

Volume 1.

JULY 1904.

Number 2.

SPECIAL FEATURE--"A Timely Topic."

The

Industrious Hen

An Illustrated Monthly Magazine
Devoted to Practical Poultry Culture



The Industrious Hen Company,
Madisonville, Tennessee.

The Industrious Hen

Volume 1.

JULY, 1904.

Number 2.

Paragraphic Pointers

Short Texts
for the Hurried

The egg is king on the produce market.

Pullets for layers; Hens for breeders.

The trouble with some of us is that we get too smart in the head.

Experience may be costly but in no school is more of wisdom taught.

There is lots of room for the great, honest, up-to-date poultryman.

A laying hen is a thirsty creature and should be well supplied with drink.

The poultryman who produces the gilt-edged product can find private customers.

How did you like our looks? Didn't we get out pretty well to be just beginning our cackle?

Shade is an important item—Put the brood coops in the orchard or among the grapevines.

Order some of the poultry books advertised in this number, and order from The Industrious Hen.

Everybody is looking for the hens that will lay eggs in winter when the price is high. There is more in the care and feed and a healthy egg producing strain than there is in the breed.

Give your pullets generous treatment in the way of a variety of food every day, and thus push them to maturity.

The hatching season being over do not fail to thoroughly clean your poultry houses and burn all old nesting material.

Hens can be forced to lay in winter by a proper diet when sufficiently protected from the rigors of the weather.

Do not fail to mention THE INDUSTRIOUS HEN when answering advertisements. You favor both advertiser and publisher.

Do not crowd 100 chickens in a house that will only comfortably house twenty-five chickens and expect to get good results.

Farmers are just now realizing that eggs are almost pure money, and its going to make poultry raising more interesting.

It is a well known fact that if fowls are almost starved for two weeks in August and then fed on double rations, 90 per cent. of them will finish their moult early.

In breeding fowls use gump-tion, profit by your own experience as well as that of the other fellow, follow nature's laws and do not be dismayed at the variety of opinions on one and the same subject.

Keep your most promising breeding specimens and sell the rest, while prices are still good.

The expert poultry man is not an accident but a well informed man on the subject, an authority on practical poultry culture.

Our Northern brethren say the South is the coming field in poultrydom—hadn't you better get a hustle on and be among the leaders?

There is no good reason why our domesticated fowls should not be as strong and vigorous and healthy as the wild bird of field and forest.

Better breeds, better roosts, better feeding, less stuffing, less vermin, cleaner houses, would be worth millions to our Southern farmers, and they are easy of adoption.

In shaping your future prize winners you can find no better food than green corn. The sugar and milk in it have fattening qualities, and, besides, they will devour it ravenously, never seeming to tire of it.

Calico print works use 40,000,000 dozen eggs per year, wine clarifiers, 10,000,000 dozen, the photographers and other industries, many millions, and these demands increase more rapidly than table demands.

A Timely Topic

By the Editor

We find that a late United States Commissioner, in a public communication, in speaking of the South, said: "A climate unsurpassed. It is a place of refuge for the sick and weary from everywhere. A market at your door, or if preferable, a market in any part of the habitable globe by either water or sail. It is truly a land where every prospect pleases and man alone has failed to do his duty. Nature has done more for it, and man less, than any section I know of." The Hon. Chauncy M. Depew, in speaking of his tour through the Southern States, says in part: "The South is the bonanza of the future. A vast country with the best climate in the world, with conditions of health which are absolutely unparalled. With conditions in the atmosphere for comfortable living, winter and summer, which exists no where else in the country." I have quoted thus at length from two absolutely disinterested parties, in order that my readers may realize that in this glorious Southland there is that which proves attractive to the observant traveller and that I may assure them that a closer contact with our people and a longer sojourn among us than that of the tourist will more fully demonstrate the truth—that here, as nowhere else, has nature been most munificent in all her gifts.

In many departments of both trade and agriculture we are making magnificent progress, but in the field of poultry culture, both from a fancy and a commercial standpoint, we are sadly behind our Western and Northern neighbors, although we have decidedly the advantage of them in climatic conditions and easy and quick access to the most desirable markets. The reasons for

this are evidently the lack of knowledge as to the possibilities of the industry coupled with the conservatism and general apathy of the native Southerner—the writer is to the manner born. There are, however, other reasons that will keep the industry back unless Northern and Western men come in and reap the benefit of the harvest already ripe for the sickle. Let me enumerate a few of these reasons: First, there is the lack of capital on the part of those who realize the immensity of the industry. They not only have not the capital themselves, but those who have it cannot be persuaded to see that its investment in the poultry industry will give them a larger per cent. of profit than would the same amount invested in any other business. The writer knows intimately men who can command an extensive market trade, as well as a reasonable amount for fancy breeding stock, who for the lack of a small amount of cash capital, which could be made safe to the lender, are being forced by this circumstance to let a grand opportunity to make money slip by. The average Southerner looks upon the business as entirely too "pickayunish" for him to engage in it. Again—there are not a half dozen down-to-date poultry establishments where poultry is the only business in our South Atlantic States, and chiefly for the reason named above. There are a goodly number of fanciers and they are on the increase, but with the great mass of them, in fact all so far as our knowledge goes, it is a side issue, simply a pastime, and any emoluments that may accrue to them are simply so much clear profit above that in their regular business. I have no fault to find with the fancier's business, but

until the poultry industry in the South is put upon a commercial basis—which is the substratum of the fancy—there is and will be a grand field for the active, wide-awake poulterer.

Our markets are now and have ever been dependent upon the surplus eggs and chicks as reared on our farms, and these in the greatest number of instances, find their way through the country store and commission merchant to the huckster, and through the latter to the consumer. Here we have three men, each making his profit, between the producer and the consumer. The producer that will cater to the private trade, which can easily be secured, will reap the benefit of all these profits and establish for himself a most lucrative as well as pleasant employment. It will not be difficult for him to do so when his customers compare the plump carcass of his pure bred broilers or roasters with the scrawny and sometimes tainted and cold-storage stuff found in the stalls of the hucksters. As to eggs—why most of our city folk do not know the taste of a rich, fresh laid egg, they have been so long accustomed to the limed or salted article. The field is here and rich in promise, and will sooner or later be pre-empted.

No matter how experienced a man may be it pays him to take poultry papers. Subscribe for THE INDUSTRIOUS HEN.

One may have the best birds in the world but if no one knows it, one cannot expect to sell. Printer's ink is the magic key that has unlocked many a treasure house. Advertise in THE INDUSTRIOUS HEN.

"MIXED PICKLES" OR COUNTRY POULTRY.

J. R. PAYNE, LIMESTONE, TENN.

(Reviewed by the Editor.)

The article in our June issue under the above caption was of special interest to the editor and he knows that it contains very much that is true, but the writer labors under some misapprehensions that this writer would be glad to correct and divert the mind not only of Mr. Payne but of other readers from false premises that they may draw their conclusion correctly. The conclusion drawn from the premise laid down is logically correct but we think the premise erroneous, hence the whole is a fallacy.

The disposition to cross breeds is not only a mistake made by our country breeders but one that is practiced by many practical poultrymen, but with disastrous results. The object is, no doubt, to obtain the best points of both breeds whereas the results are the evils in both. That there is a law of heredity every one admits and in the transmission of traits of character in the human race it is generally conceded that the preponderance is to the evil or wicked side of our ancestors. The same law holds good in the animal kingdom and it is only by persistent, painstaking, intelligent effort that many of our pure breeds in poultry have been evolved from various crosses.

By breeding pure breeds the poultryman of today has in his hands the results of years of effort on the part of those who have gone before. In the perfecting of those breeds the fancier has done notable work, for he has given us not only our choice of many colors, but has developed for us breeds which we can use for both meat and eggs or simply for eggs.

It is true that this mixing of breeds sometimes results in parti-

colored fowls that are pleasing to the eye but the farmer must look at the commercial side of the question and it has been demonstrated time and again that a coop of fowls (chicks) UNIFORM IN SIZE AND COLOR ALWAYS BRINGS THE BEST PRICE. At the country store it is true that an egg is an egg but even the country merchant would obtain a higher price when the eggs are shipped if they were uniform in size and color and thus he could afford to pay a higher price to the farmer. [Read what Dr. Winston has to say in June issue on why Southern eggs are always quoted at a low price in the Northern and Eastern markets.] The common hen will not lay, it is estimated, over five dozen eggs per year, if these are sold for 20 cents per dozen she brings you one dollar, but her feed will cost from 50 to 75 cents, yet there is a clear profit in favor of the hen; but a pure bred of almost any of the Mediterranean class will easily lay, with the same feed and attention, double the number of eggs thus giving very much the larger profit. If the breed is pure the surplus cockerels can always be sold for something more than market price by a little judicious advertising.

As to the farmer and incubators and brooders we shall have more to say hereafter. Pure bred stock presents a better appearance than mongrels, costs no more to keep them and brings a larger per cent. of profit even when kept only for market, for the family or the Methodist circuit rider whose fondness for a "fry" is proverbial.

EGGS IN THE SOUTH.

Never before, within the memory of the proverbial oldest inhabitant have eggs been so scarce and high priced, as this year, in Augusta. An authority on the subject says that most eggs for the Southern market

come from the West and, at this season, Eastern purchasers, who are very likely speculators, have cornered the Western product that usually finds a Southern market.

But is not this one of many similar object lessons that should make Southern farmers ashamed of themselves. There is no good reason why the South should not produce not only all the eggs needed at home but a surplus for shipment. There is no section of this Republic that could raise chickens and eggs like the South, but she does not do her duty, or anything like it, in this respect.

Mr. Killebrew demonstrated, recently, that because our people preferred yellow dogs to sheep, this section lost millions, many millions of dollars, annually by not extensively raising mutton, lamb, wool, etc. It is the same with eggs. We could save millions of dollars by raising our own poultry and egg supply and do not. No wonder that, compared with the East and West, our people are poor. They squander many millions yearly which could be made and kept at home. Some day, perhaps, this will be all changed; but rescue is not yet in sight.

A country specially suited for production suffering an egg famine, because of outside blockade, is not an alluring spectacle.—Ex.

Can't we have a poultry exhibit at Knoxville?

Subscribe for and read THE INDUSTRIOUS HEN.

Properly used lime is of great sanitary value. It will counteract disagreeable odors. The wise poultry man will use it liberally.

A knowledge of the poultry business gained by actual experience in the poultry yard coupled with thoughtful study and observation make a man safe from the many theoretical rhapsodies that fill pages of print.

The Industrious Hen

Devoted to Poultry.

Application made for admission to the mails at Madisonville, Tennessee as second class mail matter.

REESE V. HICKS, - - - Publisher.

PUBLISHED ON THE 15TH. OF EACH MONTH AT MADISONVILLE, TENNESSEE.

SUBSCRIPTION PRICE 50c YEAR.
See special Club Rate in this issue.

ADVERTISING RATES:

Display rates made known on application.

BREEDERS' PLAIN CARDS will be run at the rate of one cent per word each insertion. Numbers and initials count as words. No card taken for less than 25c

July, 1904.

THE INDUSTRIOUS HEN prefers to win her way on her own merits and to do her own cackling hence the names of her Editor and staff contributors are not flaunted before the public. She is the property of Reese V. Hicks and as to who, under his direction, furnishes her her food stuff is a matter of a little moment. She is not desirous of having any one contribute to her well being simply because Mr. "So & So" is her Editor or on the staff. She is not a charity patient but an active hustling hen and she will give full value to all who contribute to her well being either by their subscriptions or advertising or both. As this is the hot season she needs some special care and consideration and ere long she will pass out of her moult and greet her friends with a new coat—bright and rich and will give them the very best in chickendom.

The breeders in and around Knoxville and Tullahoma should make every effort to perfect an organization and to hold a poultry show at both places this fall. It is none too soon to begin to agitate such an enterprise and THE INDUSTRIOUS HEN can be counted

on to do her part toward furthering the enterprise at both places. Now let some of the many breeders send us for publication their ideas along this line. Come right a head with them and out of the many some specific plan can be brought about.

In the June issue of The Reliable Poultry Journal appears an Editorial asking what the A. P. A. will do to keep from dropping back into its old rut, now that the revision of the standard has been consummated and urges the Association to take up the commercial side of the industry.

It is on this—the practical—side of the business that it can hope to live. The fancy is the child of pleasure and there is a degree of profit to those who are not dependent upon it for their living, but the masses who are interested in poultry look at it from its commercial side. That this side may be systematized and made to yield the greatest profit to the greatest number there is absolute need, either of a Commercial Poultry Association or of the business side being taken up by the present A. P. A.

An organization of Poultrymen that embraced not only the well-to-do fancier but every practical poultryman in the country would be of incalculable benefit in many ways. A system of co-operation could be established and the question of express charges and many others have the attention not of the few but of the many.

The supreme question is, can and will such an association be formed, either independent of the A. P. A. or with it. Could not unity and harmony of action be brought about by some such plan as the following?

Let each local association become members of their state association paying a certain percent of their dues to the State Association and thus become en-

titled to a delegate for each \$—paid. The local association to have certain powers but to be held amenable to the State Association. Now let the A. P. A. become the highest body—the legislative and let each State association become a member of that body by paying a percentage of its annual income into the treasury of the A. P. A. The State association to be amenable to the A. P. A. tho' managing its own State affairs and entitled to representation in the A. P. A. One delegate for every \$2. paid into that association since that is the price of annual membership in the A. P. A. The State Associations to meet annually and the A. P. A., composed of delegates from all the state associations once every four years.

This plan would do away with all feeling of sectionalism, (and such feeling does exist) and could be worked out for the general good of the country.

We would go even further and say that each State, or set of States, might adopt a certain paper as the exponent of its ideas and have an advisory board to dictate the policy of such paper and the A. P. A. could adopt a paper and run it in the interest of the entire body.

Is such a plan visionary or is it at all feasible? We know that the poultry press is individual property but we do not doubt that satisfactory arrangements could eventually be made whereby each could readily be absorbed by the one that was adopted by certain State Associations.

There are many clear headed men of affairs connected with the poultry press and we should be glad to hear from them along these lines.

Can you not send us a few pointers for next month? They will be appreciated, send them on a postal card or any way you please. Send a club of subscribers with them.

AT TULLAHOMA.

The publisher recently had occasion to be in the town of Tullahoma, Tenn., and while there it was his pleasure to meet a number of breeders and fanciers and visit their yards. Tullahoma is situated at the edge of the Cumberland Mountain rim and the territory surrounding is well adapted to the poultry industry. The people of that section are learning these advantages and this year alone has witnessed the establishment of several commercial poultry plants as well as new fancy yards.

Dr. J. C. Smith breeds Barred Rocks, Single Comb Buff Orpingtons, and White Wyandottes. His Rocks were especially good and one cockerel already gives promise of being a fine show bird with all the qualities of a ribbon winner. Dr. Smith has bred Rocks eight years. He has only been breeding the other breeds a few years but has some fine specimens. One brood of Orpingtons was as regular and even in color and size as gold coins from the mint.

Dr. H. G. Fleming has Buff and Brown Leghorns, and B, P. Rocks. He had some nice Buffs especially and says after this year he expects to breed only Buffs and devote his careful attention to them.

S. C. Blackman is a well known Game breeder of this place and he informs us that his attention is demanded by other pursuits and he fears he may be compelled to abandon his yards.

While in Sweetwater we had the pleasure of meeting Mr. Jno. F. Childress and learned through him that the first week in October would very likely see a Poultry Show in his town. Mr. Childress is a true fancier and as he is behind the movement we can expect nothing save a successful outcome. THE INDUSTRIOUS HEN can be counted on to do her part.

Filth in some form or other, is behind nine-tenths of all sickness in the poultry plant.

Unless there is activity in the parent we cannot expect it in the offspring. A lazy disposition can be inherited.

Are you in earnest about the poultry business? If so THE INDUSTRIOUS HEN can help you make it a success. Send us your subscription.

If THE INDUSTRIOUS HEN is a good thing for the poultry interest in the South, push it along. We should like to have agents in every section. Ask us for particulars.

We invite correspondence on the subject of poultry that will be of interest to our readers. Write on one side of the paper only and make all articles sharp and to the point.

There should be a poultry exhibit at every county and state fair with a competent judge to make the awards. Let the publisher know your wishes along this line and it may be that he can help you to secure what you desire.

The editor of this paper will accept a few engagements to place the ribbons on the poultry exhibit at poultry shows or at local or state fairs where there is an exhibit of poultry. Do not put this matter off as his time may all be taken and thus you will fail to secure his services.

To our friends: THE INDUSTRIOUS HEN will be glad to have photographs from our many readers of their handsomest fowls to be used in illustrating. The best will be used to adorn our cover page. Photographs should be clear and the lines sharp and distinct. The engravings will be the property of the Publisher.

SHOW DATES.

Under the above caption we wish to run a complete list of shows. Secretaries are requested to write the Editor at once giving dates, names of judges and secretaries with proper address. State whether score card or comparison.

Hagerstown, Md., Oct., 11—14, John L. Cost, Supt.

Waco, Texas, Nov. 22—23, W. W. Downes, Secty.

Atlanta, Ga., Dec., 18—24, C. O. Harwell, Secretary.

Ghent, Ky., Dec. 15—17, Mary Sanders, Secretary.

Henderson, Ky., Dec. 21-24, 1904,—Frank Heck, Judge.

Charlotte, N. C., Jan., 17—20, 1905, W. B. Alexander, Secty.

Raleigh, N. C., Jan. 10-13, 1905—J. S. Jeffry, Sec'y., Experiment Station, Raleigh, N. C.

St. Louis, Mo., Oct. 24—Nov. 5, Louisiana Purchase Exposition, Chas. F. Mills, Chief of Live Stock Division; T. E. Orr, Beaver, Pa., Supt. Poultry.

Dilatory tactics in advertising never pay. Don't wait until the season opens before sending us your order. You are at liberty to contract for so many inches of space to be used at your discretion and to change your advertising whenever you desire. Buyers are already on the lookout for show-birds. Have you any for sale? Let them know it through the columns of THE INDUSTRIOUS HEN.

THE INDUSTRIOUS HEN aims to be practical, first, last and all the time. It is practical, every-day common-sense poultry literature that is helpful to readers of a poultry paper, and this is what we intend to furnish. It is easy to fill a paper with theories, but theories are mostly wind and don't amount to much. If we get to theorizing call us down.

Do not hold back your advertising on the plea of "the dull season" send it in and let our readers become familiar with your name and location.

NO EGGS WASTED HERE.

With the produce man the subject of waste or loss from unsalable products is an important one, and a matter that makes a material difference in profits. Ordinarily, there is little provision against losses in many lines, and the egg trade shares its portion of the loss. As showing what may be done where the facilities are at hand, it is interesting to note the extreme limit of waste on eggs as handled by a big packing house. The Armour Packing Company has at Kansas City the best storage rooms for all classes of produce—butter, eggs, poultry, fruits, etc.—in the West, and the equal of any in the world. There are so far fifteen to twenty cars of eggs in storage in the Armour plant, almost all owned by Kansas. When eggs are put in coolers by most people there is material loss to be reckoned on. There are the seconds, cracked eggs and "rots" to be thrown out with little or no chance of anything but entire loss. Things are different at the packing-house. All of its small, dirty and cracked eggs that are fresh and of good quality are canned. They are put up the same as canned meats. The yolks and whites of the eggs go into separate cans, and this product is shipped all over the country and is a great convenience in hot climates. When a baker has use for whites of eggs he can buy just what he needs put up in these cans, which saves him the loss resulting from buying eggs as they are ordinarily sold. The quality of this canned product is fine. Then the rotten and cloudy eggs are put up in cans and sold to tanners and used in putting the gloss on fine leather. The "rots" serve the purpose of the tanners and can be bought cheaper. The shells are used in making fertilizers, etc, so that the loss is indeed small. When it is remembered that the small

things count up fast in making losses or profits, the value of the economy here practiced becomes apparent.—Kansas City Packer.

Now is a good time to sow German clover so that your fowls will have good green stuff during the winter. Set out more winter cabbage than you are accustomed to do and this winter hang a head or two where your chickens can get it and note how they will relish it, when you dig your potatoes keep all the little ones and they can be boiled and thickened with bran and will make a most excellent and much relished food.

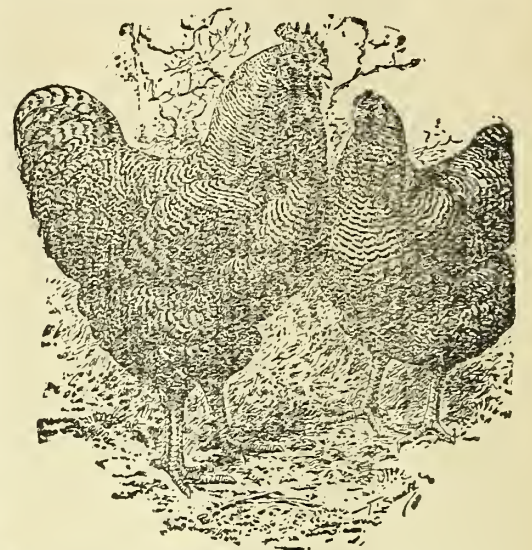
TRIAL SUBSCRIPTION OFFER.

If you want to be convinced that THE INDUSTRIOUS HEN is the kind of a journal you wish to take regularly, send 10 cents for three months trial subscription; or better still, send us 25c and get THE INDUSTRIOUS HEN sent to yourself and any three friends you may select for three months; or send us 50c and we will send this journal three months to any ten addresses you may select. This is your chance to give your neighbors some poultry reading to arouse their interest in pure-bred fowls.

REESE V. HICKS, Pub.,
Madisonville, Tenn.

In selecting females, they should invariably be good layers, for if they are drones it will weaken one of the foundation stones of your flock.

The whole hen business is one great amalgamation of details, each and every one of which must be attended to in due time—no procrastination about it.



MRS. FANNIE E. A. JONES,
104 Sturm St., GREENEVILLE, TENN.
—Breeder and Shipper of—
**EXHIBITION BLUE BARRED PLY-
MOTH ROCK.**

Buff Plymouth Rock, Golden Laced Wyandottes, Single Brown and Buff Leghorns, Red and Brown Pit Game, Black Spanish Chickens.

**PRICES ARE REASONABLE
STOCK FOR SALE NOW.**

CHAS. D. MYER,

—BREEDER OF—

Silver Laced Wyandotte Chickens, Duroc-Jersey Hogs from Prize-winning Stock.

**YOUNGSTERS ALWAYS
FOR SALE AT RIGHT
PRICES.**

EGGS \$2.00 per 15.

Write, care of

Oakdale Stock Farm,
SOMERVILLE, TENN.

R. C. BROWN LEGHORNS ONLY

Eggs, \$1.00 per 15.

Stock, a matter of correspondence.

C. W. HICKS,

Madisonville, Tenn.

QUESTIONS ANSWERED.

[Address all inquiries to Query Department of THE INDUSTRIOUS HEN, Madisonville, Tenn. If personal reply is desired please enclose postage.]

Is the rearing of fancy fowls as an exclusive business, a profitable one in the South? Could an experienced breeder maintain a family on the profits accruing from the business? Your candid opinion will be appreciated by

Yours Truly,
H. C. S.

Until the South realizes the importance of pure bred poultry we feel sure it would be a hazardous experiment for any one to attempt to maintain a family on the profits accruing from a plant devoted exclusively to the rearing of fancy fowls to be sold to breeders and others. If the business should embrace the commercial side and strictly fresh eggs and well fatted fowls be added to the fancy then we know of no better opening than is presented in the South.

What can be done to persuade the farmers to give up their mongrel flocks? Can you formulate some plan whereby a community of farmers could develop a paying poultry business?

Sincerely,
L. P. C.

To your first question we scarcely know just what to say. Keep pure stock yourself and demonstrate to them by actual figures taken from your account book (of course you keep one) that it has cost you no more to maintain your flock of pure bred than it has cost them to maintain their mongrels and that your profits are in excess of theirs. In reply to your second question, which has been an absorbing topic with the Editor for years, we would say read the article of Dr. J. H. C. Winston in the June issue of THE INDUSTRIOUS HEN and then look for a

formulated plan from the Editor at no distant day. Be sure that all your neighbors read THE INDUSTRIOUS HEN.

Do market poultrymen often leave their chosen field for the fancy poultry business?

C. A. P.

Our experience is that it oftener than otherwise works the other way. The market poultryman who breeds fine stock should, out of the large numbers he hatches be able to select very many choice specimens of his chosen breed and a little judicious advertising in THE INDUSTRIOUS HEN would enable him to dispose of these at for better prices than those obtained on the open market.

What is the most serious drawback to the poultry business in the South?

A hard question to answer, in brief, but we hazard a reply. It has not yet been accepted as a business; it is simply a fad with
(To page 9.)

John F. Childress

PROPRIETOR

Sweetwater Valley Poultry Yards,

Sweetwater, Tenn.

—Breeder of—

S. C. WHITE and BROWN LEGHORN. Stock ready for shipment.

Correspondence Respectfully Solicited.

JOHN RICHARDS,

—Breeder of—

Colonial Hall, Berkshire and Poland China Hogs,

—Also—

White Plymouth Rock Poultry. Fishel and Biltmore Strains.

208 W. VINE AVE.,

KNOXVILLE, - TENNESSEE.

STANDARD OF THE WORLD

ARE WILBER'S GEM STRAIN,

SINGLE COMB WHITE LEGHORNS acknowledged the heaviest laying exhibition strain in the world.

—NONE BETTER—

Birds that will win in the largest and leading shows of the world after September first with 1000 beautiful youngsters to select from; stock and eggs of high quality in all seasons at live and let live prices. Limited number good to extra choice breeders to spare now at low prices to make room. Handsome instructive 30 page catalog for asking, or write your wants.

WILBER BROS., BOX G, PETROS, TENN., U. S. A.



Do you want to make a profit on your poultry? Do you realize that you must keep them clean and well if they are to pay you? Do not let them be devoured by lice or weakened and destroyed by diseases. CHLORO-NAPHTHOLEUM DIP is the best preventative and cure of poultry diseases. We guarantee it to keep the fowls free from lice. It cures roup, grapes, and leukaemia. Chloro-Naphtholeum Dip is your best friend. Sprinkle the houses and coops with a strong solution of it. It will keep your fowls strong, healthy and clean.

It will pay for itself long before you have used it up. We will ship prepaid, 1 gallon \$1.50; 2 gal. \$3; 5 gal. \$6.75; 10 gal. \$12.50. Write for our free book on poultry, cattle and swine diseases. A postal card will bring it.

WEST DISINFECTING CO., 38 W. Mitchell St. ATLANTA, GA.

SEASONABLE SUGGESTIONS.

A LADY READER.

The hatching season is over and the brooding yet to be done is perplexing very many of us. The death rate despite our best care in feeding and in cleanliness does not diminish. It seems that failure is in sight and that all our plans will go amiss.

Nothing teaches so well as experience. Your brooder arrangements are no doubt inadequate—not imperfect, but too small. What was ample room for your chicks when first hatched is not anything like enough now that they are six, eight, or ten weeks old.

You have no doubt transferred all from the brooders and have them in coops, but the possibility is the coops are overcrowded and poorly ventilated; both fruitful sources of disease and death. At this season of the year when the heat has become intense it is a necessity that young stock be given ample sleeping accommodations—plenty of air, perfect ventilation without drafts; any other plan is suicidal to the business.

Warmth is a necessity to growth but the overcrowded night quarters is productive of evil in many ways—the weaker chicks are trampled to death and the

fresh morning air finds the others in a clammy sweat and colds follow and then the inevitable bowel trouble and roup and worse still tuberculosis. Perfect feed and attention during the day will not overcome, readily, the evil effects resulting from this overcrowding at night. Better undertake to raise fewer birds than to crowd them to death. In no way are you surer of loss. If your chicks are with the hen or have been weaned see to it that they have an ample water supply (fresh) and an abundance of shade during the day and that their sleeping quarters are large and open.

We shall be pleased to hear as often as may be from "A Lady Reader" as we feel sure she has that practical knowledge our readers so much need. Not only will we be glad to hear from this lady but from others of the fair sex.

THE INDUSTRIOUS HEN has made arrangements with the SOUTHERN RURALIST—one of the best farm papers in the South, whereby a single subscription to THE INDUSTRIOUS HEN will get both papers for a year. Send us fifty cents, a years subscription, and let us send you both papers.

It is a very important thing to go over the premises, burn the brush piles and all rubbish and cut the weed patches, for here is where minks and weasels and such hold high carnival.

Send us your subscription and your advertising.

Special Sale.

Following my usual custom, I am offering special bargains during the summer months, in BARRED PLYMOUTH ROCKS and eggs. Have 50 yearling hens to offer at less than

HALF PRICE.

This is the greatest opportunity of your life to secure some of my famous prize winning strain of Rocks, **Nothing Like Them in the South.**

Will sell eggs from my best matings at half price—\$1.50 for 15.

Write me your wants and see if I don't please you. Catalogue giving show record if you want it.

A. E. TATE,
HIGH POINT, N. C.

The Old Dominion Poultry Farm

OFFERS a pen of Handsome

ROSE COMB WHITE LEGHORNS

headed by 1st. prize winner, and some choice

BUFF ORPINGTON FEMALES

at remarkably low prices Write soon or they will be gone.

OLD DOMINION POULTRY & SUPPLY CO.,

Fine Creek Mills, Va.

SCORE CARD AS CKL. AND RIBBON
GO WITH LEGHORN COCK.

QUESTIONS ANSWERED.

(From page 7.)

most people who enter it. It has not been given a trial on business methods by men of sufficient means to prosecute it to its legitimate results. The mongrel fowl with small carcass and light weight eggs is still too much in evidence. THE INDUSTRIOUS HEN hopes to help make it a business and help get rid of the drawbacks. Send us your subscription.

What do you know about incubators and what is the best one? Is it best to buy a 580 egg incubator or some of smaller capacity?

The writer has been using an incubator for some seven or eight years and has found that with good fertile eggs and proper care they will hatch as large a percent of strong vigorous chicks as will the hens. Almost any of standard machines will do good work. You will make a mistake to buy the large size machines—more of them and smaller size will be nearer in accord with the best judgement of the writer. Do not attempt too much in the start. Read THE INDUSTRIOUS HEN in which you will find, at the proper time, an Incubator and Brooder Department.

You can already begin to pick your prize winners among the youngsters.

NUGGET STRAIN

Buff Rocks

FOR SALE.

I have a number of good young birds for sale at very reasonable prices, considering quality. A dollar buys as good birds from me as \$5.00 will from Northern breeders. EGGS: \$1.50 per 15.

WALTER E. ROGERS,
Cleveland, Tenn.

In raising chicks for the market you do not want to give too much yard room. If you are in the 'fancy' give them all the yard room you can.

The bill of fare should consist of as great a variety as possible. We pin our faith to wheat, oats and corn, and their by-products bran, middlings, ground oats and corn meal.

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**Barred Plymouth Rocks
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—ARE—

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{ Scotch Shorthorns.

All pertinent questions answered promptly. Tabulated Pedigrees and certificates of Registration furnished buyers.

7 Ram Lambs—like their sire, a prize winner from Ohio—at \$7 00 each. Thick fleshed, heavy quartered and well covered. None better for producing early Lambs at a profit.

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SEEDMAN, Dealer in POULTRY SUPPLIES,
Oyster Shell Mica Crystal Grit, Lam-
berts Death to Lice, Chick Feed.

Write for prices, D. R. MAYO, Knoxville, Tenn.

BOQUETS FROM THE PRESS.

“There is room for a really good poultry paper in this section of the South.”—James P. Kerr, Biltmore, N. C.

“Being a southern publication it fills a long felt want. May its cackle be ever heard throughout the land.”—Tullahoma Guardian.

“It is a creditable periodical, printed from new type and we believe will lay and cackle to suit its patrons.”—New Tazewell Times.

“THE INDUSTRIOUS HEN is well edited, well printed and brimful of things that poultry raisers ought to know.”—Ducktown Gazette.

“Full of valuable matter pertaining to the poultry business and should be in the hands of every poultry raiser.”—Loudon Record.

“We sincerely hope ‘THE INDUSTRIOUS HEN’ may be a successful venture, and we can see no reason why it should not be.”—Cleveland Journal.

“It is a comprehensive paper and makes a specialty of the subject of farm poultry, at the same time having many contributors of experience through out the country.”—Holston Christian Advocate.

“It is a bright, newsy poultry journal and if it keeps up in the style as set in the first issue, it should meet unbounded success.”—Maryville Record.

“May she live long, cackle loud, and not brood over the little troubles that will come to ruffle the feathers of all such ‘hens’ during their chick life.”—Poultry Life in America.

“You are doing a great work in a barren field. I hope the cost of fertilizer, time and work required will not be spared as financial fruition is certain in the end.”—J. H. C. Winston, Hampden Sidney, Va.

“It is well edited and from the useful information it contains we judge that it will have a good circulation. We advise any of our people who are engaged in the poultry business to subscribe.”—Meigs County Sun.

“The publication is one of the best of its kind we have seen in the South, and should have a wide circulation. It is a valuable contribution to the literature of poultry raising and deserves a place on every farmer’s table.”—Chatanooga Press.

“It is a poultry journal which should and will succeed especially as it is gotten up by practical poultry men. Those interested in this line could do no better

than to subscribe for this practical and well gotten up journal.”—Athens Citizen.

“THE INDUSTRIOUS HEN is a monthly publication of real merit. We wish Reese and his ‘old hen’ a full ‘litter’ and always the juiciest bug or worm.—Clairborne Progress.

[We never apply the word ‘litter’ to a ‘brood’ of chicks but doff our hat to the Progress for its kindly wishes all the same.]

Lice are more likely to trouble the male than the female, for the reason that the male is not so particular about taking his dust bath.

We would welcome a few short articles on any of the many questions pertaining to poultry. We want something of interest to the beginner in each number.

We learn that the fanciers in and around Cleveland intend to make a handsome display of Poultry at the Street Fair which takes place on October 27th. The birds will be judged and scored by an expert. THE INDUSTRIOUS HEN will be glad to publish the plans as soon as they are fully matured. Mr. Walter E. Rodgers who takes space with us this issue will be at the head of the Cleveland show.

SINGLE COMB RHODE ISLAND REDS

of highest exhibition type, and finest strains in America. Females averaged 96 eggs from Jan. 1st. to June 1st. Reds are the hardiest, most active, beautiful and profitable of the general-purpose fowls and are peculiarly suited to conditions met with on Southern farms.

SINGLE COMB BUFF LEGHORNS.

Females last year averaged over 210 eggs. All young stock were hatched from a pen made up of 1st. prize Boston cockerel mated to progeny of New York winners.

A few trios, pairs and single males for sale at reasonable prices after Sept. 1. It will pay you to write for particulars.

Dr. J. H. C. Winston,
Hampden-Sidney, Va.

Business

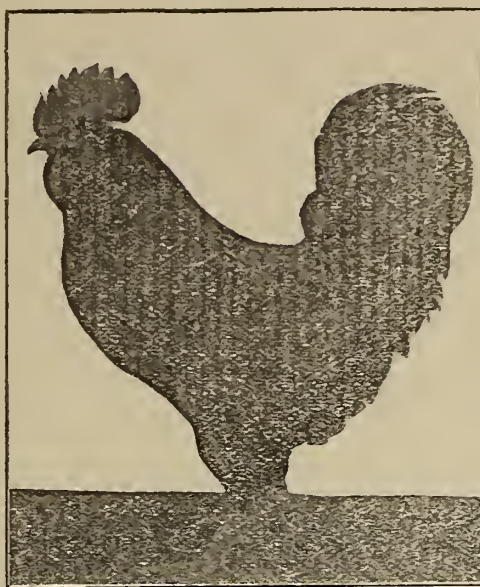
Notices.

Dr. J. H. C. Winston, of Hampden Sidney, Va., is offering some choice stock in R. I. Reds and S. C. Buff Leghorns after Sept. 1st. Dr. Winston is not only an ardent lover of fine fowls but studies their characteristics so as to enable him to produce the highest type of both exhibition and breeding fowls. All inquiries addressed to him will receive prompt attention. Any orders sent him will have his personal attention and he does not have any dissatisfied patrons. See his advertisement on another page.

In a personal letter Mr. A. E. Tate of "Vernon Hall Poultry Farm," High Point, N. C., tells us that he hatched out about 450 fine B. P. Rocks and that they show up a better average excellence than is usual. He also announces the fact that he is preparing to show at St. Louis. Those who have the Vernon Hall birds know they are good ones.

Wilber Bros., of Petros, Tenn., since they entered the field in 1893, have, by their fair dealing with their customers, won for themselves an enviable reputation. It is yet early in the season, practically the dull months, yet they have already booked some choice orders for Sept. and Oct. delivery. A pen of 4 females and one cock goes to Cuba for \$85, an old customer in old Mexico takes two females and a male for \$55. A male goes to Canada for \$25 and even Honolula comes in with two females and a male for \$75. TWELVE BIRDS FOR \$220. A fine sum for a dozen birds. It is quality that wins with these gentlemen and it is quality that wins every time.

They have no old stock for sale—the supply being exhausted—but they have 1,000 handsome youngsters coming on and hope



S. C. Rhode Island Reds,

R. C. White Leghorns.

Choice stock for sale after July 1, at prices to suit.

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Also Breeder of Aberdeen-Angus Cattle.

Poultry Printing.

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We can furnish cuts for you of your breeds, or have special cuts made to order.

Write for price list.

THE INDUSTRIOUS HEN,
MADISONVILLE, TENN.

to be able to take care of all orders. Write them for their handsome illustrated catalogue and learn all about their Gem Strain of White Leghorns. You will find their advertisement on another page.

Mr. P. H. Walker, of Cleveland, Tenn., a noted breeder of Buff Leghorns in a personal letter tells us he is unable to fill his

orders, having recently been forced to turn down an order from the City of Mexico. He will, however, be prepared to take care of his patrons this fall as the youngsters are coming on.

Our readers can rely upon Mr. Hale who offers both Barred Plymouth Rocks and Buff Cochins at farmers prices. Send him your order and be satisfied for he will treat you white.

The Sweetwater Valley Poultry Yards have handsome S. C. White and Brown Leghorns that the proprietor, Mr. Jno. Childress, is offering at remarkably reasonable prices. He will be glad to answer any questions concerning his birds and can fit you out in A1 order.

W. B. Doak, Russellville Tenn. is offering bargains in fowls. This years breeders, with score cards and ribbons, at greatly reduced prices if taken within the next 30 days.

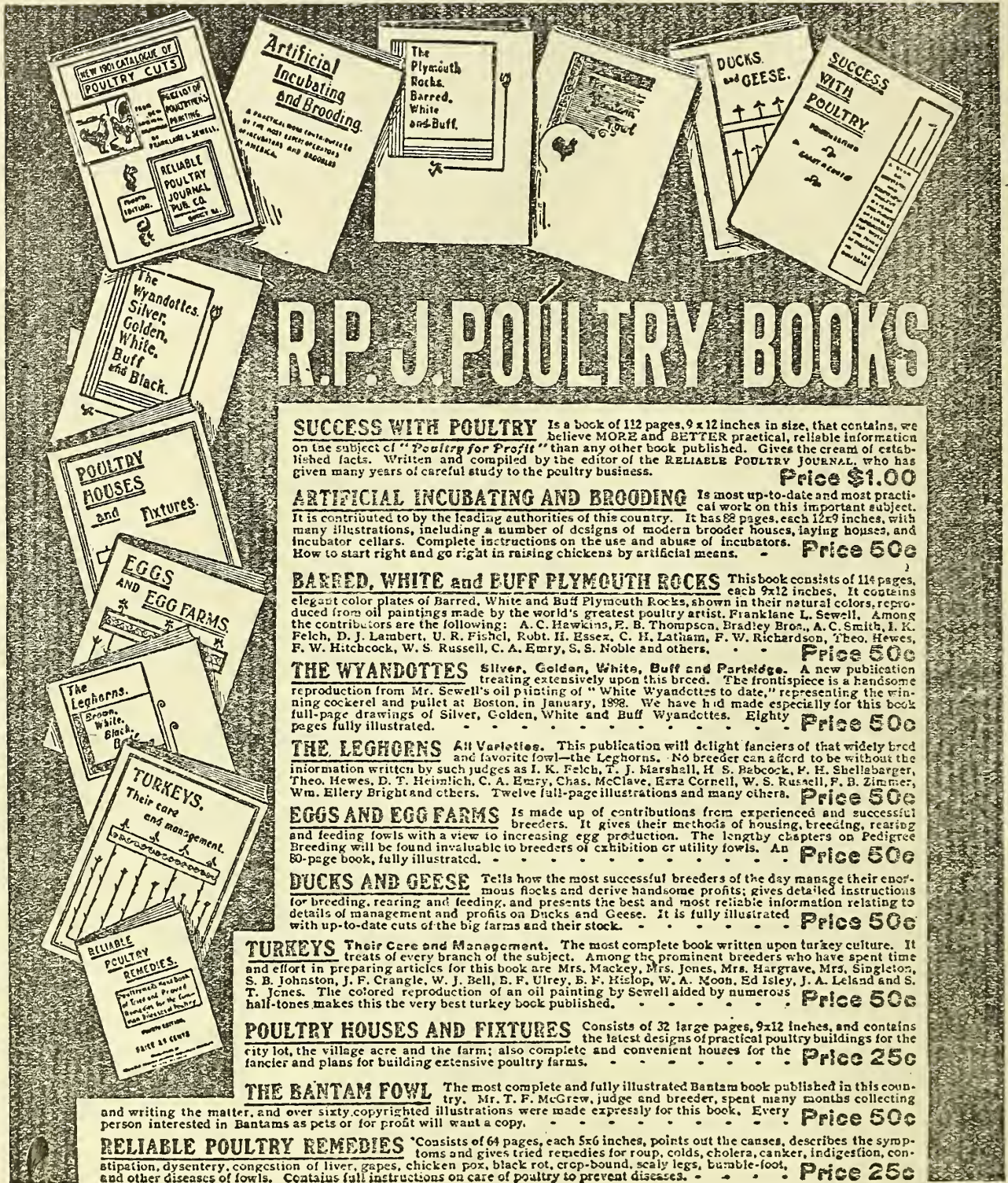
Prof. J. H. Crowell, of Parrott, Ga. takes space with us this month and we have pleasure in stating that customers of the Professors can always rely on getting what they order. He gives value received.

The World's Fair classification for hares and rabbits provides for 72 awards for Belgian Hares and for 7 awards in each of 17 sections for rabbits. The cash prizes for Belgian Hares amount to \$148 and for breeds of rabbits \$204.

"Success comes not to the man who waits,
Though he waits till the end of time;
The room at the top is all reserved
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ARTIFICIAL INCUBATING AND BROODING Is most up-to-date and most practical work on this important subject. It is contributed to by the leading authorities of this country. It has 88 pages, each 12x9 inches, with many illustrations, including a number of designs of modern brooder houses, laying houses, and incubator cellars. Complete instructions on the use and abuse of incubators. How to start right and go right in raising chickens by artificial means. **Price 50c**

BARRED, WHITE and BUFF PLYMOUTH ROCKS This book consists of 114 pages, each 9x12 inches. It contains elegant color plates of Barred, White and Buff Plymouth Rocks, shown in their natural colors, reproduced from oil paintings made by the world's greatest poultry artist, Franklane L. Sewell. Among the contributors are the following: A. C. Hawkins, E. B. Thompson, Bradley Bros., A. C. Smith, I. K. Felch, D. J. Lambert, U. R. Fishel, Robt. H. Essex, C. H. Latham, F. W. Richardson, Theo. Hewes, F. W. Hitchcock, W. S. Russell, C. A. Emry, S. S. Noble and others. **Price 50c**

THE WYANDOTTES Silver, Golden, White, Buff and Partidge. A new publication treating extensively upon this breed. The frontispiece is a handsome reproduction from Mr. Sewell's oil painting of "White Wyandottes to date," representing the winning cockerel and pullet at Boston, in January, 1920. We have had made especially for this book full-page drawings of Silver, Golden, White and Buff Wyandottes. Eighty pages fully illustrated. **Price 50c**

THE LEGHORNS All Varieties. This publication will delight fanciers of that widely bred and favorite fowl—the Leghorns. No breeder can afford to be without the information written by such judges as I. K. Felch, T. J. Marshall, H. S. Babcock, F. H. Shellabarger, Theo. Hewes, D. T. Heimlich, C. A. Emry, Chas. McClave, Ezra Cornell, W. S. Russell, F. B. Zimmer, Wm. Ellery Bright and others. Twelve full-page illustrations and many others. **Price 50c**

EGGS AND EGG FARMS Is made up of contributions from experienced and successful breeders. It gives their methods of housing, breeding, rearing and feeding fowls with a view to increasing egg production. The lengthy chapters on Pedigree Breeding will be found invaluable to breeders of exhibition or utility fowls. An 80-page book, fully illustrated. **Price 50c**

DUCKS AND GEESE Tells how the most successful breeders of the day manage their enormous flocks and derive handsome profits; gives detailed instructions for breeding, rearing and feeding, and presents the best and most reliable information relating to details of management and profits on Ducks and Geese. It is fully illustrated with up-to-date cuts of the big farms and their stock. **Price 50c**

TURKEYS Their Care and Management. The most complete book written upon turkey culture. It treats of every branch of the subject. Among the prominent breeders who have spent time and effort in preparing articles for this book are Mrs. Mackey, Mrs. Jones, Mrs. Hargrave, Mrs. Singleton, S. B. Johnston, J. F. Crangle, W. J. Bell, E. F. Ulrey, E. F. Hildop, W. A. Moon, Ed Isley, J. A. Leland and S. T. Jones. The colored reproduction of an oil painting by Sewell aided by numerous half-tones makes this the very best turkey book published. **Price 50c**

POULTRY HOUSES AND FIXTURES Consists of 32 large pages, 9x12 inches, and contains the latest designs of practical poultry buildings for the city lot, the village acre and the farm; also complete and convenient houses for the fancier and plans for building extensive poultry farms. **Price 25c**

THE BANTAM FOWL The most complete and fully illustrated Bantam book published in this country. Mr. T. F. McGrew, judge and breeder, spent many months collecting and writing the matter, and over sixty copyrighted illustrations were made expressly for this book. Every person interested in Bantams as pets or for profit will want a copy. **Price 50c**

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