office on the Kellerstrass Farm

let which I purchased from you for \$50.00, which is a daughter of your great egg layer, Princess Louise, is the most persistent thing to lay eggs I have ever seen, and I expect her, by the close of the year, to beat the record of her mother, or 236 eggs. I am going to have the pictures of these two hens in the "Poultry Success" in September issue. They are both fine, large hens, weighing eight pounds each. My young birds are doing fine. I expect to exhibit some at the Chicago show this winter.

Again thanking you for your kindness in shipping me the last eggs, I am
Truly yours, J. S. B.,
Parker's Landing, Pa., July 26, 1909.

Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—In reply to yours will say:

First—My pullet christened "Sweepstakes" has laid 138 eggs.

Second—"Peggy the Second" has laid 127 eggs.

They have had every care and are still laying. The others are doing fine also and bid fair to be good show birds.

Yours respectfully,
C. L. H.,
Whitesville, Mo., July 28, 1909.

Kellerstrass Poultry Farm,
Kansas City, Mo.

Gentlemen:—I have a pullet that has laid 123 eggs from Jan. 1, 1909, to July 1, 1909.

I have a good many young chickens this summer.

Yours truly,
A. M. R.,
Morocco, Ind., July 27, 1909.

Mr. Kellerstrass,
Kansas City, Mo.

Dear Sir:—In reply to your letter of recent date asking for report on Crystal White Orpington layers will say my pullets have all laid exceedingly well. My best layer has laid one hundred and seventy-six (176) eggs since Dec. 23. I have almost a field full of chickens hatched from her eggs alone. She is now in full molt, having missed three days so far in July. I do not believe there is a hen or pullet in the world that has produced more eggs since Dec. 23 than mine has.

With best wishes for your success, I beg to remain,

Yours very truly,
Mrs. W. A. S.,
Ellsberry, Mo., July 26, 1909.

Mr. E. Kellerstrass,
Kansas City, Mo.

Dear Sir:—I will send you the result from one pullet—the only one I have.

Hatched June 20, 1908.

First egg laid February 4, 1909.

Up to July 25—119 eggs, and lays every day. She is a worker in laying.

She hatched in March twelve chicks, and lost about twenty-seven days in laying. So this would bring up about 140 eggs in five months.

This is going some.

In February I will send you report for twelve months in full.

I have about forty chicks coming along nicely.

Yours truly,
G. Wm. K.,
Northampton, Mass., July 25, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—I have eleven fine, healthy chicks from the \$30.00 setting bought of you March the 1st. I am going to take extra care of them, and I hope I will succeed in getting something that will take the blue ribbon wherever shown. I would like to have another setting of them, but it is too late in the season now.

I had a fine business this season; far better than I expected; could have done better if I had had the stock, but, as you know, I had a very few birds, consequently had to be satisfied with a small business. I will be prepared for the trade another season. I have a fine chance of little fellows that came off in January and February, and they are growing fine. Wishing you a good and prosperous business, I beg to remain,

Yours truly,
J. M. P.,
Minden, La., April 22, 1909.

Ernest Kellerstrass,
Kellerstrass Farm, Kansas City, Mo.

Dear Sir:—I happened to be at Florence, Ala., yesterday at the arrival there of the pen of Crystal White Orpingtons which were ordered from you.

They were in good condition, and I wish to thank you for the splendidly beautiful birds you sent me. They are certainly the most beautiful pen of chickens I ever saw. I am not surprised that all the world wants your stock of chickens. What will you sell me one or two settings of eggs for?

Yours truly,
H. C. W.,
Memphis, Tenn., Feb. 23, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—I herewith enclose your order for \$10, for which you will please ship me, at your earliest convenience, one setting of eggs. Would like for you to advise me a few days before shipping them. I sent my birds to Little Rock last week and, am proud to say, captured first prizes on cockerel, pullet and pen. They beat the world laying. A large portion of the last six weeks I have 100 per cent on egg production. Have had numerous orders and inquiries for both eggs and chickens. Unfortunately my stock is limited and I am setting all I can get. You will no doubt get many calls for eggs and stock, as I have given your address in most cases. I hope you will be able to furnish me with a setting in the near future.

Your truly,
R. H.,
Pine Bluff, Ark., 2-11-09.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Mr. Kellerstrass:—Am writing to report the success had with chickens purchased from you last December. One hen proved to be an exceptionally good one, laying **NINETY-THREE EGGS BEFORE TAKING A REST** of more than one day in succession. Set seven of her eggs on New Year's day, hatched five chicks which I have raised. The largest pullet weighs four and one-half pounds now, and today, on going into the coop, found a pullet's egg which one of them had laid. **SHE WILL NOT BE FOUR MONTHS OLD UNTIL MAY 20TH.** This is a record that none of the chicken fanciers here have ever heard of, and it may sound "fishy" to you, but would be qualified as to its authenticity. Have forty chicks hatched, and this will occupy all the room I have. Would like to purchase a cock bird some time during the summer or fall, to mate up with these pullets. Would like one well marked, good comb, nearly up to standard weight; one that will score 93 points anyway. Have several very promising cockerels on hand. Will you please advise me as to the purchase of cock, price, etc.?

Thanking you for your courtesy, I am,

Yours cordially,

C. J. D.,
Vandergrift, Pa., May 15, 1909.

Ernest Kellerstrass, Esq.,
Kansas City, Mo.

Dear Sir:—I have been most agreeably surprised at the egg production. My Orpingtons have **FAR EXCELLED ALL EXPECTATIONS.** I have a very fine bunch of birds and feel sure I'll do credit to your strain.

If nothing prevents, I expect to enter my birds at a number of shows this fall and winter, and hope to make it exceedingly hot for my competitors.

I hope to have the pleasure of visiting your farm some time this year, as I am very anxious to know and see more of the Crystal White Orpingtons.

Yours truly,

R. H.,
Pine Bluff, Ark., July 23, 1909.

Mr. Kellerstrass,
Kansas City, Mo.

Dear Sir:—The birds arrived this A. M. Monday, and for anything I see are in fine shape; and as for my opinion, think they are a trio of fine birds. I don't know as they are any relation to "Peggy" and "Biddy," but look as though they might be. I have a nice place for them and will do my best to accomplish good results. Thanking you for the attention paid my order, and hoping I may be able to make a good report, I remain,

Yours truly,

L. O. K.,
Chatham, N. Y., March 29, 1909.

Mr. E. Kellerstrass,
Kansas City, Mo.

Dear Sir:—You will remember that I raised to maturity fourteen chickens out of fifteen of

your White Orpington eggs, and you used my letter in this season's mating list. When I get my egg premium from you I shall claim that I have cleared over one hundred dollars from one setting of your eggs within one year. I figure it this way: I won three prizes at two of the January shows on a cockerel and pullet selected from the flock and sold two of the cockerels that I did not care to keep, realizing \$20; your prize will bring the proceeds to \$50. I have \$12 worth of eggs booked for March delivery, without any attempt at advertising, and inquiries are coming in every few days.

I have a breeding pen of one prize cockerel and eight females, one of the pullets scoring 96. I have two extra cockerels besides. I value my breeding pen at \$100. If you will agree to duplicate it in quality for less money, I will come down in price, but they are **NOT FOR SALE.** I have been requested many times to put a price on them; they will be worth more than \$100 to me for breeding, for I intend to raise every Orpington that I can, and I know that I can sell every surplus egg at a fancy price.

My eight pullets are laying finely and are laying almost as many eggs per week as five times their number of Buff Wyandotte hens and pullets. The judge at the Cedar Rapids show pronounced my cockerel the whitest bird he had ever judged. He scored 93 after 2½ points had been deducted for accidental injury to his comb and wattles.

My estimates may look pretty large, but it is just the way I see it, and all from one setting of eggs. I only regret that I did not invest \$100 in eggs last season.

Yours truly, J. E. C.,

Kennwood Park, Iowa, Feb. 22, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—Replying to your favor of the 15th inst., will say I am well pleased with the pen of Crystal White Orpingtons received on the 17th inst. They seem to be in good condition and not any worse for the trip. They are certainly nice stock. Thanking you for your prompt shipment, etc., I am,

Yours truly,

E. A. J.,
Villa Grove, Colo., May 19, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—Last year my Crystals were not hatched early enough to begin laying at this season. So I have no year's record, but am sending record of one of my pullets for eight months, thinking possibly it might excel the year's record of some. She was hatched May 8, 1908; began laying Nov. 24, 1908, and has laid 142 eggs to this time and is still at it.

Respectfully,

C. S.,
Weldon, Ill., July 29, 1909.

Kellerstrass Poultry Farm,
Kansas City, Mo.

Gentlemen:—The pen of Crystal White Orpingtons you selected and shipped to me by express arrived safely this A. M., and I am entirely satisfied with your selection, and consider myself very fortunate in getting such fine birds for my start with this breed of chickens.

There was some delay in receiving them, as there was some breakdown upon the railroad, but no harm resulted except that I thought they would never cease drinking. After satisfying their thirst they seemed perfectly contented in their new home, and I shall expect them to begin business very soon.

Thanking you for your careful attention to my order, and wishing you success, I remain,

Yours truly,
E. P. B.,

Springfield, Ill., May 26, 1909.

Mr. Ernest Kellerstrass,
Kellerstrass Farm, Kansas City, Mo.

Dear Sir:—The cockerel and four pullets arrived yesterday, and your selection was a good one. We are much pleased with them. We have had over fifty visitors looking at them.

Yours truly,
J. B.,
Williams, Ariz., March 20, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—I received the chickens in good condition on the 8:35 express last night, and am very well pleased with them so far and hope they will lay soon. They seem right at home and are as lively as can be.

Thanking you for your promptness and wishing you much success in the future, I am,

Yours respectfully,
H. M.,
Bangor, Mich., March 18, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—I am about to send a pen and a trio of hens off to the Baltimore Show. I got special mention, I think, from the Richmond Show, because my birds, though entered in the pen class, were individually ahead of the prize-winners in the single class. They said they hoped I would send up a good string, and I had pretty nearly as good at home as I had at the show.

Hens laid all through the show; I had not been back twenty-four hours before they had laid. I have the finest cockerel from first pen to breed from.

Yours truly,
MRS. L. C. C.,
Chattahoochee, Ga., July 15, 1909.

Mr. E. Kellerstrass,
Kansas City, Mo.

Dear Sir:—I suppose you will think, after reading this letter, that I am a green mortal, but that is not the case. Something happened to me this time that never did before in all my experience. I wrote you that I was disappointed in just getting six chicks out of the thirty eggs. I will admit I was, but it seems that Providence was with me; instead of tak-

ing the eggs away from the hen, as I usually do, I was so disgusted that I left her set two days longer, and to my amazement, at the end of the third day after the hatch should have come out, I went to take her off and found nine chicks under her. I was surely surprised; instead of only six I have fifteen, and perfectly satisfied with my hatch. Had sixteen, but one was killed in the nest. I suppose the chick must have chilled the eggs and that delayed the hatch.

Yours truly,
E. W. G.,
Mt. Joy, Pa., 4-29-09.

Mr. E. Kellerstrass,
Kansas City, Mo.

Dear Sir:—I write to let you know that I got thirteen fine Orpingtons from the prize setting of eggs that I received from you last month.

My hen broke one of the eggs that would have hatched. I am raising them in a home-made fireless brooder, and in spite of the damp, cold weather, all are alive and doing finely.

They are now eight days old, and I never saw chickens do better. I can testify once more to the exceptional fertility and vitality of the Crystal White Orpingtons.

Yours truly,
J. E. C.,
Kenwood Park, Iowa, 4-22-09.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—Would say that I have had fine success with the three settings of eggs received from you, receiving thirty-one fine chicks, of which I am very proud, and I hope I shall be able to raise them all.

Yours respectfully,
E. C. F.,
Brighton, Ill., 4-6-09.

Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—In regard to the setting of Crystal White Orpington eggs that I bought from you and which came off May 4th, 1909, I got six chicks out of eight eggs from your \$30 matings and five chicks out of your \$10 matings, eleven out of all, which I am well satisfied with. They are doing fine at this writing. Please remember me for your catalogue in the coming year.

Yours respectfully,
L. C. z.,
Hibernia, N. J., May 24, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—Your letter of the 23d came to hand yesterday, but the cockerel came through on Tuesday, the 26th. He came in good condition, and I must say that I am very well pleased with him. I like his shape and color a little better than the other one. I think that he will be a good breeder. I have a hen that scored by Judge Northrup, of New York, 96 points; in fact, the whole pen where I am putting this bird scored from 93 to 96 points, and I think that I will surely get some very fine chicks from this pen this year. I am



No. 52. Interior Secretary's Office on the Kellerstrass Farm

very much pleased to know that you are doing a square and honorable business. It is a pleasure to deal with a man who holds his honor above money. I am very much pleased with the dealings we have had, and I thank you for honorable and square dealing.

Yours most respectfully,

L. J. McI.,
Milton, Ore., Jan. 29, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—Replying to your inquiry of July 10th, in regard to how your birds are doing in my hands, will say that I am more than pleased with them. I kept ten pullets for egg purposes during the last season and from the start I was struck with the remarkable laying qualities of one particular hen hatched from your eggs. She commenced laying Oct. 16, and has continued up to July 15, which makes 272 days. While I had other hens during this period which have taken their nests to set from four to six times each, this hen has never taken to her nest to set. She will be a good hen to breed a non-setting class from. I used her in the past season simply because I had so few birds. In other words, this hen laid 263 eggs in 272 days. I never heard of this hen's equal.

Yours truly,
P. J. H.,
Chattahooche, Ga., July 15, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—I hatched a pullet from Crystal White Orpingtons on Jan. 20, 1909, that laid her first egg on May 15, 1909, and has laid 38 eggs to the present time. This is the comment and wonder among chicken fanciers in this community.

Respectfully,
C. J. D.,
Vandergrift, Pa., July 13, 1909.

P. S.—This fact will be subscribed to before a notary if you desire.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—In answer to your inquiry as to the number of eggs laid by hens from the Kellerstrass Strain, I am glad to report two which I think have an excellent record; one laying 192, while the other laid 183. This is, of course, from my best hens, the others laying from 137 to 150. Hoping this will be of interest to you, I remain,

Yours truly,
A. F.,
Akron, Ohio, July 26, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—The four hens and roosters, also the three settings of fifteen eggs, arrived here this A. M. at ten o'clock. A great many admired the fowls, for they are a fine lot and I am well pleased with them. Receive my thanks for sending such fine birds. The eggs were all in first-class condition.

Yours truly,
C. H. L. K.,
Millers, Nev., March 7, 1909.

Mr. Kellerstrass,
Kansas City, Mo.

Dear Sir:—Yours of the 10th received. All of our hens have laid well all season and especially one—Kate Kellerstrass—which is a regular egg machine.

Yours very truly,
G. C. J.,
Ottumwa, Iowa, July 23, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—Kindly send me a few of your latest catalogues, as I have some friends wishing same.

Yours very truly,
G. C. J. & SON,
Ottumwa, Iowa, March 10, 1909.

P. S.—Are getting orders for all eggs we can furnish.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—I should have written you several days ago, but was out of town for a few days. The pen of chickens was received in good shape and everyone thinks they are a fine pen. One hen started laying in a couple of days, and now I am getting three eggs a day.

Thanking you for this pen, I am,

Yours truly,
C. D. G.,
Oskaloosa, Iowa, 3-3-09.

Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—The breeding pen of Orpingtons arrived promptly and in fine condition. Am well pleased with them. One of the pullets started in laying on the second day after their arrival.

Yours very respectfully,
J. H. K.,
Millersburg, Pa., March 23, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—I am enclosing three first certificates properly signed. We presume there are others of your patrons who have made more shows and taken more "firsts" than we have. However, wish you to know of the success we have had. We are much pleased with the many compliments we have received on our Crystal White Orpingtons, and hope by another year to have at least a dozen prize winners. Our pullet scored 96 at Belle Plaine, Ia., by Judge Ellison. We are delighted. They call her the "Second Peggy" up there. I was very much pleased to make the acquaintance of your son here at Cedar Rapids Poultry Show, and I admired your exhibit very much. Our pullets are laying finely.

Very truly,
MRS. J. E. C.,
Kenwood Park, Iowa, Feb. 13, 1909.

P. S.—Do you know of any pullet shown this year which has scored better than ours?

Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—Received the cockerel safely yesterday, the 25th inst., same arriving in splendid condition.

In reply to your letter, I must say that I am more than pleased with the bird you sent me, as he surpasses all my expectations.

I had decided to commence with Crystal White Orpingtons, believing that the best way to start was by obtaining the best, and whatever success I may attain will, I am sure, be in no small measure due to your good selection and fair way of dealing with me. I remain,

Yours respectfully,
N. F.,
Fravel, Wash., Feb. 26, 1909.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—I received your letter of December 1st, and certainly do want your mating list and catalogue as soon as published. I wrote you some time ago, asking "If you would book me an order for a setting of eggs, to be sent about March 1st, 1909, from your \$45.00 pen of 1908, or its equivalent, 1909, and would send you a check in ample time to pay for eggs to be sent at that time."

You were away from home and daughter answered letter. I am sorry I will have no Kellerstrass Orpingtons for sale. I raised nineteen chickens; ALL BUT ONE that hatched from eggs received. By culling the nineteen down will have a beautiful pen to hatch from. As I am so delighted with the birds from your cheaper pens, it makes me more anxious to have birds from your best.

In answer to letter, we have quite a number of poultry shows near us (like twenty-seven miles west of Harrisburg), but as I live in a small town do not have room enough to raise more than a limited number of birds. I do not care to take birds myself to the shows, and do not have enough to justify me to send a man to exhibit for me. I did exhibit at show the time I wrote you, and took first prize; had several offers for my birds, but would not sell, as I look forward to raising next year from pen. Last year I advertised in "Farm Journal" and was surprised at the sale I had for settings of eggs.

I look forward to 1909 with a great deal of pleasure, as I love to take the eggs, place in incubator, hatch and raise the chickens all myself. Have been raising chickens only four years and am delighted with improvement and success every year. Please send mating list when published. Thanking you for your kind business suggestions that I am sure will be a great help, I remain

Respectfully,

MRS. C. M.,
New Bloomfield, Pa., 12-7-08.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—Your kind favors of the 1st and 2d at hand, and I have noted very carefully what you say about showing birds. I think that true; it is worth a great deal to show one's birds. I am expecting to show at Fremont, Lincoln and Omaha; would have liked

to take in the other small shows, but I could not get the time to go.

Mr. Kellerstrass, I have written to everyone who advertised in the poultry papers, of the Crystal White Orpingtons to buy some more birds, and have only succeeded in getting two bunches of pullets and some cockerels. I am going to mate out some more pens of the Crystal Whites for sale; I have now three pens that are for sale—one at \$100, one for \$75 and one for \$50 per pen.

I did not want to sell them just now, for they are not quite up to weight. I had a judge come here from Lincoln on the 1st of December—that was the first of this week—and score all my birds. My CRYSTAL WHITES scored 90 and better, with cuts for weight three to five points. When they are up to weight they will be very good.

Now, Mr. Kellerstrass, I want your new mating list as soon as I can get it. I want some more eggs as quickly as I can get them. I have a nice old hen setting now, but no eggs of the CRYSTAL WHITES to put under her. How soon can I get a setting for her?

I sold a pen for \$75—four pullets and one cockerel. I thought this a pretty good price for a new beginner in the Whites, but I want to hold up the price as high as I can, for I am going to raise all the Crystal Whites I can next season.

I am on a deal now for ten more pullets of one man who bought birds of you last year, and I am on a deal now for a cockerel from another man who wants \$25 for his cockerel. I think I will take the bird. I will have several birds for sale when I get them shaped up. I thank you very much, Mr. Kellerstrass, for your kindness to me.

Yours very truly,
W. D. B.,
Shelton, Neb., 12-4-08.

Mr. Kellerstrass,
Kansas City, Mo.

Dear Sir:—I received the ribbons some time ago. I showed at Iowa Falls and won first pullet. I showed at Dows and won first cockerel, first pullet and first pen. You had a \$30.00 setting of White Orpington eggs; they were won for the best ten White Orpingtons in the Dows Show, and I won them. And the cockerel that I showed in Dows—D. E. Hebble said he was the best shaped White Orpington cockerel he ever saw. That cockerel was from a setting I bought from you last year.

Yours very truly,
W. O.,
Dows, Iowa, 2-9-09.

Mr. Kellerstrass,
Kansas City, Mo.

Dear Sir:—The pen of White Orpingtons arrived in good condition. I am much pleased with them. They are surely great egg producers. I have had Buff Cochins for fifteen years and am the head of the heap, having won the American Buff Cochins Club cup three times straight.

While I like the Cochins, I am liable to switch. I am setting every Orpington egg I get. You will have to look out for me.

Yours very truly,
T. A. H.,

Cedar Rapids, Iowa, April 15, 1908.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—Your favor of Nov. 3d received. The birds arrived in good condition. They are certainly the whitest Orpingtons I have seen and trust that their laying qualities are good.

Kindly let me know when the cockerel was hatched, the age of the females, and oblige,

Very truly yours,
FRED H. KOSTER,
Huntington, N. Y., Nov. 20, '08.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—I received your letter of some time ago; did not answer; I was waiting until I had attended a show and see what I had, at Buffalo Heart, Ill.

Judge A. O. Schilling,
The Great Poultry Artist.

Dear Mr. Kellerstrass:

It may interest you to know that in the past five years it has been my pleasure to have the opportunity of handling and illustrating a good portion of the best Orpingtons in this country, but to my mind the female, of which I made a study for you at the Jamestown Exposition was superior in Orpington shape to any of her kind I have handled heretofore.

I was much pleased to have the opportunity to visit your farm and look over the birds during my recent visit to Kansas City Show. In the past it has been the general opinion of most Orpington breeders that the whites were inferior in color and shape to the others of their breed, but I am confident that a visit to your farm would change their mind. I must admit that I expected to find a few pens of select large white birds, but to see one yard after another of birds of quality and color was a surprise to me.

I got first, second and third on pullet, with good competition.

Yours respectfully,
D. W. SHELLBY,
Williamsville, Ill., Dec. 12, '08.

Kellerstrass Farm,
Kansas City, Mo.

Gentlemen:—Yours of the 19 inst. to hand. The birds reached me all right the 17th and I like their looks and also their acts. One of them laid an egg in three hours from the time she was delivered to yard. She began looking for a nest as soon as released.

I think they are all right. My neighbors who have seen them like them.

Respectfully,
W. W. NORWOOD,
Russellville, Mo., March 20, '08.

I have visited a great many of the largest plants in the East, but up to date I cannot recall one which impressed me so favorably as an ideal place. With your own electric power and water supply, you certainly have an establishment up to date and complete in every respect.

To me the future of the White Orpingtons looks very bright, and I truly believe that the time is not far off when these classes will rank among the largest in every show room in this country. You are well deserving of the credit and honors your birds have won, and the efforts you are making in putting this breed where it belongs, at the top of the list as a fancy and utility fowl.

The quality of stock you have shown at the largest Eastern and Western shows I am sure has done much to bring them to the front, and I wish you continued success in your effort.

With kindest regards, I beg to remain,

Very truly yours,

A. O. SCHILLING.



*Kellerstrass Farm
Kansas City*

No. 53. Interior of Ernest Kellerstrass' private office

Judge W. E. Stanfield.

Chicago, Ill.,

Jan. 1, 1908.

Judge W. C. Pierce.

Indianapolis, Ind.,

Feb. 12, 1908.

*Ernest Kellerstrass,
Kansas City, Mo.*

Dear Sir:—I have your request of recent date, asking me to state my opinion and just what I think, also any suggestion that I may have to offer, after a day spent on your farm, relative to the farm itself, and the "Crystal" Strain of White Orpingtons. It has been my pleasure within the past six years to visit every poultry farm in the Middle West, also several in the Eastern States, with but few exceptions, and I can say, without any hesitation, that I never saw a more ideal place for a poultry farm than yours, as to situation, surrounding country, and especially the even climate that prevails in your section.

These features combined assure a possibility in developing and rearing poultry to the best advantage, which has been demonstrated by the farm's product, namely, "The Crystal White Orpingtons," that have proven their quality to be unequalled in every show of prominence in the United States this past season. It would be impossible for me to criticise in any way the methods pursued at your farm. Your system of management throughout would be hard to improve upon, and I take pleasure in endorsing the farm's product to the poultry public, and firmly believe the merit of the Single-Comb White Orpingtons has won for themselves an established place in the poultry world.

Sincerely yours,

*W. E. STANFIELD,
Editor and Judge.*

Ernest Kellerstrass.

Dear Sir:—I look back with pleasure at my trip to the Kansas City Show, and my visit to the Kellerstrass Farm, which was a great surprise to me in many respects, as the quality in this breed found there were truly beyond my expectations, for in my time in judging I had never before seen such quality in this breed as you have obtained in same. Besides the birds you had in the Kansas City Show, which were marvels, we found an entire different string picked out for the Chicago Show and then hundreds of other specimens that were worthy of the blue ribbons in almost any show in the land. I was also surprised to see 100 acres devoted to this one breed, and I must state that I have never been upon a more up-to-date or better managed farm in America. You are making this breed one of the foremost breeds of the land. I know with your push and knowledge of this breed that you will put it to the very top of the breeds, both for beauty and utility. Trusting that I may have the pleasure of visiting your farm again in the near future, I am

Very truly yours,

W. C. PIERCE.

Judge C. H. Rhodes.

Topeka, Kan.

Kellerstrass Farm.

The name of Kellerstrass reaches all over the United States, and associates itself with White Orpingtons. Why? Because Mr. Kellerstrass has one of the larg-

est and most modern equipped plants that money and brains can produce. We visited this model farm January 16, and found 4,000 White Orpingtons housed in buildings specially constructed for healthfulness. In all of this great army of birds we did not see any droopy or sick ones. Absolute cleanliness in all buildings and yards is the safeguard adopted at Kellerstrass Farm.

We noticed hundreds of young chickens at the incubator houses from one day to ten days old, strong, vigorous, healthy, not a weakling in the bunch. From these youngsters the great winners for 1908 and 1909 will be selected and sold to customers of this country and over the big pond. Mr. Kellerstrass devotes his entire time to the improvement and betterment of his poultry business. He personally selects all shipments, and be it said to his credit a dissatisfied customer is unknown.

The Kellerstrass Orpingtons have been exhibited at all the large shows East and West, and no one breed had attracted more attention.

C. H. RHODES.

Judge W. S. Russell.

Ottumwa, Ia.,
Jan. 31, 1908.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

Dear Sir:—You are to be congratulated for the high quality of Single-Comb White Orpingtons that you are exhibiting this season. I inspected your exhibit at the Jamestown Exposition Poultry Show, also Missouri State, and

then again at Chicago Show, and will say, "they are great."

Yours truly,
W. S. RUSSELL.

Judge Thomas W. Southard.

4345 Genessee St.,
Kansas City, Mo.,
Feb. 2, 1908.

Ernest Kellerstrass,
Pro. Kellerstrass Farm,
Kansas City, Mo.

Dear Sir:—In reply to your letter asking me to express my honest opinion of your farm, stock, business methods, etc., I will say, without flattery, you have much the best equipped farm I ever saw. And I have watched you perfect the "Crystal" White Orpingtons until today I consider your White Orpingtons are the leading strain in the world, and I am willing to back up any deal you make.

Yours truly,
T. W. SOUTHARD.

Judge C. V. Keeler.

Winamac, Ind.,
Feb. 2, 1908.

While judging the great Kansas City Show, January 14th to 18th, I had the pleasure of visiting the immense Crystal White Orpington Farm, owned by Mr. Ernest Kellerstrass. I have always been interested in White Orpingtons ever since they have first been written of in England's poultry papers. I found at the Farm acres and acres of White Orpingtons, all hardy, hustling, happy birds of the correct Orpington type—not Plymouth, Wyandotte, or Cochin type, but the correct Orpington type. I had the pleasure of judging these "Crystal"

White Orpingtons at Kansas City last year, 1907. Saw Mr. Kellerstrass' exhibit this year, both at Kansas City and Chicago. Could there compare them closely with the best Buffs and Blacks in the country in type. They had the Buffs beaten and were the equal of the Blacks. I saw at the Farm hundreds and hundreds of prize winners, fit for the best shows in America; also the winners at all the large shows in America; and the Crystal Palace (England) winners were there also, and about 4,300 of their relations, well housed in comfortable buildings, while in the brooder house were hundreds of little chicks, right in the middle of January. Mr. Kellerstrass has a thoroughly equipped poultry farm. Were I to go into White Orpingtons today I should look no further, but would send my order to Mr. Kellerstrass, and am sure I could get the best in the world, and at reasonable prices, quality considered.

I look forward to my visit to Kansas City next year, and of course, hope to pay the "Crystal" White Orpington farm a visit.

Very truly yours,

CHAS. V. KEELER.

The Bonham Poultry Association.

Bonham, Tex.,

Dec. 16, 1907.

Mr. Ernest Kellerstrass,
Kansas City, Mo.

My Dear Sir:—Cockerel and pullet, with extra hen, arrived in fine condition. They were placed in the show room the day after their arrival and covered themselves with honors, winning first

cockerel, first pullet and second hen. We are well pleased with the fine quality of your birds and your honest methods of business.

Respectfully yours,

M'KEE BLAIR.

We get letters like the above almost daily.

From Reliable Poultry Journal, Quincy, Ill., February, 1908

Single-Comb White Orpingtons.

Mr. Ernest Kellerstrass, Kansas City, Mo., made another wonderful cleaning on S. C. White Orpingtons, as follows: Cocks, first, second and third; hens, first, second, third and fourth; cockerels, first, second, fourth and fifth; pullets, first, second, third and fifth. He is the originator of the Crystal strain of this variety and his Whites have been successful at the leading shows of America and England. They are equal in size to the large Buffs and Blacks, and are pure white in color. The first White Orpington cockerel at Chicago was also the first cockerel at Madison Square Garden, N. Y., last December. At Chicago he was awarded the sweepstakes for the best bird in the show—a great honor for a breed so recently introduced as the White Orpington. The third cock at Madison Square was the first winner at Chicago. Mr. Kellerstrass has 4,000 Single-Comb White Orpingtons for sale, and will make sixteen pens to supply eggs for hatching. His birds are of extra choice quality and they will please discriminating customers.



No. 54. Station located on the Kellerstrass Farm

(Editorial taken from January Reliable Poultry Journal, Quincy, Ill.)

DEVELOPING THE BUSINESS.

We offer no apology to our readers for publishing in this issue of *R. P. J.* an extended report of the results obtained by seventy-two of the eighty-four customers (all that replied to our letters of inquiry) who last season paid Kellerstrass Farm, Kansas City, Mo., two dollars apiece for 1,024 hatching eggs.

We realize, perhaps as well as anybody else, that this report is a big free advertisement for Mr. Kellerstrass, but we are confronted by the thought that he is entitled to it on account of what he has done and is doing for poultry culture, also by the fact that he is deserving of favorable publicity as a reward for the manner in which he treated these eggs-for-hatching customers.

But our chief reason for publishing this series of articles was not to please Mr. Kellerstrass—though we are glad to do that. The main object was threefold: First, we wished to show, by Mr. Kellerstrass' experience, what CAN BE DONE in the standard-bred poultry business; second, we were glad of this opportunity to present in these columns RELIABLE and instructive DATA about the eggs-for-hatching branch of the poultry industry; third, we especially desired to use this case as an illustration of how the standard-bred poultry business can be developed and rapidly extended by FAIR TREATMENT of customers who buy valuable eggs for hatching and high-priced fowls for breeding purposes.

It isn't often that a case of this kind is placed in an editor's hands with full permission to dig in and find out all he wishes to know about hatching results, about the quality of the chicks obtained, about the methods employed in filling and refilling orders, in satisfying displeased customers, etc., etc. Possibly there are persons who will entertain the opinion that Mr. Kellerstrass took special pains in handling this whole transaction. We believe that he did—that he did so on account of the high quality of the eggs sold and the top prices he received for them, but we do not believe for one moment that in handling the fowls that laid these eggs or in filling the orders or in striving to satisfy every reasonable customer, Mr. Kellerstrass had any idea of publishing the facts or of allowing them to be published. We know that such was not the case.

By referring to his printed matter we learned that Mr. Kellerstrass had guaranteed a fair percentage of fertility in these high-priced eggs; therefore in treating his customers well on that point he did no more than he had agreed to do. But we are glad to say it is shown by letters we received direct from his customers that he "made good" not only cheerfully, but promptly and liberally.

Mr. Kellerstrass' experience and that of seventy-two of the eighty-four of his customers who replied to our letters, asking for results they obtained from the two-dollar-apiece eggs, represent a fair test of the practice of selling eggs for

hatching to be shipped by express to all points of the country. It was mainly for this reason that we first took an interest in the matter, but the case developed into the larger problem of what can be done in the sale of high-priced eggs for hatching, of how well the purchasers of such eggs can do and of how customers should be treated in order to give them their "money's worth" and thus win valuable business friendship.

The most important lesson and fact connected with this noteworthy example is, what such treatment of customers means to the poultry industry! If all poultrymen who sell eggs for hatching were to take as much pains to benefit and satisfy their customers as did the proprietor of Kellerstrass Farm, this important branch of the poultry business would expand and prosper as never before.

And the same is true of the sale of breeding stock. If a customer is fairly treated and does well, he is certain to tell his friends and neighbors about it, with the result that new customers are created. On the contrary, if the first customer is cheated and abused, he is very liable to quit in disgust, doing so sooner or later, and by telling others of his loss and grievance he is certain to destroy confidence in the poultry business and thus prevent trade expansion.

By his way of treating customers fairly, to the extent of giving them full value for their money, Mr. Kellerstrass has started scores of interested persons in the poultry business—to

the benefit of all of us who are connected with the industry. The moral is plain; the results important and far-reaching.

(American Poultry Journal, Chicago, Ill.)

THE KELLERSTRASS FARM.

A Visit to the Home of Ernest Kellerstrass, Kansas City, Mo., the Originator of "Crystal" White Orpingtons.

The accompanying illustration will give the reader but a very faint idea of the magnitude and magnificence of the home of the "Crystal" White Orpingtons, and it is beyond the power of our pen to do justice to this farm in writing about same. To fully realize what Mr. Kellerstrass is accomplishing it is necessary to pay him a visit, and right here we wish to assure our readers that they will one and all find a hearty welcome awaiting them should opportunity offer them a chance to pay a visit to Kansas City and to the home of "Crystal" White Orpingtons.

This farm is located about eight miles from the heart of Kansas City and can be reached by electric car. The farm consists of 140 acres and is entirely devoted to the production of White Orpington fowls. The ground is well adapted to the raising of chickens, as it is high and rolling, therefore is dry all seasons of the year. Forty acres of the farm is in orchard and here is located the colony houses, and the shade provided by the fruit trees makes an ideal summer home for the young stock. The whole farm is seeded to blue grass and this affords magnificent range for the stock.

At the time of our visit, the 15th of last month, Mr. Kellerstrass informed us that he had 4,500 head of Orpingtons on the farm, and offered to go through and count them, but we declined and said we would take his word for it.

We were agreeably surprised at the large number of really fine specimens of White Orpingtons we found here, as we were under the impression that Mr. Kellerstrass had only a comparatively few really choice birds, but here we found not dozens but hundreds of them. In fact, they had been culled so closely that there was not a really poor specimen in the whole flock, or, more properly speaking, flocks, for they were divided into flocks of about fifty, except in the larger houses and yards located in the orchard, which contained large numbers.

One of the main drawbacks in former years with White Orpingtons was the brass in the plumage, but here we found this practically eliminated, and we readily understood why the birds raised on this farm are called "Crystal" White Orpingtons. Our readers do not want to get the idea that chicken raising is a "fad" with Mr. Kellerstrass, for it is not. It is a plain business proposition with him and he is using business methods in conducting same, and is devoting his entire time and attention to it. Every detail has his personal supervision.

Don't fail to write the Kellerstrass Farm, R. F. D. 1, Kansas City, Mo., for further information, and mention *American Poultry Journal*.

WON OVER 90 PER CENT OF ALL PRIZES THAT WERE OFFERED.

A Day With Kellerstrass, the Man That Put White Orpingtons on the Map.

There are a few men that can read the future and profit by it; there are several others that hang onto the tail of the kite and only drift with the tide, and constantly find fault with those who are progressive enough to do things that start the machinery of some big enterprise in motion.

The writer has always cast in his lot with the live ones. No man can lower himself so much in my estimation as telling what a great man he has been. I could always get that information from the headstones, but I never knew a corporation of business men to go to the graveyard to find a man to boost their business.

Perhaps I am getting away from my story, but what's the odds! I had this thing on my mind, and I feel better now that I have told it to you.

I have watched the rise of a good many breeds of fowls, and, in fairness to all, I have witnessed the fall of a few. I have known specialty clubs to take up a new breed and make it popular, but I never knew one of them to take up a "has been" and resurrect it. They claim the game is not worth the candle. But is it? Well, I guess yes.

You can't make a good breed out of a poor one, no matter how well you advertse it, but you can take a good breed that has been neglected and make it popular

again. This fact has been demonstrated to the satisfaction of the poultrymen of this country to a certainty.

When Ernest Kellerstrass, of Kansas City, Missouri, decided to go into the poultry business on a big scale, he tested a number of the leading varieties, keeping a careful record of all their good and bad features, weighing one breed or variety against the other, being absolutely unbiased as to which, under normal conditions, would give on his farm the best results, and when he found the White Orpingtons to be the one breed that gave the best financial results, he decided to breed them and give them the place in the fancy that his judgment told him they should occupy.

His friends argued against this, telling him the variety was not, nor could it be made, popular; that other varieties of this popular breed were ahead of it, and had so far outdistanced them in the race for public favor that to boom the Whites was a losing game.

This would have discouraged many men, but it only whetted Mr. Kellerstrass' ambition to show the world what could be done with a strictly good fowl regardless of its popularity. And when he did start, he started right.

There was not a yard of Whites in America or England that contained real quality that was not drained of its cream before the breeders woke up to the fact that one of the wisest heads that ever tackled the poultry game was out for blood.

He had the farm, he knew the

breed, he believed in their future as a fancy breed, and he knew their worth as a commercial fowl.

Before any of the Orpington breeders of note were aware of Mr. Kellerstrass' ideas, he had over 5,000 White Orpingtons on his farm and was producing more as fast as Cypher incubators and brooders would deliver the goods.

He went into the big shows of America, starting in at Kansas City; from there to Jamestown Exposition, then St. Louis, Missouri, State Show; from there to New York, then back to Kansas City; from there to Chicago.

In all of these shows, and in competition with the best in America, as well as the latest imported birds, he won more than 90 per cent of all the prizes that were offered, and asked and received the highest prices for this now popular variety that were ever paid for them in this country or Europe. In fact, he put a breed on the map and maintained them there.

While at Kansas City in January, the writer visited Mr. Kellerstrass' farm and with him looked over what we believe to be the best and largest collection of White Orpingtons owned by any one man in the world—more than 4,700 White Orpingtons on one farm and there to count. Not chicks, but matured birds of the highest quality. Great big, lusty, deep-bodied birds, that have made the Orpington the most popular fowl ever introduced from the British Isle.

In shape and color, there is but little fault to find with the Kellerstrass birds. The illustrations

run in the *Inland Poultry Journal* the past few months tell the tale.

As to buildings and equipments, there are but few plants in America better adapted to the breeding of fowls. The land was designed by nature for this purpose. (See illustrations of farm.) The houses were built for business and not for show. The open front house is the only one considered—in fact, this is the house adopted by nearly all the popular fanciers as well as market poultry raisers.

Both artificial and natural methods are used to produce their show birds.

The incubator and brooder house, while not elaborate, is one of the best I have seen; in fact, the entire plant shows that good, sound judgment was used in the location of every yard and building.

While it is well known that Mr. Kellerstrass is a man of wealth, it is not generally known that he and his son are the hardest workers on the farm. When Mr. Kellerstrass was first pointed out to me in the show room, with a pair of overalls and jumper on, busy cleaning out

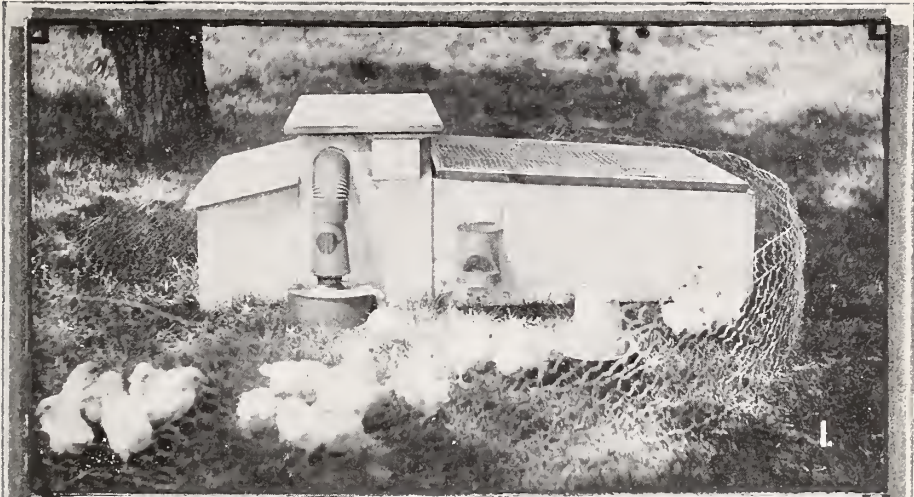
coops, I said, "My money backs that man as a winner in any undertaking that he is associated with."

When a number of so-called experts applied for a job as manager of his plant, he said: "I am looking for men to work; I can do all the managing that is necessary on my farm."

Mr. Kellerstrass is today the world's headquarters for White Orpingtons. He has the best, as has been proven in the strongest shows in America. He knows quality and he knows its value. He is strictly reliable and is today doing more for Orpingtons than all the breeders in this country combined.

We guarantee the man and his birds, and we only wish we had a few more like him in the business. They are the kind of poultrymen that make it possible for the *Inland* and other high-class journals to give their readers the quality in poultry literature that is making the editors of all other live stock journals "sit up and take notice."

THEO. HEWES,
Editor *Inland Poultry Journal*.



See What One of Our Customers Is Doing.

The three pictures shown on the preceding page were photographs sent to us by a customer of ours by the name of R. W. Phillips, of De Soto, Kansas. Mr. Phillips purchased one of my books, then he began to construct one of my brooders, which is shown in picture No. 1.

Picture No. 2 was taken within four months after he constructed the brooder shown in picture No. 1.

Picture No. 3 Mr. Phillips sent us within two months after he had sent us picture No. 2.

We have quite a good many letters from Mr. Phillips, which he gives us permission to publish, but on account of lack of space it is impossible for us to publish all the good testimonials that we have from our customers, and we think that the accompanying pictures speak for themselves.

That Mr. Phillips has been very successful is putting it mildly. It simply goes to show what can be done.

If you will note in looking through these three pictures, Mr. Phillips has followed our way of raising chickens very closely. In fact, in the last picture, you will notice he has even built runs the same as we do in front of our brooder house.

If we should publish the pictures and the letters that we have from customers of ours who have been successful raising our strain of chickens and following our way of raising chickens, it would make a book covering thousands upon thousands of pages.

Kellerstrass Way of Building Poultry Houses, Incubator Cellars, Brooder Houses, Coops and Appliances.



HE above is the title of my new book on how to build and equip a modern, up-to-date poultry farm. This is one of the greatest books ever gotten out for the new beginner that wants to build or start in the back yard, as well as for the farmer or the experienced breeder. It gives you a complete set of plans of all my hen houses, incubator cellars, brooder houses, indoor and outdoor brooders, equipments and appliances that I use on this farm. You understand, these plans and specifications are not theory, but they were made from all buildings and appliances that have been in use here on my farm for years. For an illustration: If you want to build an incubator cellar, send for Part 5, which will cost you 50 cents. You can take these plans to your merchant who handles building material, and he will send you out everything that is required to build this cellar, and when you get through building it you won't have any material left on your hands, nor will you have to go back to the merchant to buy more. It gives you the exact amount of lumber, rock, cement, sand, paint and hardware that was used in constructing my cellar. It also tells you how to mix the concrete; how to lay your rock; how to cut your lumber; how to excavate your ground, and how to put the whole thing together. It is the same way if you send for a set of my plans how to build a brooder house, colony house, laying house, or any of my buildings; it tells you exactly how much lumber, hardware, paint, wire and everything that is used to construct one of these houses or buildings, and it also tells you how to cut each board and each piece of lumber and how to mix your paint, how to put it on, and how to put the buildings together. There never were any plans and specifications gotten up like these by any architect, for the simple reason that these plans are all taken from buildings that are here on my farm, that are already up, that are in use, and they have been successful—there is no guesswork about them. The original plates of this book cost me over \$10,000 before I ever got them ready to take to the printers. Remember, these plates or plans and specifications, whichever you want to call them, are all made from buildings that are actually here in use on my farm; there is no theory about them. *The whole book contains 39 separate and distinct plates 11 inches wide and 1½ feet long; in fact, each and every page in this book is 11 inches wide and 1½ feet long. The whole book contains, as I say, 39 separate and distinct plates and 275 illustrations.*

The following will give you an idea of what this book contains, but, remember, you don't need to buy the whole entire book; if you don't want to, you can pick out any set of plans that you might want. For an illustration: Part 1, breeding and laying houses, 5 plates and 29 illustrations, with the whole entire specifications and everything full and complete, will cost you but 50 cents. Or if you want to build an incu-

bator cellar, just order Part 5, which consists of 4 plates and 25 illustrations, with the full plans and specifications of how much material you will have to get to build this incubator cellar and how to build it, all for 50 cents; so, as I say, you can order any single part of this book, that is, the plans and specifications, for the sum of 50 cents.

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Now, kindly look over the above very carefully, and you can readily see what a valuable book this is. It shows you how to build brooders, hen houses, incubator cellars, colony houses, and the different kind of appliances that are used on my farm; in fact, I have tried not to overlook anything in these plans, or, in other words, in this book, that it takes to make a successful plant. If you want to start in a small way in the back yard, you can buy a set of plans that will show you how to build a small house 6x6. The plans and specifications will show you how much lumber it takes, and how to put it together. If you want to build some trap nests, just order part 15; it will show you how I build my trap nests and numerous other things, all for 50 cents.

This book is now in hundreds of libraries throughout the world. It is the greatest piece of work ever gotten out, and all I can say is, that after you receive this book, if you don't think it is worth the price, you can return it at once and I will most cheerfully return your money to you. You can order this book through any of the leading poultry journals at the regular price, or you can send the coupon below and \$2.00, and I will send you the whole complete book, all bound together in one, consisting of a total of 39 plates and 275 illustrations. *Each and every plate and page in this book is 11 inches wide and 1½ feet long.* The reason I sell it in parts is that a lot of times there are people who don't want to buy the whole complete book, and for that reason I furnish them with the plans and specifications as above for 50 cents each, but in that way, in order to get the whole full set of 15 parts, it would cost you \$7.50, but if you will use the coupon on opposite page and send me \$2.00 I will send you the book immediately upon receipt of your order, so be sure and fill out the coupon on opposite page if you want this great work. **The most complete book that was ever gotten out. Be sure and read coupon on opposite page.**

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Common Feed Trough; 1 Illustration.....Page 92
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Poultry Houses, Incubator Cellars, Brooder Houses, Coops and Appliances

THE above is the title of my new book on how to build and equip a modern, up-to-date poultry farm. This is one of the greatest books ever gotten out for the new beginner that wants to build or start in the back yard, as well as for the farmer or the experienced breeder. It gives you a complete set of plans of all my hen houses, incubator cellars, brooder houses, indoor and outdoor brooders, equipments and appliances that I use on this farm. You understand, these plans and specifications are not theory, but they are made from all buildings and appliances that have been in use here on my farm for years. For an illustration: If you want to build an incubator cellar, send for Part 5, which will cost you 50 cents. You can take these plans to your merchant who handles building material, and he will send you out everything that is required to build this cellar, and when you get through building it you won't have any material left on your hands, nor will you have to go back to the merchant to buy more. It gives you the exact amount of lumber, rock, cement, sand, paint and hardware that was used in constructing my cellar. It also tells you how to mix the concrete; how to lay your rock; how to cut your lumber; how to excavate your ground, and how to put the whole thing together. It is the same way if you send for a set of my plans how to build a brooder house, colony house, laying house, or any of my buildings; it tells you exactly how much lumber, hardware, paint, wire and everything that is used to construct one of these houses or buildings, and it also tells you how to cut each board and each piece of lumber and how to mix your paint, how to put it on, and how to put the building together. There never were any plans and specifications gotten up like these by any architect, for the simple reason that these plans are all taken from buildings that are here on my farm, that are already up, that are in use, and they have been successful—there is no guesswork about them. The original plates of this book cost me over \$10,000 before I ever got them ready to take to the printers. Remember, these plates or plans and specifications, whichever you want to call them, are all made from buildings that are actually here in use on my farm; there is no theory about them. The whole book contains 39 separate and distinct plates 11 inches wide and 15½ feet long; in fact, each and every page in this book is 11 inches wide and 15½ feet long. The whole book contains, as I say, 39 separate and distinct plates and 275 illustrations.

The following will give you an idea of what this book contains, but, remember, you don't need to buy the whole entire book; if you don't want to, you can pick out any set of plans that you might want. For an illustration: Part I, breeding and laying houses, 5 plates and 29 illustrations, with the whole entire specifications and everything full and complete, will cost you but 50 cents. Or if you want to build an incubator cellar, just order Part 5, which consists of 4 plates and 25 illustrations, with the full plans and specifications of how much material you will have to get to build this incubator cellar and how to build it, all for 50 cents; so, as I say, you can order any single part of this book, that is, the plans and specifications, for the sum of 50 cents.

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		Common Can, Hole, Pan, Manner of Using.	Price 50c

Now, kindly look over the above very carefully, and you can readily see what a valuable book this is. It shows you how to build brooders, hen houses, incubator cellars, colony houses, and the different kind of appliances that are used on my farm; in fact, I have tried not to overlook anything in these plans, or, in other words, in this book, that it takes to make a successful plant. If you want to start in a small way in the back yard, you can buy a set of plans that will show you how to build a small house 6x6. The plans and specifications will show you how much lumber it takes, and how to put it together. If you want to build some trap nests, just order Part 15; it will show you how I build my trap nests and numerous other things, all for 50 cents.

This book is now in hundreds of libraries throughout the world. It is the greatest piece of work ever gotten out, and all I can say is, that after you receive this book, if you don't think it is worth the price, you can return it at once and I will most cheerfully return your money to you. You can order this book through any of the leading poultry journals at the regular price, or you can send the coupon below for \$2.00, and I will send you the whole complete book, all bound together in one, consisting of a total of 39 plates and 275 illustrations. Each and every plate and page in this book is 11 inches wide and 15½ feet long. The reason I sell it in parts is that a lot of times there are people who don't want to buy the whole complete book, and for that reason I furnish them with the plans and specifications as above for 50 cents each; but in that way, in order to get the whole full set of 15 parts, it would cost you \$7.50, but if you will use the coupon below and send me \$2.00 I will send you the book immediately upon receipt of your order; so be sure and fill out the coupon below if you want this great work. The most complete book that was ever gotten out. Be sure and read coupon below.

Tear on Dotted Line

C O U P O N

Ernest Kellerstrass, Kansas City, Mo.

Dear Sir: Inclosed please find two dollars (\$2.00) for which please send me your book called "**Kellerstrass Way**" of **Building Poultry Houses, Incubator Cellars, Brooder Houses, Coops and Appliances**. Said book to contain 39 Plates and 275 Illustrations; also plans and specifications.

Name.....

Town.....

State.....

704329

TEAR ON DOTTED LINE

Coupon.

Ernest Kellerstrass, Kansas City, Mo.

Dear Sir: Inclosed please find two dollars (\$2.00) for which please send me your book called "*Kellerstrass Way*" of *Building Poultry Houses, Incubator Cellars, Brooder Houses, Coops and Appliances*. Said book to contain 39 Plates and 275 Illustrations; also plans and specifications.

Name

Town.

State.

Number. **212472**

IF INTERESTED, send
10 cents in postage or
= silver to the Kellerstrass
Farm, Kansas City, Mo., for
their large illustrated catalog.
It gives prices of stock they
have for sale.

AGENTS WANTED



WANT as many good agents as I can get to handle this book, and if you are interested at all, kindly drop me a line and I will send you my agent's proposition on handling this book, because I believe that I am doing a good act whenever I get this book into anyone's household where they raise chickens, no matter if they are raising them on the farm by the thousands, or if they are only raising ten or twelve in the back yard, because there is a lot of good, valuable information in this book, and it only takes the price of a hen to pay for the book, and no doubt there are lots of articles in this book that would cause a person to save a good many chicks, and agents have no trouble in selling this book by going from house to house in the city where anyone has a few chicks, and it is the same way in the country. You go from farm house to farm house, and I don't think you will have any trouble in selling this book if you once show it to the farmer, because, as I say, there are so many good, valuable hints and good information in this book that, in my honest opinion, it is worth a thousand-fold to anyone that has any chickens.

I am not going to tell you that one agent averaged \$20.00 a day and another agent averaged \$150.00 a week, or anything of that kind; it simply all depends upon who sells the book. I know of one man that took the city paper on a Sunday morning in St. Louis and looked through the poultry columns, and in that way he got the names of a good many people that were handling chickens in St. Louis. He started out on Monday morning, and in eight places out of ten that he went to, he sold a book. Now, this man was wideawake. He was what I call a good hustler; he was sharp, he was shrewd. Just think of taking up the Sunday papers, and in that way finding out who handled chickens. So you can readily see how easy it is to sell this book in the city as well as in the country. Another man took this book and took it home, and laid it on his table and never got out only for an hour or two one or two days in the week. Well, of course, you can readily see that he wouldn't have much success. An agent selling this book or any other book, his success altogether depends upon his work, and it would be very foolish of me to tell you that you can take this book and go out and make from \$8.00 to \$12.00 a day when I don't know anything about you, while on the other hand, you might be capable of taking this book and really going out and making from \$10.00 to \$15.00 a day. Then again, there is another class of people that can handle this book. People that breed chickens. For an illustration: I know of one particular case where a man and his wife live in the city right on the main street, and they raise chickens. They have their yard full of little brooders, and they have several hundred little chicks in this yard, and they have lots of visitors every day. These people keep their brooders, their fences and their out-houses all nicely whitewashed, and they have a very nice clean little place, and I know positively that these people have sold from eight to 24 books at \$1.00 each in one day. I have been there and seen them sell eleven books at a \$1.00 apiece in one afternoon, just to people who have visited their little poultry farm. So if you are interested and care to handle this book, kindly drop me a line, and ask for my agents' proposition.

ERNEST KELLERSTRASS.

Press of
R. M. RIGBY PRINTING CO.
Kansas City, Mo.

SUPPLEMENT TO MY 1910

COPYRIGHTED POULTRY BOOK

ERNEST KELLERSTRASS

KANSAS CITY, MO.

COPYRIGHTED 1911

BY

ERNEST KELLERSTRASS

KANSAS CITY, MO.



HIS little statement is gotten out to show the increase in my poultry business. In 1910 I got out my new poultry book called the "Kellerstrass Way of Raising Poultry." In that book I showed the figures where I made a net profit over and above all expenses of \$18,178.53. Kindly notice the statement for 1911, which shows a net profit of \$22,645.39. Also kindly notice that in the season of 1910 each and every egg that left the farm brought me an average of 99 $\frac{2}{3}$ cents, and each egg that left the farm during the season of 1911 brought a fraction over \$1.05 each. Also note the increase in chickens. Each and every bird that left the farm during 1910 brought an average of \$20.68 each. Each and every bird that left the farm during the season of 1911 brought an average of \$21.46. As I promised you last year that I would publish the name and address of each and every person that paid me \$2.00 apiece straight for eggs during the season of 1911, I herewith publish the list of names and addresses of the parties that paid me \$2.00 each for eggs.

During the season of 1910 I sold 4,534 eggs for \$9,068.00; during the season of 1911 I sold 5,944 eggs at \$2.00 each, making a grand total of \$11,888.00, showing another handsome increase. Now remember that this last does not give the names and addresses of people that paid me \$10.00 apiece for eggs, and then the thousands of people that paid me 75 cents apiece for eggs, as those were the only three matings that I had—eggs that I sold at 75 cents each, at \$2.00 each, and at \$10.00 each.

I am also publishing in this statement a list of names and addresses of people to whom I returned over \$10,000.00 from July 1st, 1910, to July 1st, 1911. This ten thousand and some dollars was checks, drafts, postoffice money orders and cash that was sent me, and that I had to actually put into an envelope and return to the parties because I did not have the chickens to fill the orders with. Remember, this ten thousand and some odd dollars was for stock alone, not saying anything of the thousands upon thousands of dollars that I had to return for breeding eggs for orders that I was unable to fill. Now my only object in furnishing you with the names and addresses of these people is to satisfy the doubting "Thomas" that there is no question about these statements, and to show the new beginner that there is money to be made out of the poultry business if you go at it in a business way.

Remember, my net profits this last year over and above all expenses were \$22,645.39, which is 10 per cent on \$226,000.00, and mind you, when you look over my statement you will see that the capital stock of the Kellerstrass Farm is \$3,935.00, and this farm was started with four hens and a rooster.

I also take this opportunity of letting you know that I am out of the poultry business; that is, on July 1st, 1911, I sold my poultry business to my son, Robert Kellerstrass, and my daughter, Grace Kellerstrass. They are conducting the business under the name of KELLERSTRASS POULTRY FARM. They have been with me ever since I have been in the poultry business. In fact, during the season of 1910 to 1911 they practically ran the business. On account of my health I was away for eight months during that season, so on July 1st, 1911, I sold them that part of the business, and in the future kindly address them when writing about anything pertaining to stock or eggs. The poultry books, plan books and all my copyrighted books I still keep and shall continue to publish, and from time to time I shall get out new ones as my health permits.

Yours truly,

ERNEST KELLERSTRASS.

The following is a list of names and addresses of people who paid me \$11,888.00 for 5,944 eggs in this supplement, and in my poultry book you will find the names and addresses of people who paid me \$2.00 straight apiece for eggs. In that way you may know who is breeding Kellerstrass best pure strain of CRYSTAL WHITE ORPINGTONS—THE BIG EGG PRODUCERS:

\$2.00 Eggs Sold From July 1st, 1910, to July 1st, 1911.

Name	Address	Eggs	\$30.00	Matings	\$30.00
Ernest Ahrens	Byers, Colo.	15	eggs	\$30.00	Matings \$30.00
R. A. Alexander	Grosse Isle, Mich.	15	"	"	30.00
Mrs. J. R. Amriott	Waco, Tex.	15	"	"	30.00
W. R. Anderson	Forney, Tex.	15	"	"	30.00
J. W. Armstrong	Woodsfield, Ohio.	15	"	"	30.00
J. W. Armstrong	Woodsfield, Ohio.	15	"	"	30.00
Lida E. Austin	Medford, Ore.	15	"	"	30.00
W. F. Azbell	Dugger, Ind.	15	"	"	30.00
Mrs. David Bailey	Tuscola, Ill.	15	"	"	30.00
Mrs. David Bailey	Tuscola, Ill.	15	"	"	30.00
A. R. Bannister	Chicago, Ill.	15	"	"	30.00
G. G. Bay	Ironton, Ohio.	15	"	"	30.00
E. Bedford	Redlands, Cal.	15	"	"	30.00
Mrs. Bertie M. Bennett	Medford, Ore.	15	"	"	30.00
John Bennett	Erie, Pa.	15	"	"	30.00
Mrs. A. D. Bergman	Louisville, Ky.	15	"	"	30.00
L. L. Bingaman	Coffeyville, Kas.	15	"	"	30.00
J. Sterling Bird	Hyde Park, N. Y.	15	"	"	30.00
L. H. Bixby	Lordsburg, Cal.	15	"	"	30.00
H. E. Blumberg	Seguin, Tex.	15	"	"	30.00
H. W. Bohn	Boston, Mass.	15	"	"	30.00
Miss Helen L. Bopst	Los Angeles, Cal.	15	"	"	30.00
S. Bosgieter	Ogden, Utah.	15	"	"	30.00
Gilbert Boyd	Memphis, Tenn.	15	"	"	30.00
H. R. Bricker	Wooster, Ohio.	15	"	"	30.00
F. R. Brill	Hampshire, Ill.	15	"	"	30.00
W. F. Broderick	Cedar Cottage, B. C.	15	"	"	30.00
Wm. R. Brown	Greenville, R. I.	15	"	"	30.00
Mrs. J. H. Bruce	Gooding, Idaho.	15	"	"	30.00
Mrs. H. M. Brush	Birmingham, Mich.	15	"	"	30.00
W. H. Burnham	Glen Rock, Pa.	15	"	"	30.00
M. H. Butcher	Santa Paula, Cal.	15	"	"	30.00
W. J. Caldwell	Petrolia, Ont.	15	"	"	30.00
W. P. Campbell	Sonora, Cal.	15	"	"	30.00
James A. Canty	Butte, Mont.	15	"	"	30.00
Will C. Carter	Americus, Ga.	15	"	"	30.00
Edgar F. Cavanah	Sibley, Ill.	15	"	"	30.00
O. L. Chandler	Newman, Ga.	15	"	"	30.00
Mrs. E. R. Chappell	Kirkwood, Mo.	15	"	"	30.00
Samuel T. Chase	Chicago, Ill.	15	"	"	30.00
Mrs. W. D. Chisholm	Wellington, Ont.	15	"	"	30.00
John Church	Pueblo, Colo.	15	"	"	30.00
Mrs. A. P. Clark	Joplin, Mo.	15	"	"	30.00
E. P. Clark	Joplin, Mo.	15	"	"	30.00
John W. Clark	Brentwood, Md.	15	"	"	30.00
John W. Clark	Brentwood, Md.	15	"	"	30.00
M. A. Clark	Redlands, Cal.	15	"	"	30.00
L. C. Claybrook	Martinsville, Va.	15	"	"	30.00
A. M. Collins	Shushan, N. Y.	15	"	"	30.00
Emma G. Crawford	Urbana, Ill.	15	"	"	30.00
H. J. Crockett	Everett, Wash.	15	"	"	30.00
H. Cronk	Eldorado, Kas.	15	"	"	30.00
Chas. L. Cunningham	Carruthersville, Mo.	15	"	"	30.00
Roy L. Curlee	Glendora, Cal.	15	"	"	30.00
A. Dalton	Seattle, Wash.	15	"	"	30.00
Mrs. F. W. Dane	Douglaston, L. I., N. Y.	15	"	"	30.00
M. E. Davidson	Plaquemine, La.	15	"	"	30.00
Mrs. W. E. Davis	Point Pleasant, Mo.	15	"	"	30.00
Claude Denham	Quincy, Mich.	15	"	"	30.00
Mrs. R. Dexter	Libertyville, Ill.	15	"	"	30.00
C. F. Dinsmore	New Sharon, Pa.	15	"	"	30.00

A. Dixon.	Port Huron, Mich.	15	"	"	"	30.00
Mrs. J. P. Doherty.	Selma, Ala.	15	"	"	"	30.00
Mrs. A. F. Donnenwirth.	Tiro, Ohio.	15	"	"	"	30.00
H. W. Dresser.	Eugene, Ore.	15	"	"	"	30.00
Robert G. Duffield.	Wheaton, Ill.	15	"	"	"	30.00
Mrs. B. S. Duncan.	Seaton, Ill.	15	"	"	"	30.00
John Dupee.	Chicago, Ill.	15	"	"	"	30.00
John Dupee.	Chicago, Ill.	15	"	"	"	30.00
Mrs. L. P. Eberhardt.	Elberton, Ga.	15	"	"	"	30.00
Chas. J. Edwards.	Vicksburg, Miss.	15	"	"	"	30.00
Mrs. John Elliott.	Bronson, Iowa.	15	"	"	"	30.00
Mrs. E. T. Emery.	Pattonsburg, Mo.	15	"	"	"	30.00
Judge C. A. Emry.	Carthage, Mo.	15	"	"	"	30.00
A. W. Ennis.	Clyde, Mo.	15	"	"	"	30.00
Mrs. Alice M. Evans.	Oakwood, Mo.	15	"	"	"	30.00
W. J. Ewart.	El Campo, Tex.	15	"	"	"	30.00
Milton S. Feder.	San Francisco, Cal.	15	"	"	"	30.00
Theo. J. Festner.	Memphis, Tenn.	15	"	"	"	30.00
Jas. H. Fischer.	Frohna, Mo.	15	"	"	"	30.00
Mrs. Eugene Fite.	Philadelphia, Pa.	15	"	"	"	30.00
Arthur C. Fleming.	Salem, Ore.	15	"	"	"	30.00
R. A. Fox.	Ardmore, Okla.	15	"	"	"	30.00
Dr. W. A. Frazer.	Lyle, Minn.	15	"	"	"	30.00
Lucius C. French.	Colorado Springs, Colo.	15	"	"	"	30.00
Freisleben Estate Farm.	Oroville, Cal.	15	"	"	"	30.00
D. J. Geran.	Indianapolis, Ind.	15	"	"	"	30.00
Gladden & Carter.	Monroe, La.	15	"	"	"	30.00
F. W. Gloeckner.	St. Louis, Mo.	15	"	"	"	30.00
Albert Goebbels.	Cullom, Ill.	15	"	"	"	30.00
Albert Goebbels.	Cullom, Ill.	15	"	"	"	30.00
Mrs. C. M. Graham.	Fort Worth, Tex.	15	"	"	"	30.00
Mrs. W. A. Graham.	Warrenton, N. C.	15	"	"	"	30.00
H. C. Greb.	Albany, N. Y.	15	"	"	"	30.00
Chas. H. Greer.	Utica, N. Y.	15	"	"	"	30.00
James Gray.	Calgary, Alta.	15	"	"	"	30.00
Claude M. Griffith.	Crawfordsville, Ind.	15	"	"	"	30.00
Francis D. Hall.	Minneapolis, Minn.	15	"	"	"	30.00
Walter S. Hall.	Mukwonago, Wis.	15	"	"	"	30.00
Amos Hansen.	Ruthven, Iowa.	15	"	"	"	30.00
Paul W. Hatch.	Plano, Ill.	15	"	"	"	30.00
J. F. Hattiemer.	Fort Deposit, Ala.	15	"	"	"	30.00
E. H. Heiberger.	Hazleton, Pa.	15	"	"	"	30.00
E. K. Helme.	Spokane, Wash.	15	"	"	"	30.00
A. L. Hensley.	Council Hill, Okla.	15	"	"	"	30.00
Noah F. Henthorn.	Alma, Ill.	15	"	"	"	30.00
H. E. Hervig.	Mankato, Minn.	15	"	"	"	30.00
John Hewett.	Lewisville, Ark.	15	"	"	"	30.00
C. Higinbotham.	Central City, Neb.	15	"	"	"	30.00
H. D. Higinbotham.	Joliet, Ill.	15	"	"	"	30.00
G. Hinman.	Maxwell, N. M.	15	"	"	"	30.00
Thos. F. Hines.	Salem, N. Y.	15	"	"	"	30.00
W. H. Hogan.	Boyle, Mass.	15	"	"	"	30.00
Theo. Hogrobrooks.	Houston Heights, Tex.	15	"	"	"	30.00
Roy V. Howard.	Tacoma, Wash.	15	"	"	"	30.00
Henry F. Hoyt.	Santa Rosa, N. M.	15	"	"	"	30.00
S. L. Hurley.	Elmira, N. Y.	15	"	"	"	30.00
Idle Hour Stock Farm.	Lexington, Ky.	15	"	"	"	30.00
A. W. Jacobson.	Bainbridge, N. Y.	15	"	"	"	30.00
Warren L. Jacobus.	Newark, N. J.	15	"	"	"	30.00
Edward L. James.	Kansas City, Mo.	15	"	"	"	30.00
F. C. Jenkins.	Ashtabula Harbor, Ohio.	15	"	"	"	30.00
D. H. John.	Anaconda, Mont.	15	"	"	"	30.00
Edward L. Johns.	Villa Grove, Col.	15	"	"	"	30.00
A. C. Johnson.	Lawrence, Kan.	15	"	"	"	30.00
W. B. Johnson.	Laconia, N. H.	15	"	"	"	30.00
Geo. F. Jones.	Millersburg, Ky.	15	"	"	"	30.00
W. A. Joplin.	Caruthersville, Mo.	15	"	"	"	30.00
John H. Kanzmeier.	Wheatland, Iowa.	15	"	"	"	30.00
A. W. Kaye.	Meridian, Miss.	15	"	"	"	30.00
Thos. H. Kean.	Nantucket, Mass.	15	"	"	"	30.00
Thos. H. Kean.	Nantucket, Mass.	15	"	"	"	30.00

Mrs. James B. Keith	San Diego, Cal.	15	"	"	"	30.00
J. W. Keller	Fullerton, Neb.	15	"	"	"	30.00
J. W. Keller	Fullerton, Neb.	15	"	"	"	30.00
G. F. Kelley	Somerset, Ohio.	15	"	"	"	30.00
C. E. Kellogg	Battle Creek, Mich.	15	"	"	"	30.00
F. W. Kennedy	Philadelphia, Pa.	15	"	"	"	30.00
F. W. Kennedy	Philadelphia, Pa.	15	"	"	"	30.00
F. W. Kennedy	Philadelphia, Pa.	15	"	"	"	30.00
Mrs. Ernest V. Kerr	Mt. Vernon, Ind.	15	"	"	"	30.00
E. A. King	Louisville, Ky.	15	"	"	"	30.00
H. J. Kirby	Cokesburg, Pa.	15	"	"	"	30.00
G. F. Koch, Jr.	Ellinwood, Kan.	15	"	"	"	30.00
Forest Koen	Rotan, Tex.	15	"	"	"	30.00
August Krueger	Jefferson Barracks, Mo.	15	"	"	"	30.00
Kenneth Lamkin	Birmingham, Ala.	15	"	"	"	30.00
J. A. Landry	New Orleans, La.	15	"	"	"	30.00
E. Lawless	Grafton, Canada.	15	"	"	"	30.00
Mrs. A. Lemle	Arlington, Kas.	15	"	"	"	30.00
O. R. Letherer	Inkster, N. D.	15	"	"	"	30.00
Mrs. W. C. Lyman	Ontario, Cal.	15	"	"	"	30.00
Dr. H. F. MacKendrick	Galt, Ont., Canada.	15	"	"	"	30.00
F. Mante	Oakland, Cal.	15	"	"	"	30.00
S. W. Maupin	Woodburn, Ore.	15	"	"	"	30.00
Dr. C. G. McCall	Midland, Tex.	15	"	"	"	30.00
Elmer McCarty	Scenery Hill, Pa.	15	"	"	"	30.00
J. I. McClurkin	Lamar, Ark.	15	"	"	"	30.00
B. B. McConnell	Wooster, Ohio.	15	"	"	"	30.00
Chas. McNeely	Alpaugh, Cal.	15	"	"	"	30.00
K. F. McNeill	Santa Monica, Cal.	15	"	"	"	30.00
Otto McSwain	Safford, Ariz.	15	"	"	"	30.00
Otto McSwain	Safford, Ariz.	15	"	"	"	30.00
Mrs. A. F. Medine	Los Angeles, Cal.	15	"	"	"	30.00
W. M. Meredith	Pueblo, Colo.	15	"	"	"	30.00
Sam Merrill	Hindsboro, Ill.	15	"	"	"	30.00
C. E. Miller	Grand Rapids, Mich.	15	"	"	"	30.00
Geo. J. Miller	Clarion, Iowa.	15	"	"	"	30.00
J. L. Mitchell	Farmington, Utah.	15	"	"	"	30.00
Robert H. Moon	Parkersburg, W. Va.	15	"	"	"	30.00
C. H. Moses	Crystal Lake, Ill.	15	"	"	"	30.00
Dr. M. A. Moulton	Bellevue, Iowa.	15	"	"	"	30.00
Geo. A. Myers	Aurora, Ill.	15	"	"	"	30.00
J. W. Myers	Galesburg, Ill.	15	"	"	"	30.00
Mark Myers	Los Angeles, Cal.	15	"	"	"	30.00
Mrs. W. P. Nelson	Sunshine, Ala.	15	"	"	"	30.00
Drs. N. B. & E. Newcomer	Paonia, Colo.	15	"	"	"	30.00
T. E. Newton	Bernice, La.	15	"	"	"	30.00
T. E. Newton	Bernice, La.	15	"	"	"	30.00
W. H. Niemeyer	Baltimore, Md.	15	"	"	"	30.00
Chas. Norris	Athena, Ore.	15	"	"	"	30.00
F. W. Nye	Seattle, Wash.	15	"	"	"	30.00
Dr. E. W. O'Connor	Philadelphia, Pa.	15	"	"	"	30.00
John F. Ogburn	Winston-Salem, N. C.	15	"	"	"	30.00
Mrs. R. W. Orr	Statesville, N. C.	15	"	"	"	30.00
C. B. Owen	Lawrence, Kas.	15	"	"	"	30.00
D. H. Palmer	Abingdon, Ill.	15	"	"	"	30.00
John T. Patterson	Pittsburg, Pa.	15	"	"	"	30.00
E. K. Perkins	Johnson City, Tenn.	15	"	"	"	30.00
C. A. Phillips	Port Washington, Wis.	15	"	"	"	30.00
E. D. Phillips	Cleveland, Ohio.	15	"	"	"	30.00
Pine Street Poultry Yards	Davenport, Iowa.	15	"	"	"	30.00
Mrs. Wm. Ragsdale	Blossom, Tex.	15	"	"	"	30.00
J. C. Ramage	Denver, Colo.	15	"	"	"	30.00
Chas. W. Reimers	Anchorage, Ky.	15	"	"	"	30.00
B. A. Reynolds	Muskogee, Okla.	15	"	"	"	30.00
Calvin L. Rhoades	Pottstown, Pa.	15	"	"	"	30.00
Mrs. W. T. Rittenhouse & Son	Parkersburg, W. Va.	15	"	"	"	30.00
Paul D. Roberts	Reno, Nev.	15	"	"	"	30.00
R. B. Robinson	Cleveland, O.	15	"	"	"	30.00
F. E. Rosenberger	Grandfield, Okla.	15	"	"	"	30.00
G. A. Rugel	Springdale, Ark.	15	"	"	"	30.00

W. H. Russell.....	Omro, Wis.	15	"	"	"	30.00
Geo. Rust	Oakland, Cal.	15	"	"	"	30.00
C. P. Rutherford.....	Leavenworth, Kas.	15	"	"	"	30.00
Edw. M. Salisbury.....	Webster, Mass.	15	"	"	"	30.00
Adolph D. Schmidt.....	Olympia, Wash.	15	"	"	"	30.00
H. Schneider.	Yonkers, N. Y.	15	"	"	"	30.00
Miss Rosetta Scherer.....	Blandinsville, Ill.	15	"	"	"	30.00
O. I. Sellars.....	Amarilla, Tex.	15	"	"	"	30.00
Chester D. Sensenich.....	Irwin, Pa.	15	"	"	"	30.00
Thos. J. Shaw.....	Davenport, Wash.	15	"	"	"	30.00
Shawmut Poultry Farm.....	Shawmut, Ark.	15	"	"	"	30.00
Dr. B. W. Shiry.....	York, Pa.	15	"	"	"	30.00
J. J. Sigler.....	Tulia, Tex.	15	"	"	"	30.00
Mrs. G. G. Small.....	Aspinwall, Pa.	15	"	"	"	30.00
John H. Smedley.....	Grosse Isle, Mich.	15	"	"	"	30.00
B. L. Smith.....	Glasgow, Ky.	15	"	"	"	30.00
C. P. Smith.....	Houma, La.	15	"	"	"	30.00
R. E. Smith.....	Fostoria, Tex.	15	"	"	"	30.00
J. Frank Smith.....	Mulberry, Ind.	15	"	"	"	30.00
Sterling B. Smith.....	Cynthiana, Ky.	15	"	"	"	30.00
Walter G. Smith.....	Spokane, Wash.	15	"	"	"	30.00
W. L. Snow.....	Fort Valley, Ga.	15	"	"	"	30.00
J. W. Spencer.....	Fort Worth, Tex.	15	"	"	"	30.00
Warren C. Spurgin.....	Fanora, Iowa.	15	"	"	"	30.00
Arthur Stewart.	Winnipeg, Canada.	15	"	"	"	30.00
Phillip Stewart.	Colorado Springs, Colo.	15	"	"	"	30.00
F. C. Stokes.....	Auxvasse, Mo.	15	"	"	"	30.00
Mrs. A. C. C. Taylor.....	Adrian, Mich.	15	"	"	"	30.00
Frank Temple.	Elsberry, Mo.	15	"	"	"	30.00
M. S. Terry.....	Toronto, Canada.	15	"	"	"	30.00
Mrs. A. Thompson.....	Los Angeles, Cal.	15	"	"	"	30.00
H. E. Thompson.....	Portales, N. M.	15	"	"	"	30.00
L. K. Thompson.....	Princeton, Ill.	15	"	"	"	30.00
H. B. Thresher.....	Sprague, Wash.	15	"	"	"	30.00
H. B. Thresher.....	Sprague, Wash.	15	"	"	"	30.00
Miss Bertha Threlkeld.....	Waverly, Ky.	15	"	"	"	30.00
Benj. T. Tilton.....	No. Seattle, Wash.	15	"	"	"	30.00
H. P. Tippet.....	Columbus, Ohio.	15	"	"	"	30.00
C. J. Toot.....	Grand Rapids, Mich.	15	"	"	"	30.00
R. C. Traynham.....	Pittsburg, Tex.	15	"	"	"	30.00
H. R. Tsugawa.....	Durango, Colo.	15	"	"	"	30.00
E. K. Turney.....	Houtzdale, Pa.	15	"	"	"	30.00
W. G. Turpin.....	Americus Ga.	15	"	"	"	30.00
F. A. Vaniman.....	McPherson, Kas.	15	"	"	"	30.00
H. F. Vulliet.....	Edgewater, Colo.	15	"	"	"	30.00
H. L. Walker.....	Aberdeen, S. D.	15	"	"	"	30.00
Sam L. Wallace.....	Kalispell, Mont.	15	"	"	"	30.00
M. E. Waters.....	San Francisco, Cal.	15	"	"	"	30.00
John K. Watkins.....	Opelika, Ala.	15	"	"	"	30.00
W. Ben Wearen.....	Stanford, Ky.	15	"	"	"	30.00
L. E. Weber.....	DuBois, Pa.	15	"	"	"	30.00
R. B. Whiteman.....	Acme, Tex.	15	"	"	"	30.00
Sarah Williams.	East Berkshire, Cal.	15	"	"	"	30.00
Mrs. C. R. Wilkinson.....	Orange, Cal.	15	"	"	"	30.00
Chas. B. Winn.....	University Sta., Austin, Tex.	15	"	"	"	30.00
Rev. O. E. Wittlinger.....	Buffalo, N. Y.	15	"	"	"	30.00
Robt. Woodhead.	Orange, Tex.	15	"	"	"	30.00
G. H. Woolington.....	Monticello, Ill.	15	"	"	"	30.00
M. C. Wright.....	Tuskegee, Ala.	15	"	"	"	30.00
Mrs. Hugh Wynne.....	Memphis, Tenn.	15	"	"	"	30.00
Mrs. Ethel P. Young.....	Kirksville, Mo.	15	"	"	"	30.00
R. Achurch.	Charleston, S. C.	9 eggs \$30.00			Matings \$18.00	
Chas. Amos.	Peabody, Kan.	10	"	"	"	20.00
W. R. Anderson.....	Forney, Tex.	8	"	"	"	16.00
E. M. Andrews.....	Brownwood, Tex.	10	"	"	"	20.00
E. L. Barber.....	Dennison, Iowa	8	"	"	"	16.00
Dr. J. R. Barker.....	Niobe, N. Y.	5	"	"	"	10.00
Dr. C. L. Baskin.....	Temple, Ga.	7	"	"	"	14.00
A. J. Baum.....	DuBois, Pa.	8	"	"	"	16.00
F. B. Beach.....	Ontonagon, Mich.	12	"	"	"	24.00

J. M. Beard.....	Aurora, Nebr.	8	"	"	"	16.00
Jas. J. Beaty.....	Jennings, Fla.	8	"	"	"	16.00
E. H. Benedett.....	Carpenter, Wyo.	10	"	"	"	20.00
J. F. Best.....	Grand Rapids, Mich.	10	"	"	"	20.00
A. A. Blankenship.....	Pawnee, Ill.	10	"	"	"	20.00
Wilbur C. Bliss.....	Avon, Ill.	4	"	"	"	8.00
E. L. Blood.....	Keene, N. H.	8	"	"	"	16.00
K. C. Bloomfield.....	San Francisco, Cal.	10	"	"	"	20.00
Bolon Bros.....	Hobart, Okla.	8	"	"	"	16.00
E. N. Boettger.....	Okanagon Center, B. C.	20	"	"	"	40.00
Miss Louise Bohl.....	Put-in-Bay Island, Ohio....	10	"	"	"	20.00
M. J. Boomgarn.....	Humboldt, Nebr.	5	"	"	"	10.00
John P. Bonnesen.....	Chicago, Ill.	5	"	"	"	10.00
Alpha M. Bond.....	Unionville, Vt.	8	"	"	"	16.00
R. H. Bowles.....	Columbia, S. C.	8	"	"	"	16.00
Oscar Brehmer.....	Arbor Vitae, Wis.	10	"	"	"	20.00
C. L. Briggs.....	Weatherford, Okla.	8	"	"	"	16.00
E. B. Brooks.....	Battle Creek, Mich.	20	"	"	"	40.00
J. T. Brown.....	New Orleans, La.	8	"	"	"	16.00
H. F. Burghardt.....	Jamestown, N. Y.	5	"	"	"	10.00
John Burnside.....	Niles, Ohio	14	"	"	"	28.00
Lee Burt.....	Detroit, Mich.	14	"	"	"	28.00
H. G. Burtner.....	Pittsburg, Pa.	12	"	"	"	24.00
W. A. Campbell.....	Wingham, Ont.	5	"	"	"	10.00
W. P. Campbell.....	Sonora, Cal.	10	"	"	"	20.00
J. A. Carl.....	Pittsburg, Kan.	8	"	"	"	16.00
Mrs. John W. Carpenter.....	Starkville, Miss.	5	"	"	"	10.00
John Carr.....	Dayton, Wash.	15	"	"	"	30.00
Livy Chamberlain.....	Elkhart, Ind.	6	"	"	"	12.00
E. M. Chase.....	Bothell, Wash.	25	"	"	"	50.00
Jas. D. Cheeseman.....	Andover, N. Y.	10	"	"	"	20.00
W. T. Clark.....	Veedersburg, Ind.	10	"	"	"	20.00
Geo. W. Clinton.....	North Platte, Nebr.	8	"	"	"	16.00
Dr. John Common.....	Andover, N. Y.	8	"	"	"	16.00
Tim Connor.....	Sayre, Okla.	8	"	"	"	16.00
J. N. Corder.....	New Westminster, B. C.	5	"	"	"	10.00
Willis J. Cornwell.....	Cadillac, Mich.	7	"	"	"	14.00
Mrs. Sadie M. Crawford.....	Franklin, Nebr.	3	"	"	"	6.00
H. J. Crockett.....	Everett, Wash.	6	"	"	"	12.00
J. Raymond Crowder.....	Blackstone, Va.	6	"	"	"	12.00
C. A. Cunningham.....	Kalispell, Mont.	11	"	"	"	22.00
John J. Cunningham.....	Jersey City, N. J.	8	"	"	"	16.00
Mrs. Anna F. Davidson.....	Saratoga, N. Y.	10	"	"	"	20.00
E. E. Davis.....	Salisbury, N. C.	10	"	"	"	20.00
Mrs. E. M. Deal.....	Cedar Falls, Iowa	8	"	"	"	16.00
John A. Detrick.....	Bradford, Ohio	18	"	"	"	36.00
Mrs. Edith J. Devore.....	Maratho, Fla.	10	"	"	"	20.00
Lawrence Donnelly.....	Baltimore, Md.	8	"	"	"	16.00
H. Drummond.....	Unionville, Mo.	8	"	"	"	16.00
J. T. Duke.....	Ashland City, Tenn.	10	"	"	"	20.00
John J. Dunlap, Jr.....	Eutwa, Ala.	5	"	"	"	10.00
Mrs. W. C. Dyer.....	Stanton, Ala.	5	"	"	"	10.00
John Eadie.....	San Francisco, Cal.	8	"	"	"	16.00
Mrs. R. A. Earman.....	Syracuse, Nebr.	8	"	"	"	16.00
W. G. Edwards.....	Oberlin, Ohio	10	"	"	"	20.00
Oda K. Eichelberger.....	San Antonio, Tex.	8	"	"	"	16.00
Ellet, Chilton.....	Norma, Tenn.	2	"	"	"	4.00
P. Edw. Engel.....	Ghent, N. Y.	5	"	"	"	10.00
Geo. J. Eoff.....	Central City, Nebr.	8	"	"	"	16.00
E. W. Ety.....	St. Louis, Mo.	16	"	"	"	32.00
Mrs. J. Farrell.....	Wausau, Wis.	6	"	"	"	12.00
M. Feldman.....	Portland, Ore.	5	"	"	"	10.00
C. H. Ferran.....	DeLand, Fla.	8	"	"	"	16.00
Mrs. I. A. Flint.....	North Reading, Mass.	8	"	"	"	16.00
Loren Floyd.....	Golconda, Ill.	8	"	"	"	16.00
A. D. Ford.....	Lancaster, Ky.	8	"	"	"	16.00
Miss Susie Fowler.....	Slater, Mo.	8	"	"	"	16.00
Ralph C. Fox.....	Mainesburg, Pa.	5	"	"	"	10.00
W. R. Fretz.....	Arkansas City, Kan.	8	"	"	"	16.00
F. A. Gageby.....	Linton, Ind.	12	"	"	"	24.00
Allan Galbraith.....	Friendship, Wis.	5	"	"	"	10.00

J. A. Gale.....	Freeport, Ill.	8	"	"	"	16.00
Mrs. Eliza J. George.....	Canton, Ohio	8	"	"	"	16.00
C. H. Griffin.....	Walton, Kan.	5	"	"	"	10.00
Edward Gilbert.....	Troy, N. Y.	25	"	"	"	50.00
P. J. Goodrich.....	Troy, Ohio	8	"	"	"	16.00
Wm. J. Gregson.....	Manitoba, Can.	8	"	"	"	16.00
H. M. Griggs.....	Mansfield, Pa.,	5	"	"	"	10.00
Thos. A. Grogan.....	Acworth, Ga.	8	"	"	"	16.00
A. V. Guiss.....	Nappanee, Ind.	16	"	"	"	32.00
W. B. Gwyn.....	Rotan, Tex.	8	"	"	"	16.00
Samuel Haigh.....	Royal Oak, B. C.	8	"	"	"	16.00
S. W. Harrison.....	Patton, Cal.	6	"	"	"	12.00
J. Ray Hartley.....	Meysersdale, Pa.	7	"	"	"	14.00
Mrs. Lillian Hastings.....	Alpena, Mich.	5	"	"	"	10.00
G. R. Henning.....	Limona, Fla.	8	"	"	"	16.00
R. L. Henry.....	Germantown, Ohio	5	"	"	"	10.00
Carl J. Herms.....	Portsmouth, Ohio	8	"	"	"	16.00
Wm. A. Hetrick.....	Walhalla, S. C.	8	"	"	"	16.00
Frank G. Hobart.....	Denison, Tex.	5	"	"	"	10.00
Geo. Hogue.....	Peru, Ind.	8	"	"	"	16.00
A. P. Holt.....	New Bloomfield, Mo.	4	"	"	"	8.00
Hoosier Py. Yards.....	Shelbyville, Ind.	5	"	"	"	10.00
Orlando Horlamus.....	West Baden, Ind.	9	"	"	"	18.00
Dr. A. B. Hopper.....	Fairfield, Nebr.	8	"	"	"	16.00
J. J. Huggins.....	Como, Miss.	5	"	"	"	10.00
Wm. Hunter.....	San Fernando, Cal.	9	"	"	"	18.00
Mrs. E. F. Jensen.....	Valley City, N. D.	6	"	"	"	12.00
Geo. Jensen.....	Rockford, Ill.	8	"	"	"	16.00
Burnett Jones.....	Fulton, Ky.	5	"	"	"	10.00
H. F. Kendall.....	Virginia, Minn.	11	"	"	"	22.00
P. H. Kennamer.....	Columbus City, Ala.	9	"	"	"	18.00
N. E. King.....	Ravenna, Ohio	6	"	"	"	12.00
Chas. Kingery.....	Carrollton, Ohio	8	"	"	"	16.00
C. P. Kinsler.....	Hudson, South Dakota	2	"	"	"	4.00
M. Klar.....	Marquette, Mich.	5	"	"	"	10.00
Harry Klein.....	Crawfordsville, Ind.	12	"	"	"	24.00
P. O. Knutson.....	Thor, Iowa	8	"	"	"	16.00
Geo. Krentel, Jr.....	East Lansing, Mich.	8	"	"	"	16.00
H. S. Krieger.....	St. Paul, Minn.	8	"	"	"	16.00
Albert C. Krug.....	Washington, Mo.	8	"	"	"	16.00
Bernard Kristen.....	Mairirville, Que.	3	"	"	"	6.00
David F. Krumm.....	Secane, Pa.	22	"	"	"	44.00
Frank P. Larmon.....	Cambridge, N. Y.	5	"	"	"	10.00
J. F. Latimer.....	Abingdon, Ill.	11	"	"	"	22.00
F. R. Lawrence.....	Arlington, Iowa	4	"	"	"	8.00
J. C. Lewis.....	Milford, N. H.	8	"	"	"	16.00
Floyd Mabry.....	Gulfport, Miss.	6	"	"	"	12.00
J. W. McDonald.....	Rockville, Conn.	10	"	"	"	110.00
Mrs. M. E. Marsh.....	Berea, Ky.	6	"	"	"	12.00
A. E. McCay.....	Vicksburg, Miss.	8	"	"	"	16.00
M. D. McCoy.....	Volgay, W. Va.	10	"	"	"	20.00
Rick McFall.....	Phoenix, Ariz.	8	"	"	"	16.00
Roland McKean.....	Mulberry Grove, Ill.	8	"	"	"	16.00
Garvey McGee.....	Brush Creek, Fenn.	5	"	"	"	10.00
J. P. McMillen.....	Canon City, Colo.	10	"	"	"	20.00
Chester R. McWilliams.....	Downing, Mo.	8	"	"	"	16.00
O. F. Merrill.....	Parma, Idaho	20	"	"	"	40.00
F. C. A. Meyer.....	Fairmont, Minn.	10	"	"	"	20.00
Thos W. Miller.....	Oswego, Kan.	8	"	"	"	16.00
Mrs. T. J. Mott.....	Helena, Ark.	10	"	"	"	20.00
S. H. Mumford.....	St. Thomas, Pa.	8	"	"	"	16.00
Grace Northon.....	Fruitvale, Cal.	12	"	"	"	24.00
Wm. Otto.....	Brookville, Ind.	7	"	"	"	14.00
C. L. Parkhurst.....	Mansfield, Pa.	10	"	"	"	20.00
N. A. Patillo.....	Lynchburg, Va.	16	"	"	"	32.00
Mrs. D. B. Patton.....	Harrisville, W. Va.	8	"	"	"	16.00
R. H. Paxson.....	Central Point, Ore.	13	"	"	"	26.00
Mrs. Oliver Payne.....	Crossville, Tenn.	10	"	"	"	20.00
P. E. Payne.....	Stephensville, Tex.	7	"	"	"	14.00
B. V. Peate.....	Vancouver, B. C.	9	"	"	"	18.00
Mrs. Jane Peterson.....	Franklin, Minn.	8	"	"	"	16.00

John Phar	Mt. Carmel, Ill.	6	"	"	"	12.00
Geo. T. Philbrook	Chillicothe, Ill.	8	"	"	"	16.00
Mrs. E. F. Phillips	Denham Springs, La.	2	"	"	"	4.00
Piedmont Py. Farm	Martinsvale, Va.	10	"	"	"	110.00
H. R. Porter	Suffern, N. Y.	8	"	"	"	16.00
C. B. Powell	Agricultural College, Miss.	15	"	"	(3 lots)	30.00
Dr. P. C. Ramsey	Alliance, Ohio	10	"	"	"	20.00
Mrs. G. W. Randlett	Agricultural College, N. D.	6	"	"	"	12.00
Mrs. Winnie Raymond	Allenton, Mich.	2	"	"	"	4.00
Frank E. Redding, Jr.	New Eagle, Pa.	18	"	"	"	36.00
Geo. C. Rheinfrank	Mt. Vernon, Iowa	10	"	"	"	20.00
Ben Rice	Douglas, Ariz.	8	"	"	"	16.00
Mrs. Allen Robinson	Booneville, Miss.	8	"	"	"	16.00
C. M. Robinson	Mansfield, Pa.	10	"	"	"	20.00
E. B. Rogers	Cincinnati, Ohio	75	"	"	"	150.00
Mrs. Benj. Russell	Alexander City, Ala.	10	"	"	"	20.00
J. L. Salladay	Arvada, Colo.	6	"	"	"	12.00
J. B. Salyer	Connersville, Ind.	8	"	"	"	16.00
Mrs. W. B. Sanderson	Redlands, Cal.	12	"	"	"	24.00
G. P. Savage	Jackson, Ala.	6	"	"	"	12.00
Fred Schmidt	Wellsville, Mo.	8	"	"	"	16.00
H. C. Schmidt	San Diego, Cal.	8	"	"	"	16.00
Mrs. H. K. Zimmerman	Hartford, Conn.	20	"	"	"	40.00
Pedro Yrigoyen	Michoacan, Mexico	5	"	"	"	10.00
J. J. Young	Ware Shoals, S. C.	8	"	"	"	16.00
Mrs. N. J. Schuster	Cherokee, Iowa	5	"	"	"	10.00
Mrs. F. B. Sears	Spokane, Wash.	10	"	"	"	20.00
S. D. Senseney	Union Bridge, Md.	8	"	"	"	16.00
Robert F. Shay	Holcomb, N. Y.	12	"	"	"	24.00
J. W. Simpkins	Jackson, Ga.	8	"	"	"	16.00
Herbet L. Simpson	Wheeling, Mo.	2	"	"	"	4.00
F. L. Smiley	Clarksville, Iowa	6	"	"	"	12.00
Colfax Smith	St. Louis, Mo.	5	"	"	"	10.00
H. M. Snively	Hamilton, Can.	8	"	"	"	16.00
Jno. Somerville	Speed, N. C.	5	"	"	"	10.00
Miss Lucy C. Staton	Held, Ore.	8	"	"	"	16.00
C. A. Stevenson	LaMoille, Ill.	8	"	"	"	16.00
H. S. Stone	Richfield, Kan.	3	"	"	"	6.00
Fred Stoner	Medfield, Mass.	10	"	"	"	20.00
Miss S. B. Swanton	Hudson, Mich.	4	"	"	"	8.00
Mrs. M. J. Sweet	Eatonton, Ga.	5	"	"	"	10.00
Mrs. V. H. Taliaferro	Nassawodox, Va.	5	"	"	"	10.00
E. T. Tankard	Anderson, Ind.	3	"	"	"	6.00
Mrs. D. C. Teasley	Danville, Ill.	5	"	"	"	10.00
Mrs. Wm. Tesch	Amboy, Ind.	4	"	"	"	8.00
Mrs. A. S. Thomas	Brinkhaven, Ohio	8	"	"	"	16.00
Thompson Bros.	Boulder, Colo.	8	"	"	"	16.00
Mrs. Celia Titus	Kilbourne, La.	5	"	"	"	10.00
Mrs. W. H. Taylor	Fulton, Mo.	8	"	"	"	16.00
Harry Tripp	Carnegie, Pa.	8	"	"	"	16.00
R. M. VanBolen	Clarinda, Iowa	12	"	"	"	24.00
Etta S. Van Sandt	St. Petersburg, Pa.	50	"	"	"	100.00
Edgar B. Vensel	Austin, Tex.	10	"	"	"	20.00
Dennis R. Walsh	Fair Oaks, Cal.	10	"	"	"	20.00
A. G. Walters	Los Angeles, Cal.	8	"	"	"	16.00
D. A. Warren	Eureka, Kan.	10	"	"	"	20.00
O. S. Warrick	Seattle, Wash.	10	"	"	"	20.00
Geo. W. Wells	Kansas City, Mo.	5	"	"	"	10.00
Mrs. A. N. Wetherill	Townsend, Mont.	8	"	"	"	16.00
Leslie Gates Wilcox	Monticello, Ill.	8	"	"	"	16.00
A. H. Wildman	Leesburg, Ala.	5	"	"	"	10.00
Miss Bessie Williamson	Centralia, Kan.	9	"	"	"	18.00
Mrs. Irene Williams	Des Moines, Iowa	8	"	"	"	16.00
Mrs. R. E. Willoughby	Parnassus, Pa.	12	"	"	"	24.00
Chas. T. Wills	Wellsville, Mo.	11	"	"	"	22.00
C. H. Wittenburg	Buffalo, N. Y.	18	"	"	"	36.00
Rev. O. E. Wittlinger	Como, Tenn.	8	"	"	"	16.00
T. P. Wood	Bloomington, Ind.	7	"	"	"	14.00
Ralph Woolery	Herscher, Ill.	5	"	"	"	10.00
Jos. E. Wright	Sabinal, Tex.	10	"	"	"	20.00
Wyatt & Collison	Wilton, N. H.	12	"	"	"	24.00
M. H. York	Bremen, Ohio	6	"	"	"	12.00
H. E. Young						
Total						\$11,888.00

Statement of Fiscal Year Poultry Business at Kellerstrass Poultry Farm
July 1, 1910, to July 1, 1911.

L. F.	NAME OF ACCOUNT	DR.	CR.	Loss	Gain	Resources	Liabilit's
3	Ernest Kellerstrass, Bank.	\$53,876.88	\$31,814.88			\$22,062.22	C. L.
14	Customers' List.....	1,200.00				1,200.00	Inventory
15	Bird Account.....	10,303.50	30,640.50		22,642.00	2,305.00	Bird Inventory
20	Kellerstrass Poultry Farm Capital Stock.....		3,935.00				
24	Salary Account.....	5,682.33		5,682.33			
30	Egg Account.....		21,507.56		21,507.56		
35	Feed Account.....	1,109.28		1,109.28			
40	Shipping Packages.....	974.73		763.87		210.86	Ship. Pkg. Inventory.
45	Advertising.....	5,570.18		5,570.18			
50	Stationery and Printing.....	2,742.75		2,249.19		493.56	Staty. & Ptg. Inventory.
60	General Expense.....	4,807.91		4,774.16		33.75	Expense Inventory.
65	Loss and Gain.....	2,828.21	1,473.03	1,355.18			
70	Ernest Kellerstrass, Pub- lisher.	275.00				275.00	
		\$89,370.75	\$39,370.75	\$21,504.17	\$44,149.56	\$26,580.39	
	Net gain..			\$22,645.39			
				\$44,149.56	\$44,149.56		
							\$26,580.39
				Present worth		\$26,580.39	\$26,580.39
	Kellerstrass Poultry Net gain..			Farm Capital Stock			\$ 3,935.00
							22,645.39

Kellerstrass Farm, Kansas City, Mo., July 1, 1911.

MR. E. KELLERSTRASS:—

Dividing the total receipts for birds ordered, we find that each bird sold averaged us the tidy sum of \$21.46 each:

1403) \$30,118.50 (21.46+
 28 06

 2 058
 1 403

 655 5
 561 2

 94 30
 84 18

 10 12

This covers the birds sold during the fiscal year closing June 30, 1911.

MR. KELLERSTRASS:—

This little statement shows what each egg brought on an average:

21078) \$22,285.35 (1.05+
 21 078

 1 207 35
 1 053 90

 153 45

Or \$1.05 each.

THE KELLERSTRASS WAY

MONEY RETURNED FOR STOCK ORDERS UNABLE TO FILL

From July 1, 1910 to July 1, 1911.

July	7/10	Geo. E. Hennig.....	Linona, Fla.	Pen.	\$35.00 check
	25/10	Mrs. A. Fedrig.....	Darlington, Wis.	Pen.	35.00 draft
		Gid Rowden.....	Pecos, Tex.	Pen.	35.00 draft
Aug.	1/10	Mrs. Henry Hallauer.....	Seymour, Mo.	Pen.	35.00 check
	3/10	E. A. Austin.....	Oklahoma City, Okla....	Pen.	26.00 draft
	5/10	A. J. VanCleft.....	Seattle, Wash.	Pen.	35.00 P.O.M.O.
	9/10	T. W. Weeks.....	Cornwall-on-Hudson, N. Y.	Pen.	20.00 check
		A. F. Martine.....	Mexico City, Mex.	Pen.	29.00 P.O.M.O.
	10/10	John A. Nelson.....	Princeton, Ill.	Pen.	50.00 check
		C. E. Puntermey.....	Pueblo, Colo.	Pen.	50.00 draft
	27/10	H. P. Johnson.....	Oakland, Cal.	Pen.	25.00 check
		Mrs. T. R. Atkinson.....	Glendora, Miss.	Pen.	20.00 check
	29/10	Miss E. E. Rosencaus.....	South Bend, Ind.	Pen.	50.00 draft
Sept.	8/10	Eckert Bartner.....	Glen Rock, Pa.	Pen.	15.00 check
	9/10	F. Wysocki.....	Radon, Ill.	Pen.	50.00 check
	14/10	Mrs. C. A. Swift.....	Bon Sacour, Ala.	Pen.	7.50 check
	19/10	Cooper Weeks.....	Hopkinsville, Ky.	Pen.	35.00 check
	20/10	H. Z. Shriver.....	Richmond, Va.	Ckls.	40.00 draft
	22/10	Earl Kuhn.....	Aleppo, Pa.	Pen.	22.50 check
		Carl Oberlin.....	Mansfield, Ohio.	Trio.	25.00 check
	23/10	S. Gasgoigne.....	Pasadena, Cal.	Pen.	15.00 P.O.M.O.
	27/10	Frank Aber.....	Jacksonville, Tex.	Pen.	35.00
	29/10	Mrs. Franklin Bache.....	Fort Smith, Ark.	Pen.	15.00 check
		Chas. S. King.....	East Palestine, Ohio....	Pen.	35.00 check
Oct.	3/10	Mrs. T. C. Stocker.....	Malden, Mo.	Hens.	10.00
		A. C. Mangold.....	Anna, Ill.	Pen.	5.00 check
	4/10	E. W. Shull.....	New Brooklyn, S. C.	Trio.	20.00
	10/10	G. Groff.....	Joplin, Mo.	Pullet.	7.50
		C. L. Powers.....	Mobile, Ala.	Pullets.	15.00
	11/10	H. A. Hitchcock.....	Florence, Colo.	Pen.	35.00
		Chas. Greer.....	Utica, N. Y.	Pen.	20.00
	12/10	Rev. T. Schvankovsky.....	Florida, Ohio.	Pen.	35.00
		H. O. Wooten.....	Abilene, Tex.	Pen.	50.00 check
		H. W. Coleman.....	Dodge City, Fla.	Pen.	25.00
	14/10	Mrs. S. B. Reich.....	Mattoon, Ill.	Pen.	35.00
	15/10	John Odette.....	Kankakee, Ill.	Ckl.	15.00
		R. C. Wagner.....	Shelburne, Ind.	Pen.	50.00
	18/10	Miss Etta Hunt.....	West Terre Haute, Ind.	Pen.	50.00 draft
		Mrs. S. L. Marratty.....	Roswell, N. M.	Pen.	50.00 draft
		Jas. H. Fisher.....	Milwaukee, Wis.	Pen.	112.50 check
	19/10	Gov. G. A. Diltman.....	Appleton, Wis.	Pullet	10.00 U.S.M.O.
	21/10	S. T. Hauser, Jr.....	Helena, Mont.	Pen.	80.00 draft
		W. H. Carter.....	Philippi, W. Va.	Trio.	25.00 draft
		Will C. Hill.....	Perkins, Okla.	Trio.	26.00 check
		C. W. Weeks.....	Greenville, Mich.	Trio.	10.00 P.O.M.O.
		Geo. Luhrén.....	Sadorus, Ill.	Ckl.	20.00 draft
		Rev. Schwarkoosky.....	Florida, Ohio.	Pr.	25.00 P.O.M.O.
		H. M. Roewe.....	Parkersburg, Ill.	Pen.	35.00 draft
		Mrs. D. T. Richards.....	South Ironton, O.	Pen.	50.00 P.O.M.O.
		D. D. Shane.....	Grand Ledge, Mich.	Pen.	50.00 draft
		Dr. J. R. J. Green.....	Pasagould, Ark.	Trio.	25.00 draft
		H. R. Phillips.....	East Chicago, Ind.	Trio.	25.00 draft
		G. W. Ware.....	McAlester, Okla.	Pen.	35.00 draft
Oct.	22/10	Mrs. Bessie Dale.....	Barlow, Ky.	Ckl.	10.00 check
		M. G. Snyder.....	Champagne, Ill.	Pen.	50.00 draft
		John R. Hogg.....	Drayton, N. D.	2 Hens.	20.00 check
	25/10	N. J. Quatman.....	Dayton, Ohio.	Pen.	50.00 check
		Miss F. E. Thomson.....	Medina, Ohio.	Pen.	50.00 check
		E. W. Crittendon.....	Port Huron, Mich.	Pen.	50.00 check
	26/10	M. L. Murdock.....	Wulburton, Okla.	Pen.	35.00 check
	28/10	James Brizzolara.....	Fort Smith, Ark.	Pullet.	10.00 draft
		W. E. Giles.....	Bellevue, Ohio.	2 Hens.	15.00 P.O.M.O.
		Mrs. Willis Hough.....	Royal Oak, Mich.	Pen.	50.00 check
	29/10	Miss Maude Bruett.....	Farmington, Mo.	Pen.	50.00 check
	31/10	Miss Helen Hoffer.....	Philadelphia, Pa.	Trio.	25.00 check
		John D. Gold.....	Wilson, N. C.	Pen.	25.00 check
Nov.	1/10	Miss Lida E. Austin.....	Medford, Ore.	Pen.	50.00 P.O.M.O.
	2/10	A. O. Amidon.....	Keene, N. H.	Pen.	50.00 draft

		E. C. Abrahams.....	Santa Cruz, Cal.....	Pen. . . .	35.00 check
	3/10	Victor Nettles.	Palmetto, Fla.	Pen. . . .	40.00 check
	5/10	H. E. Martin.....	Hamilton, N. D.....	Trio. . . .	25.00 draft
		E. S. Tibodo.....	Bay City, Mich.....	Ckl. . . .	16.00 P.O.M.O.
	9/10	D. T. Brennan.....	Council Bluffs, Iowa.....	Ckl. . . .	15.00 draft
		Joe Japson.	Clifton, Ariz.	Pen. . . .	25.00 P.O.M.O.
		J. A. Baugh.....	.....	Trio. . . .	25.00 check
	11/10	M. A. Pickels.....	Lomak, Ill.	Trio. . . .	25.00 Am. M.O.
		H. B. Humble.....	Sawyer, Kan.	Pen. . . .	35.00 P.O.M.O.
	12/10	C. E. Brosi.....	Quincy, Ill.	Pen. . . .	150.00 check
		Miss Freda Cobb.....	Newbern, Tenn.	4 Pul. . . .	30.00 P.O.M.O.
		Rosetta Schwerer.	Blandinsville, Ill.	Pen. . . .	35.00 check
	15/10	C. A. Moxley.....	Taylorville, Ill.	2 Pul. . . .	28.00 draft
		Mrs. A. E. Sutton.....	LeRoy, Iowa.	Pen. . . .	50.00 draft
		W. D. Benner.....	Columbus, Ohio.	Pen. . . .	10.00 check
	16/10	Rich H. Farnell.....	Somerset, Cal.	Pen. . . .	35.00 P.O.M.O.
	18/10	Louis H. Schwarze.....	St. Louis, Mo.	Pen. . . .	50.00 check
	19/10	Rev. W. A. Robinson.....	Halfway, Ore.	Trio. . . .	25.00 P.O.M.O.
		T. P. Elliott.....	Chickasha, Okla.	Pen. . . .	35.00 check
		A. T. Stansberry.....	Parkersburg, W. Va.	Trio. . . .	15.00 draft
		J. A. Mutter.....	West Allis, Wis.	Pen. . . .	36.00 P.O.M.O.
		B. H. Warren.....	Jackson, Ala.	Pen. . . .	50.00 draft
		M. C. McCoy.....	Partridge, Kan.	Pen. . . .	50.00 check
	22/10	Robert L. Ray.....	Rocky Mount, N. C.	Pen. . . .	50.00 draft
	25/10	A. D. Freese.....	Mohawk Village, Ohio.....	Pen. . . .	35.00 check
		W. Phillips.	DeSoto, Kan.	Trio. . . .	25.00 draft
	29/10	B. A. Johnson.....	Allegheny, Pa. . . . .	.....	25.00 check
	30/-0	Mrs. T. MacClymont.....	North Evans, N. Y.....	Pen. . . .	50.00
		J. H. Cox.....	Davenport, Iowa.	Pen. . . .	50.00
Dec.	3/10	I. A. Ward.....	Lakeside, Cal.	Pen. . . .	50.00
	5/10	Thompson, H. P.....	Eugene, Ore.	Pen. . . .	35.00
	10/10	Leroy O. Mills.....	Peoria, Ill.	Pen. . . .	25.00 check
		E. Lewis.	Pickens, S. C.	Pen. . . .	35.00 check
	8/10	Julius Norton.	Fort Worth, Tex.....	Pen. . . .	100.00 check
	12/10	Arthur Foster.....	Silver City, N. M.	Pen. . . .	50.00 check
		N. C. Mangold.....	Anna, Ill. . . . .	.....	40.00 check
		H. C. Frazer.....	Alexandria, Ind. . . . .	.....	35.00 Am.M.O.
	13/10	F. B. McAlester.....	Nay, Miss.	2 Pul. . . .	20.00 P.O.M.O.
		C. D. Ashmore.....	Gumloy, Ark.	Pen. . . .	50.00 check
	16/10	E. E. Dean.....	So. San Francisco, Cal.....	Trio. . . .	45.00 draft
	17/10	E. E. Badgely.....	Sonora, Cal.	Pen. . . .	35.00 check
		A. H. Gardner.....	Tombstone, Ariz.	Ckl. . . .	15.00 P.O.M.O.
		Wm. Wehmiller.....	Clarinda, Iowa. . . . .	.....	20.00 check
		Frank Kellerman.	Logan, Va.	Trio. . . .	25.00 P.O.M.O.
		E. Langhorn.	St. Paul, Minn.....	Trio. . . .	25.00 P.O.M.O.
		Theo. R. Jordan.....	New Hartford, N. Y.....	3 Pul. . . .	25.00 check
		Hattie E. Benson.....	Concordia, Kan.	Trio. . . .	35.00 draft
	20/10	Elmer W. Morton.....	Mt. Ranier, Md.....	.....	25.00 check
		D. T. Haden.....	Quanah, Tex.	Trio. . . .	35.00 check
		Earl A. Hamilton.....	West Lebanon, Ind.....	Pair. . . .	25.00 draft
Dec.	23/10	Walter B. DeVoe.....	Boylston Center, Miss.....	Ckl. . . .	15.00 P.O.M.O.
		Allen Phillips.....	Beaver Dam, Ohio.....	Ckl. . . .	5.00 draft
		C. M. Williams.....	Chattanooga, Tenn.	Pen. . . .	50.00 So.E.M.O.
		Wm. Harris.	Denver, Colo.	9 Birds. . . .	77.00 check
		Carl Senn.	Alameda, Cal.	Pen. . . .	50.00 P.O.M.O.
	30/10	A. E. Moon.....	Jeffersonville, Ohio.	Pen. . . .	35.00 draft
Jan.	3/11	Lewis H. Nelson.....	Cincinnati, Ohio.	Pen. . . .	50.00 P.O.M.O.
	4/11	Mary A. Towne.....	Omaha, Neb.	Trio. . . .	25.00 check
	6/11	C. L. Grant.....	Merchantville, N. Y.....	.....	25.00 check
		H. H. Felder.....	Quitman, Ga. . . . .	.....	75.00 check
		Stephen A. Northup.....	Kansas City, Kan.....	Cockl. . . .	10.00 check
	10/11	K. F. McNeill.....	Santa Monica, Cal.....	Pen. . . .	50.00 draft
	11/11	W. D. Hamilton.....	Douglas, Mich.	Pen. . . .	50.00 check
		C. C. Colter.....	Patton, Cal.	Pen. . . .	50.00 W.F.Ex.O.
		Mrs. J. H. Bruce.....	Gooding, Idaho.	Pen. . . .	50.00 draft
		P. H. Anderson.....	Lindsborg, Kan. . . . .	.....	10.00 P.O.M.O.
		J. N. Beard.....	Aurora, Neb.	Cock. . . .	25.00 P.O.M.O.
		Miss Eupha Hardin.....	Noble, Okla.	Pen. . . .	36.00 P.O.M.O.
	13/11	Mrs. J. L. Hammett.....	Huntsville, Mo.	4 Pul. . . .	40.00 draft

14/11	E. L. Carrington	Northport, L. I., N. Y.	Cock	15.00	check
	C. C. Berryman	Arkadelphia, Ark.	Pen.	50.00	check
	J. O. Braley	Douglas, Ariz.	Pen.	50.00	P.O.M.O.
16/11	F. F. Seeburger	Cle Elm, Wash.	Pen.	75.00	draft
	F. W. Partridge	Saratoga Springs, N. Y.	Pen.	50.00	check
	Mrs. M. Shoemaker	Eltopia, Wash.		10.00	draft
17/11	F. J. Williams	Mason Town, Pa.	Cockl.	10.00	check
	Miss E. Tuckle	Spokane, Wash.	Pen.	35.00	P.O.M.O.
	Mrs. E. Clossie	Ringoos, N. J.	Pen.	50.00	check
	H. P. Langworthy	Tulsa, Okla.	Trio.	25.00	draft
	T. A. Richardson	Sabattus, Me.	Cockl.	10.00	Am.Ex.M.O.
19/11	E. C. Keegan	Chandler, Okla.	Cockl.	10.00	draft
20/11	C. B. Hollahan	Oklahoma City, Okla.	Pen.	50.00	P.O.M.O.
	Mrs. Wm. Tierman	Joy, Ill.	Pen.	55.00	draft
	F. A. Montgomery	McCool, Neb.	2 Hens.	15.00	draft
21/11	R. M. Blackwell	Shady, Ga.	Pen.	35.00	P.O.M.O.
23/11	Mrs. Maude Wells	LaCrosse, Kan.	Pen.	50.00	check
25) 11	M. F. Pelphrey	San Bernardino, Cal.	Pen.	50.00	check
	C. A. Nickerson	Knoxville, Ten.	Pen.	50.00	draft
	Robert E. Collins	Kirkwood, Mo.	Pen.	50.00	check
26/11	S. W. Wells	Carbondale, Ill.	2 Hens.	20.00	P.O.M.O.
	A. N. Richards	Oklahoma City, Okla.	Pen.	50.00	draft
	John P. Bonnesen	Chicago, Ill.	Trio.	25.00	P.O.M.O.
	L. J. Cordonnier	Beaver Crest, Ill.	Pen.	50.00	draft
	Louis F. Wagner	Sidney, Ohio.	Trio.	25.00	P.O.M.O.
	Harry Milford	Piper City, Ill.	Pen.	36.00	check
24/11	Bramer Bros.	Ironton, Ohio.		10.00	check
	Geo. J. Gueno	Houma, La.	Pen.	50.00	check
27/11	I. M. Holsapple	Janesville, Wis.	Pen.	100.00	check
28/11	C. H. Erford	West Fairview, Pa.	Pen.	35.00	check
	C. W. Ross	Pittsburg, Pa.	4 Hens.	30.00	draft
	Geo. R. Hennig	Limona, Fla.	Pen.	35.00	check
	Mrs. W. M. Nevins	Athens, Pa.	Trio.	25.00	check
30/11	Milton S. Feder	Sanger, Cal.	Cock.	15.00	W.F.M.O.
	Stubbs & Keupler	Oaklyn, N. J.	Cockl.	25.00	P.O.M.O.
	J. C. Slusher	Danville, Ill.	3 Hens.	60.00	check
	B. L. Lawrence	Portales, N. M.	Pen.	35.00	draft
Feb. 1/11	Alex. Hanson	Sioux City, Iowa		10.00	check
	W. D. Eadins	Jonesboro, Ark.	Pen.	35.00	check
	W. L. Clark	Lamar, Colo.	Pen.	35.00	draft
	A. Howard	Cookeville, Tenn.	2 Pul.	10.00	P.O.M.O.
3/11	Leo B. Weber	Fond du Las, Wis.	Pen.	35.00	draft
	Wm. W. Pancoast	Eaton, Ind.	Cockl.	15.00	P.O.M.O.
	J. E. Hudson	Eldorado, Ark.	Pen.	50.00	check
	Mrs. E. Miller	Boonesville, Tex.	Pen.	50.00	draft
	Walter Thomsen	Radcliffe, Va.	Pen.	50.00	P.O.M.O.
4/11	Daugerfield Godfrey	Nelson, B. C., Canada	Pen.	35.00	P.O.M.O.
	Mrs. H. F. Haynes	Shoup, Idaho.	Pair.	25.00	check
	Mrs. Leslie Hanshaw	Shelby, Neb.	Pen.	50.00	P.O.M.O.
6/11	W. Cronk	Eldorado, Kan.	Cock.	15.00	draft
	W. S. Glenn	Ellisville, Miss.	Pen.	51.00	draft
	Miss D. Leonard	Centralia, Ill.	Pen.	35.00	P.O.M.O.
7/11	A. D. Brigner	Oxford, Neb.	Pen.	25.00	Ad.Ex.O.
10/11	A. V. Geiss	Napanee, Ind.	Pen.	37.00	draft
	E. J. Yenson	Polson, Mont.	Pen.	35.00	check
11/11	L. E. Wood	South Sharon, Pa.	Pair.	17.50	P.O.M.O.
	A. H. Condron	West Milton, Ohio	Pen.	50.00	check
	John S. Bookwalter	Newcastle, Pa.	Pul.	10.00	Ex.M.O.
13/11	John W. Bale	Lafayette, Ga.	Pen.	50.00	check
14/11	Guy Parsons	Phoneton, Ohio.	Pen.	50.00	P.O.M.O.
	Garvey McKee	Brush Creek, Tenn.	Pen.	36.00	P.O.M.O.
	Mrs. Chas. H. Glenn	Willows, Cal.	Pen.	50.00	check
15/11	W. B. Gwyn	Rotan, Tex.	Pen.	35.00	P.O.M.O.
17/11	W. J. Armour	Allen, Neb.	Cockl.	10.00	draft
	Mrs. Ella Houston	Globe, Ariz.	Pen.	50.00	W.F.M.O.
	H. J. Simmons	Spencer, W. Va.	Pen.	50.00	check
	A. S. Bower	Tolona, Ill.	Pen.	35.00	draft
	E. P. Seeley	Watten, Ark.	Pen.	50.00	draft
18/11	M. W. Darby	Florence, Ala.	Pen.	10.00	draft

		Mrs. Lucy H. Crapo..	Lewiston, Idaho.	Pen.	50.00 draft
		Wm. Vaughanman.	Uniontown, Pa.	Pen.	50.00 Ad.Ex.O.
21/11		Leo J. Foret.	Lockport, La.	Pen.	50.00 P.O.M.O.
		Edgewood Py. Farm.	Lenoir, N. C.	Pen.	50.00 check
		Herbert W. Haves.	Jessup, Md.	Pen.	35.00 check
		Geo. S. Jennings.	Jennings, Fla.	2 Pul.	16.00 check
		M. D. Campbell.	Lewisburg, W. Va.	Trio.	25.00 P.O.M.O.
		Mrs. Mills Ballinger.	Galveston, Tex.	Trio.	25.00 P.O.M.O.
23/11		H. C. Ives.	New Milford, Conn.	Pen.	50.00 check
		Mrs. C. R. Silling.	Huntington, W. Va.	Pen.	51.00 draft
		James K. Kepley.	Beggs, Okla.	Pen.	53.00 draft
		H. Stoddard.	Danielsville, Pa.	Trio.	30.00 check
25/11		Wilbur H. Reel.	Penns Grove, N. Y.	Pen.	35.00 P.O.M.O.
		Mrs. J. N. Bird.	Branchville, S. C.	Pen.	50.00 P.O.M.O.
		Claude N. Griffith.	Crawfordsville, Ind.	Pen.	50.00 Am.Ex.O.
		F. W. Hahn.	Aiken, S. C.	Pen.	50.00 check
27/11		Percy DeGaston.			25.00 check
28/11		B. D. Faker.	Pierce, Tenn.	Pen.	35.00 Am.Ex.O.
		L. B. Carney.	Shreveport, La.	Pen.	35.00 Ex.M.O.
		Theo. Sjoquist.	Turlock, Cal.	Pen.	50.00 check
		Frank Sullivan.	Salem, Ohio.	Trio.	25.00 M. O.
		L. F. Euritt.	Decatur, Iowa.	Trio.	35.00 draft
Mar.	1/11	E. H. Benedett.	Carpenter, Wyo.	Pen.	51.00 check
	3/11	Ora Hatch.	Bloomington, Wis.	Trio.	26.00 check
		James Stewart.	St. Thomas, Can.	Hen.	10.00 P.O.M.O.
	4/11	S. W. Pollard.	Highmore, S. D.	Pen.	25.00 check
		C. A. Cunningham.	Kalispell, Mont.	Pen.	35.00 M. O.
		Mrs. W. J. Tiffany.	Aberdeen, S. D.	Pen.	50.00 M. O.
		J. W. Ealy.	Martinsville, Ind.	Pen.	50.00 draft
	6/11	N. B. Jones.	Moniton, N. B., Can.	Pen.	50.00 check
		A. E. Cossler.	Holsapple, Pa.	Pen.	50.00 draft
	7/11	Sam Feagins.	Ennis, Tex.	Pen.	35.00 check
		Martin Houser.	St. Paul, Minn.	Pen.	25.00 draft
		Peacock Py. Farm.	Cameron, Tex.	Trio.	30.00 W.F.M.O.
10/11		Roland McKean.	Mulberry Grove, Ill.	Pen.	35.00 check
		Capt. W. F. Glawson.	Vancouver, B. C.	Pen.	35.00 M. O.
		E. W. Hamilton.	Madison, Me.	Cockl.	15.00 check
		Bessie Williamson.	Leesburg, Ala.	Trio.	25.00 cash
		G. A. Gale.	Freeport, Ill.	Pen.	35.00 P.O.M.O.
		Ben Boyd.	Lawton, Okla.	Pen.	50.00 draft
14/11		Wm. A. Read.	New York City.	Pen.	50.00 check
		J. B. Long.	Lauderdale, Fla.	Trio.	25.00 Ex.M.O.
		E. L. Andrews.	Maryville, Mo.	Trio.	25.00 draft
16/11		Mrs. Martin Hansen.		Trio.	25.00 draft
		Chas. E. Caldwell.	Searcy, Ark.	Trio.	25.00 draft
		M. A. Neiswanger.	Topeka, Kan.	Trio.	25.00 draft
		W. J. Chalker.	Waters, Mich.	Cockl.	10.00 draft
		J. B. Warner.	Hope, N. D.	Trio.	25.00 P.O.M.O.
		W. W. Mason.	Grand Rapids, Mich.	Pen.	35.00 check
23/11		J. W. Nottingham.	Bayview, Va.		25.00 check
29/11		W. E. Pyle & Son.	Kimball, Neb.	Pen.	35.00 draft
31/11		H. G. Grelle.	New Orleans, La.	Pen.	35.00 P.O.M.O.
April	1/11	Fay P. Lewis.	Hudson, Mich.	Pen.	35.00 check
		Wallace Sherwood.	Indianapolis, Ind.	Pen.	35.00 check
		McVittie T. Walmer.	Toronto, Canada.	Pen.	35.00 P.O.M.O.
		S. B. Cox.	Texarkana, Tex.	Ckl.	10.00 draft
	4/11	Fred E. Steele.	Seal Harbor, Me.	Trio.	26.00 check
	6/11	Dr. O. T. Wright.	Kiefer, Okla.	Pen.	35.00 check
14/11		F. P. Breed.	Clinton, Mass.	Pen.	50.00 draft
		M. W. Wakeman.	Fort Dodge, Iowa.	Ckl.	10.00 P.O.M.O.
15/11		W. E. Marshall.	St. Louis, Mo.	Pen.	36.00 P.O.M.O.
		Amata Dunning.	Valley Ford, Wash.	Pen.	25.00 P.O.M.O.
		J. L. Gribble.	Louisville, Ky.	Pen.	52.50 check
18/11		Mrs. G. M. Lovejoy.	Birmingham, Ala.	Pen.	35.00 Ex.M.O.
		S. W. Morgan.	Poplar Ridge, N. Y.	Pen.	25.00 check
22/11		J. R. Johnson.	Marquette, Kan.	Pen.	25.00 check
29/11		Mark Munson.	Littlevale, Mass.	Pen.	50.00 check
27/11		Henry Heithkamp.	New Bremen, Ohio.	Ckl.	7.50 check
		Mrs. J. F. Bailey.	Shelbina, Mo.	Pen.	25.00 draft
		O. W. Peterson.	Hebron, Ind.	Pen.	35.00 P.O.M.O.
		Lewis P. Walton.	Andalusi, Pa.	Ckl.	7.50 check

THE KELLERSTRASS WAY

		Frank Barnes.	Manchester, Ohio.	Pen.	26.00 P.O.M.O.
29/11		Mrs. H. E. Baker.	Seattle, Wash.	Pen.	35.00 Ex.M.O.
		I. N. Fleischner.	Portland, Ore.	Pen.	45.00 draft
		Thos. J. Gould.	Butte, Mont.	Pen.	35.00 P.O.M.O.
May	5/11	G. E. Gray.	San Jacinto, Cal.		25.00 check
	12/11	Barnum & Martin.	Buffalo, N. Y.	Pen.	25.00 P.O.M.O.
	13/11	W. Y. Hughes.	Port Gibson, Miss.	Pen.	25.00 P.O.M.O.
	20/11	Mrs. S. J. Norris.	Elgin, Tenn.	Pen.	35.00 P.O.M.O.
	31/11	Gertrude S. Norris.	New York City.	Pen.	100.00 Pen
June	19/11	P. F. Fenlon.	David City, Neb.		16.60 check
		Clarence Rudisill.	Brookville, Ill.	6 Hens.	30.00 P.O.M.O.

Remember the above Ten Thousand and some dollars is money that we had in hand and had to return it because we didn't have the birds. Not saying anything of the thousands upon thousands of dollars that we had to return for breeding eggs. MORAL—Be Wise—Raise KELLERSTRASS Strain Crystal White Orpingtons. Originated by the KELLERSTRASS POULTRY FARM, Kansas City, Mo.

