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POULTRY GROWERS GUIDE *for* 1912

Complete

Catalogue

CYPHERS INCUBATOR CO.

BUFFALO, N.Y., U.S.A.

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MANUFACTURERS OF
INCUBATORS, BROODERS
POULTRY APPLIANCES, FOODS
AND STANDARD SUPPLIES

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CYPHERS INCUBATOR COMPANY
BUFFALO, N. Y., U. S. A.

SPECIAL NOTICE

WE believe that every earnest poultry raiser, man or woman, who *means business* will wish to retain this Cyphers Company Catalogue—our Sixteenth Annual—for *future reference*. We have tried to make it more valuable, more helpful than any of its predecessors. In its pages will be found described the *complete* line of poultry goods manufactured by us, with prices of single articles and in quantities. Goods *dealt in by us*, like poultry netting, roofing paper, bone cutters, grit, oyster shells, etc., are also described and priced.

SEE COMPLETE INDEX, LAST PAGE

CYPHERS INCUBATOR COMPANY

(Incorporated—Capital Stock \$400,000)

HOME OFFICES AND FACTORY, Court and Fourth Streets,

OFFICERS:

GRANT M. CURTIS, President.
WM. A. TRUE, Vice-President.
GEORGE H. GILLIES, Secretary.
CHAS. W. PRYOR, Treasurer.
A. E. HOLZBORN, Assistant-Treasurer.

BUFFALO, N. Y., U. S. A.

DIRECTORS:

GRANT M. CURTIS.
WM. A. TRUE.
GEORGE H. GILLIES.
C. A. DAMON.
CHAS. W. PRYOR.

Factory and Lumber Yards of Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

Occupy entire building shown in center of picture and 27,000 square feet in building to left. Total floor space, 237,000 feet—more than five acres of manufacturing and warehouse space exclusive of branches.

American Branch Houses and Salesrooms:

23 Barclay Street, NEW YORK CITY, N. Y.

12-14 Canal Street, BOSTON, MASS.

340-342 North Clark Street, CHICAGO, ILL.

317-319 Southwest Boulevard, KANSAS CITY, MO.

1569-1571 Broadway, OAKLAND, CAL.

European Office and Salesrooms:

121-123 Finsbury Pavement, - - LONDON, ENGLAND

Agencies and Distributing Depots in the Principal Cities of Europe, Australia, New Zealand, South Africa, Hawaii, Japan, Canada, Mexico, Cuba, and Central and South America.

CYPHERS INCUBATOR COMPANY

OF BUFFALO, N.Y. U.S.A.
MANUFACTURERS OF

INCUBATORS

(Fire-Proofed—Insurable)

Oil Heated

Gas Heated

Electric Heated

Coal Heated

BROODERS

(Fire-Proofed—Insurable)

Indoor and Outdoor, Single and Sectional, With Heat and Without, Adaptable Hovers

POULTRY FOODS

(Sealed Bag Brands)

Chick, Developing, Fattening, Laying, Scratching, Growing, Fertile Egg, Pigeon,
and Beef Scrap; also Short-Cut and Mealed Alfalfa

POULTRY SUPPLIES

Colony Houses, Brooding and Shipping Coops, Egg Testers, Cabinets, Cases and Boxes,
Roofing Papers, Wire Nests and Fencing, Food Hoppers, Grit Boxes, Water
Fountains, Chick Markers, Caponizing Sets, Spray Pumps, Etc., Etc.

LABORATORY PRODUCTS

Granulated Charcoal, Lice Powder and Paint, Anti-Lice Nest Eggs, Fumigating Candles,
Napcreol Disinfectant, Chick Ointment, Roup Cure, Complete
Medical and Surgical Cases, Etc., Etc.

PROPRIETORS OF

Cyphers Company \$50,000 Commercial and Demonstration Poultry Farm

PUBLISHERS OF

Cyphers Library of Practical Poultry Books

SIXTEENTH ANNUAL CATALOGUE
PUBLISHED BY
CYPHERS INCUBATOR COMPANY
BUFFALO, N.Y., U.S.A.

A PERSONAL MESSAGE TO YOU, READER

FROM THE PRESIDENT OF
CYPHERS INCUBATOR COMPANY

YEAR after year we have aimed to make our complete catalogue a book of genuine, practical, down-to-the-minute value to all persons who are interested in the subject of poultry and egg production for profit—to every man and woman who has the desire to make money in any branch of the poultry industry.

And this year we have gone farther in that direction than ever before. This year we have produced a book that should be read and kept and studied—a book that, if accepted as a guide, cannot fail to result in many more dollars made and saved by the small-scale poultry keeper, and that points the way to fortune for men who are adapted to the work, who are in a position to start right and push ahead—for men who will give their whole time and best thought to the poultry business.

To Help Our Customers: This book also is our annual good-will greeting to a constantly increasing number of valued customers. In these pages are to be found many facts—many reliable, helpful suggestions which we ask you to accept and profit by, with the compliments of Cyphers Incubator Company. We work for our customers—present and future. That is what we are in business for, plus success for ourselves. But we hold firmly to this view:—That on the success, the actual, expanding, profit-making success of our customers, depends our success. And there is no other sensible way to look at it—no other proper foundation on which to develop a great manufacturing and mercantile business.

It has been upon exactly this basis that Cyphers Incubator Company has built the largest incubator, brooder and poultry supply business in the world—a business which for the season of 1910-1911 passed the million dollar mark in sales, in actual shipments. In other words, our success has been such that we know we are on the right track. Therefore, it is but natural that we should keep straight on, endeavoring each year to be of still greater help to our customers in every business-like way.

Worth Tens and Hundreds of Dollars: As an example, this Year Book for 1912 fairly merits the name, "Poultry Growers' Guide." It contains many highly valuable ideas and suggestions—and we want every reader of this catalogue to use them, to benefit by them. Facts are given and methods are explained in these pages that should be worth tens of dollars and hundreds of dollars to you, Reader, depending on the scale upon which you are to operate. And much of our work and expenditure will have been wasted if you do not make use of this information.

We desire to have every Cyphers Company customer, present and future, obtain and preserve a copy of each one of our annual catalogues, so long as he or she continues to produce and sell eggs and poultry—because of the great practical value of these books—because by this means we are able to place in your hands a large amount of latest poultry facts and suggestions that will result in larger earnings, in greater personal success for you in your poultry work.

A PERSONAL MESSAGE FROM THE PRESIDENT OF CYPHERS COMPANY

FOR TWELVE YEARS, under the same management, Cyphers Incubator Company has been going steadily ahead, laying a broader foundation, getting into better and better shape to serve, to benefit its customers in all parts of the civilized world.

A competent, experienced organization—the right men for the work.

Strictly standard goods—the best article in every case for the use to which it is to be put.

Sound, reliable advice, based on facts, on first-hand knowledge, on actual demonstration.

A large and modernly equipped poultry farm on which to test, develop and originate practical ideas—profitable methods.

Unexcelled factory facilities, with the latest machinery for turning out mechanically perfect goods, made of high-class materials by long-experienced, skillful workmen.

That, in brief, is the story of Cyphers Company progress—is the secret of Cyphers Company success.

And We Prove This was why we bought, years ago, a fifty-acre tract of land in the suburbs of Buffalo, N. Y., and laid out a poultry plant which, up to the **What We Teach:** present time, December 1, 1911, represents an expenditure of more than \$1,000.00 per acre—more than \$50,000.00 in cash.

And it has been a good investment—the best one, as we believe, that this Company has made.

Here was “born” and perfected the Cyphers Mammoth Incubator and the Cyphers Company cradle-back, hygienic hot-water brooding system.

Here was developed the Cyphers Company’s fire-proof, self-regulating Adaptable Hover—by far the most satisfactory individual brooding device ever invented for raising chickens by artificial means.

Here the finishing touches were added to the Genuine Cyphers Incubators—making them automatic, certain in results, fire-proof, insurable everywhere—positively “the world’s standard” hatching machines.

Here has been tested, long and repeatedly, practically EVERY ARTICLE that is described and offered for sale in this Catalogue.

On this fifty-acre demonstration poultry farm, under the supervision of experienced, capable men, we have reduced to simple, practical methods most of the problems that have perplexed poultry keepers since chickens, turkeys, ducks and geese were first domesticated.

Here we study food values and feeding methods—plan to prevent the ailments to which poultry is subject—strive to reduce the cost of labor and other essentials, at the same time working to secure the largest egg yield possible, breed and variety considered, and to produce at lowest cost the best quality of poultry meat, including broilers, roasters, capons, green ducks, etc.

In this connection, please read and study the eight chapters in this book which contain sample Cyphers Company facts and methods, told in brief—also obtain the “Cyphers Company Service” bulletins, leaflets, etc., in which these facts and methods, also many others are treated at length—they are free to every Cyphers Company Customer.

New 1,000 Hen “Unit” Laying House Built on Cyphers Company Poultry Farm, Summer of 1911. (No. 10 House.)

WM. A. TRUE,
Vice-President and Sales
Manager.

Mr. True has been with Cyphers Incubator Company twelve years. For nine years he has been an officer and stockholder. Became interested in poultry during early boyhood and has bred and exhibited several popular varieties. Spent years investigating successful practical poultry plants and methods, then compiled and edited "Poultry Plant Construction," the most comprehensive and valuable book on this subject published to date—Book No. 7 of Cyphers Company Series, see page 178. In 1904 opened the Cyphers Company's European headquarters at present location, No. 121 Finsbury Pavement, London, England. August, 1906, was recalled to Buffalo to fill the position he now occupies. As sales manager and head of the foreign department, Mr. True has full authority to supervise every sale, small or large, made by Cyphers Incubator Company and to see that every customer of ours is treated justly and with proper consideration.

For years we have conducted an "Information Bureau" and thousands of persons have taken advantage of it, greatly to their profit. But we found it impractical to render the right kind of service by letter writing alone. There has been a wide-spread, urgent demand for printed instructions, for bulletins, leaflets, etc., that would enable us to reach many thousands with poultry facts and helpful advice, where by letter service we could reach only hundreds—and this in a partial, inadequate manner.

Years ago we began publishing our free booklet "Hints to Beginners"—also a sixteen page pamphlet entitled "Foods and Feeding." And later on we published, for free circulation, a number of leaflets such as, "Bill of Fare for Chicks From Shell to Maturity," "Bill of Fare for Laying Hens," etc.

Also in compiling our seasonable circulars, devoted to the use and advantages of Adaptable Hovers, our sealed-bag brand poultry foods, our laboratory products—insecticides, disinfectants, etc.—we worked into the descriptive matter a large amount of practical information and valuable advice.

But these efforts to help and benefit our customers—all persons, in fact, who send for and read our free printed matter—resulted in showing us, more clearly each season, the great need, the practical value, the business wisdom of arranging to supply such information and timely help in some better way—in a convenient, permanent form.

Our New Department— "Cyphers Company Service:"

of immediate and far-reaching value, under the title "Cyphers Company Service." The next section of this catalogue explains in detail what the Cyphers Company Service is—on what basis the new department is conducted, and how all persons who wish to do so can obtain the full benefits.

The intention of this "Service"—first to last—is practically to insure the success of Cyphers Company customers—those who act on our advice. This is a big contract, yet we are undertaking it with our eyes open.

We have been working up to this position, step by step. It has been a cardinal idea of the Cyphers Company for years to help its customers actively. This is the substance—the real meaning of our "personal satisfaction" guarantee. That is one important reason for publishing annually these big, free catalogues—for filling their pages with valuable facts, ideas and suggestions. This was the primary idea also for publishing the Cyphers Company "Series of Practical Poultry Books" (see pages 176 to 179) tens of thousands of which have been sold. But Cyphers Company Service now is to mean a great deal more.

New Department Is Much Needed: This new department, "Cyphers Company Service," is much needed by earnest poultry workers, by our customers everywhere—and it cannot fail to contribute largely to the continued growth and success of Cyphers Incubator Company. We are in a position to know this better than any one else—and the history of the progress of our company proves it.

GEO. H. GILLIES,
SECRETARY,
Head of Publication and Advertising Departments.

Mr. Gillies has been with Cyphers Incubator Company seven years. Has been a poultry enthusiast from boyhood, breeding several varieties. Started "The Poultry Gazette" at Topeka, Kansas, fourteen years ago and made it the most successful Poultry Journal of its day published west of the Mississippi River. Did much in the Central-west to help promote Poultry Culture and interest men and women of social and financial standing in upbuilding the standard-bred poultry business. Helped secure annual appropriation from Kansas Legislature for poultry development and for seven years was a Director and Officer of Kansas State Poultry Association. Is a stockholder and director of the Cyphers Company.

And it was for the same reason—on the same broad grounds, that we have created a new department

CHAS. A. DAMON,

DIRECTOR,

Factory Manager and Mill
Superintendent.

Mr. Damon has been with Cyphers Incubator Company ten years. Held Chicago Agency for Cyphers Incubators, Brooders, etc. fourteen years ago. Has operated Incubators and Brooders sixteen years and made many experiments with them. Entered employ of the Cyphers Company in 1901 as manager of Chicago Branch House. November 1st, 1905, was called to Buffalo to take full charge of manufacturing. Numerous valuable improvements suggested or made by Mr. Damon have been incorporated from time to time in this Company's goods. Is a stockholder and member of the Board of Directors. Mr. Damon has full personal charge of the extensive manufacturing plants of our company at Buffalo, N. Y., and also superintends the operation of our Poultry Food Mill at Chicago, Ill. Buys all materials and personally supervises the construction of our entire line of goods.

- No. 1 HOUSE:—12 x 180 feet; fifteen breeding pens. Contains White Orpingtons.
- No. 2 HOUSE:—12 x 130 feet; eleven breeding pens. Contains White Orpingtons.
- No. 3 HOUSE:—8 x 180 feet; fifteen stock pens. Contains surplus birds, several varieties.
- No. 4 HOUSE:—15 x 130 feet; not divided into pens. Contains four hundred White Orpington females.
- No. 5 HOUSE:—12 x 130 feet; eleven breeding pens. Contains S. C. White Leghorns.
- No. 6 HOUSE:—12 x 130 feet; eleven breeding pens. Contains Barred Plymouth Rocks.
- No. 7 HOUSE:—12 x 130 feet; two pens 12 x 65. One pen contains White Plymouth Rocks, the other White Wyandottes.
- No. 8 HOUSE:—12 x 204 feet; two pens. Contains R. and S. C. Rhode Island Reds.
- No. 9 HOUSE:—12 x 204 feet; sixteen breeding pens. Contains Trap-nested White Rocks, White Wyandottes and S. C. Rhode Island Reds.
- No. 10 HOUSE:—20 x 287 feet; divided into four pens—a "unit laying house" for large egg farm. Contains 1,000 S. C. White Leghorns.
- No. 11 HOUSE:—10 x 160 feet; one pen. Contains Rhode Island Red females.
- No. 12 HOUSE:—15 x 200 feet; a stock house for surplus male birds and breeding pens. Separate pens for 450 male birds and 50 pens. Equipped with wash-room, drying room, hot and cold water, living room for attendant, etc. Part of building, 16 x 22 feet, two stories in height.
- No. 13 HOUSE:—15 x 450 feet; twenty-five breeding pens, adult ducks and seventy-five nursery and brooding pens for ducklings. Part of building, 15 x 30 feet, two stories in height.
- No. 14 HOUSE:—12 x 120 feet; contains Mammoth Incubator. Total Mammoth capacity on farm, 31,000 eggs. About twenty Standard machines also used from time to time.
- No. 15 HOUSE:—14 x 260 feet; brooder house for chicks; hot-water heated; contains twenty-three pens. Part of building 24 x 30, two stories and basement.

And these conditions and facts caused us to decide to establish the Cyphers Company Service department and to issue—at frequent intervals—Cyphers Company bulletins, leaflets, egg-record cards, incubation charts, etc., for free distribution to our valued customers, upon whose success—upon whose continued success, depends our continued success.

I shall be in personal charge of the Cyphers Company Service department—because I believe this is the most valuable work I can perform in the company's behalf and for the true benefit of its many thousands of customers. The most helpful ideas I have learned about poultry in twenty years of experience and travel are to be printed in attractive, convenient shape for the guidance and profit of Cyphers Company customers; the best methods worked out each season by customers themselves are to be collected and published for free circulation to all our customers, and the facts and details of the successful work that is being done each year, month by month, on Cyphers Company's \$50,000.00 experiment and demonstration poultry farm are to be supplied in printed form to our customers—at no cost to them.

An All-Purpose Poultry Plant:

We have said that the Cyphers Company Poultry Farm is the best equipped and largest all-purpose poultry plant in the world, private or public—and it is. On pages 136 and 137 of this book is to be found a bird's-eye picture of the fifty-acre farm, and numerous other pictures, made from photographs, are published herewith and in the poultry farm section, pages 130-141 inclusive. Perhaps even a better idea of the magnitude of this experiment and demonstration poultry plant can be conveyed by giving a list of the principle buildings, with their dimensions, as follows:—

CHAS. W. PRYOR,

TREASURER,

Head of Wholesale and Retail
Departments.

Mr. Pryor has held important positions with Cyphers Incubator Company during the last nine years. For several years he was Auditor and head of the Accounting Department. Later he was elected Treasurer. Two years ago he was placed in charge of the Wholesale and Retail Departments at the home offices. Mr. Pryor started keeping poultry and began the operation of Incubators and Brooders in order to qualify himself for his present position. Is a stockholder and director of the Company.

A PERSONAL MESSAGE FROM THE PRESIDENT OF CYPHERS COMPANY

- No. 16 HOUSE:—14 x 110 feet; brooder house for chicks; equipped with Adaptable Hovers; contains eleven pens.
- No. 17 HOUSE:—40 x 50 feet, two stories and basement. Main feed house; contains bins, chutes, pressure tank, etc.
- No. 18 HOUSE:—15 x 75 feet; fattening and killing house; contains fattening, killing, picking and shipping rooms.
- No. 19 HOUSE:—15 x 31 feet; carpenter and repair shop.
- No. 20 HOUSE:—16 x 40 feet, two stories and basement. Farm offices and sleeping rooms for help.
- No. 21 HOUSE:—16 x 16 feet; orchard colony; contains Barred Plymouth Rocks.
- Nos. 22 to 28 HOUSES:—10 x 16 feet; colony brooding houses for chicks; equipped with Adaptable Hovers.
- Nos. 29 to 198 HOUSES:—Colony Houses of different sizes used in fields for growing stock, also for surplus stock in fall and early winter.

Manager's residence and large stable are modernly equipped. Twenty-five of the fifty acres are planted to orchard—apple, plum, cherry and pear trees. Several buildings such as brooder houses, surplus stock house No. 16, killing house No. 18, etc., are heated by natural gas.

Free to Our Customers: To eliminate, as far as possible, the risk of loss or failure in the poultry business,—that is the main requirement, the most vital problem. First, the facts must be known, then correct methods must be worked out, then the right kind of tools must be supplied—and, above all, the right advice must be given.

Cyphers Company Service, as we now mean to have these words understood, embraces all this—all that the Cyphers Company has learned, has discovered, has bought and paid for—the combined results of fifteen years of work, study and investment, the most trustworthy data and best personal advice its officers and experienced heads of departments can supply. And this information and advice is to be furnished free of cost to Cyphers Company customers, not only in personal letters on any poultry subject or perplexity about which they need facts or help, but also in a more permanent form—in neatly printed, illustrated bulletins, leaflets, etc., that will be of even greater benefit to them.

MODEL COCKEREL HOUSE.

Interior view of one side of what probably is the largest and best arranged surplus cockerel house in existence. House is 16 x 190 ft. in size, has separate pens for coops for 450 single birds and larger coops for 50 separate breeding or exhibition pens—birds saved for breeding purposes and to sell. (No. 12 House).

AT THE POULTRY FARM.

Heads of Selling Departments, Branch Managers and Traveling Salesmen of Cyphers Incubator Company at the Company's Poultry Farm, August 26th, during progress of two weeks annual conference held at Home Office, Aug. 21—Sept. 2, 1911.

Not A "One Order" House:

Several years ago Cyphers Incubator Company placed this broad, personal guarantee back of its goods: "A pleased customer, or it is not a sale." The writer of these lines had the honor to inaugurate that method of doing business in the sale of incubators, brooders and poultry supplies—and the Cyphers Company goods have been brought up to the mark, article after article, year by year, until today any one who buys an article bearing the Cyphers Company trade mark can promptly return it if it is found not to be exactly as represented, or will not do the work claimed for it.

Ours is not—has not been, a "one order" concern. On the contrary, we sell to the same persons, to the same poultry men and women year after year—and to a good many we sell every month in the year. This means, Reader, that our goods simply must give personal satisfaction. Otherwise we could not keep on selling to the same customers. And our free printed matter is full of reports from pleased and benefited users of Cyphers Company manufactures, who tell in their own words, under recent dates—every letter signed—how long they have dealt with us and how well they have been treated.

Our goods must be right—if our business is to grow and prosper. Also our methods of doing business must satisfy persons who deal with us—either this or our customers soon would go elsewhere. Hence the policy, the well-known practice of this company to treat its patrons both fairly and liberally.

Men of Long Experience: On pages 6 and 7 are shown recent likenesses of heads of departments at our home offices, and on this page a portrait of the resident manager of Cyphers Company Poultry Farm—*every one* a stockholder in the company—and on pages 22, 24, 26, 28, 30 and 32 are to be found portraits of each branch manager. These men, with but one exception—Mr. Pryor—have bred poultry and sold poultry appliances and supplies practically all their lives. With one exception they have been with Cyphers Incubator Company *seven to twelve years*. They know its policy, its ambition, its goods, first to last—*through and through*.

They, too, are to contribute to work of the Cyphers Company Service department—at Buffalo and from the *vantage points* of our six branch cities. The *best* that these men know or can find out—all they know or are able to learn that will be of *value* to our customers is being made a part of the Cyphers Company Service—and the best poultry facts and advice this Service department can turn out in *personal* letters, in bulletins, booklets, etc., are placed *at your command*, as a customer of this company. And this advice, personal counsel and information by letter and in printed form *is free to you*, absolutely so.

Magnitude of Poultry Industry: With us the poultry business is a *life work*. For eighteen years we have had no other occupation—have done little else but *study* *closely* the different branches of this truly GREAT INDUSTRY—an industry which at the present time exceeds *every other* farm product in our broad land except corn, as an *annual source* of National Wealth and that is "second only to the corn crop in value."

During these years we have seen the poultry industry of this country *develop* in a wonderful manner. For example, in ten years we saw the *annual* production of poultry and eggs *increase* from a valuation of \$280,686,429 in 1900, as per the U. S. census report, to more than \$850,000,000 for *the year* which ended June 30, 1910. And at the present time the rate of increase *is greater than ever before*.

The U. S. census of 1900 gave the value of poultry and eggs at \$280,686,429.

In his ninth annual report, dated November 22, 1905, Hon. James Wilson, United States Secretary of Agriculture, said: "The farmer's hen is becoming a worthy companion to his cow. The annual production of eggs is now a score of billions, and they are becoming a substitute for high-priced meats. besides entering more generally into the every-day food of the people. *Poultry products have climbed to a place of more than half a billion dollars in value, so that the farmer's hen now competes with wheat for precedence.*"

December, 1909, in an address made by Secretary Wilson at a banquet given by the Washington, D. C. poultry association, *the speaker stated* that "the poultry and egg production of the United States in 1908 amounted to seven hundred million dollars and was *second only to the corn crop in value.*"

Still more *recently*—in 1911—Secretary Wilson, said: "We can hardly employ ordinary arithmetic in keeping track of the *growth* of the poultry industry. It has developed *more* rapidly within the last decade than *any other* of the big and wonderful agricultural industries of this big and wonderful country of ours."

CHAS. E. ADAIR,

Resident Manager, Cyphers Company Poultry Farm.

Mr. Adair has been with us eight years and is a stockholder of the Company. Has been a student of poultry culture and a successful breeder of standard fowls for twenty years. Had long experience as an inventor and manufacturer of poultry appliances. Resides on Cyphers Company fifty-acre Experiment and Demonstration Poultry Farm and is in personal charge of the plant. Is intensely interested in experimental work with chicks, ducklings and adult fowls. It was under his direction that the Cyphers Mammoth Incubator was designed and brought to its present high state of efficiency. Mr. Adair also designed and perfected the Cradle-back System of Brooding House Hovers for chicks and ducklings and has contributed valuable ideas for the improvement of several other important articles of this Company's manufacture.

New 450-Foot Duck Breeding and Brooding House Built on Cyphers Company Poultry Farm, Summer of 1911. (House No. 13.)

Reasons Plain— And there are good reasons for this growth—
Results Permanent: sound, economic, country-wide causes. Briefly, we refer to the higher prices of food products, especially meats of all kinds; to the rapid increase in population, more particularly in cities and villages; to the marvelous additions to the wealth of the country from many sources, including the large annual production of gold—and, last but by no means least, has been the adoption by the well-to-do millions of a higher standard of living.

Consumption of farm products is increasing more rapidly than production. The corners of the earth are being searched for more land to subdue—to reclaim, to cultivate. That is the meaning of irrigation—of the “model farms,” of agricultural college instruction, of experiment station work. More farm products is the ultimate aim of all these efforts now being made to direct people “back to the land”—to outdoor life, to personal independence, to better health, to greater happiness.

Meats can never again be as cheap as was the case twenty years ago. Then “choice cuts” could be bought at ten to twelve and one-half cents per pound. Today Chicago, Kansas City and Omaha packers are paying nine to ten cents per pound for beef cattle on the hoof. Hens in those days—two decades ago—sold at thirty to thirty-five cents apiece—plump yearlings that weighed six to seven pounds each. Now they bring two and three times as much in markets reaching from the Atlantic to the Pacific—from Canada to the Gulf.

We venture this prediction: That the prices of farm products will not again go back to the old low levels—not unless the whole civilized world is turned topsy-turvy by some unprecedented calamity.

There was a severe panic in 1907—a money crisis followed by four years of general business depression, the effects of which are still in evidence. But much to the surprise of most people, the prices of farm products held up—notwithstanding the well-known fact that the country was harvesting bumper crops.

Truth is, it was the high prices of farm products and the wide-spread prosperity—the solvency of the farming class throughout those four years that “saved the day” for many—for very many merchants and manufacturers, for general business.

It was “dollar wheat” and the continued high prices of corn, oats, hay, potatoes, beef, cattle, hogs, sheep, poultry, eggs, butter, cheese, etc., that kept the American farmer solidly on his feet—and right now, with “general business” quite dull in many lines, we have only to consult the daily market reports and note the prices of all kinds of farm products to read the story told plainly in dollars and cents.

Congestion in the cities, coupled with the equally plain fact that over-production in manufacturing is easy, is inevitable on account of the invention and use of labor-saving devices which multiply by hundreds and by thousands the rate of production—these well-known conditions are certain to send men and women of intellect, independence and resourcefulness back to the soil, because it will profit them to go, because they can make money there—and be happier.

Speaking in the large, we have described what is actually taking place—have told of conditions that now exist. And what we have said has a most important bearing on the poultry business—on this GREAT INDUSTRY OF THE COMMON PEOPLE, to the greatness and wonderful growth of which Secretary Wilson of the United States Department of Agriculture HAS CALLED THE ATTENTION OF THE PUBLIC REPEATEDLY AND EMPHATICALLY.

Yours, for genuine success and a still greater poultry industry,

Grand M. Burtis.

President and General Manager, Cyphers Incubator Company.
 Buffalo, N. Y., U. S. A., December 1, 1911.

HON. JOHN F. SHAFORTH.

Governor of Colorado, who on August 7, 1911, delivered an address of welcome at the opening of the thirty-sixth annual convention of the American Poultry Association, held in the Auditorium, Denver, Colorado, and made this statement: “Up to ten years ago only three per cent. of the poultry and eggs consumed in Colorado was produced in this state. Now twenty per cent of the poultry and eggs we consume is produced in this commonwealth. The increase in that time has been from \$300,000.00 worth per annum to \$3,600,000.00 worth—a tremendous increase.”

HON. JAS. WILSON.

Secretary of United States Department of Agriculture, who informed the public in 1905 that the value of the annual poultry products of this country was in competition with wheat for precedence and who, in 1908, three years later, notified the American public that the value of the poultry and eggs produced during the preceding fiscal year, as shown by the government figures at Washington, D. C., “Amounted to \$700,000,000 and was second only to the Corn Crop in value.”

Looked at from any angle, this is a business proposition. It involves buying, producing, selling—good management. And it's a business proposition whether the man or woman engaged in the work produces *one*

It is a matter of simple truth that Cyphers Incubators, Brooders and standard supplies will give you greater satisfaction, better and larger results, than any other equipment—than any other poultry tools you can buy and use. Our many thousands of customers know this to be the fact. Many of them bear witness in this catalogue—every report signed and dated—each one recent, and to the point.

CYPHERS POULTRY FARM "EGG FACTORY."

Common Sight in Leghorn Houses on Cyphers Company Poultry Farm During Spring and Summer of 1911. In Two Long Houses Without Division Pens There Were Not Enough Nests to Accommodate all the Layers at the height of the Laying Season and some of them used the Floor.

And back of every Cyphers Company customer now stands "Cyphers Company Service"—genuine, comprehensive, year around help to our patrons. Its purpose is to help you avoid the pitfalls—to solve your poultry raising problems. It provides valuable help, reliable data, money-making ideas—practical information, adapted to your special needs, whatever they may be in this field of endeavor.

Reduced to few words, it looks to your success for our success.

We now actually co-operate in detail and individually with every poultry raiser who is a Cyphers customer.

Our Cyphers Company Service department, in personal charge of Mr. Curtis, with a corps of able assistants, will gladly devote the time needed to start you going right and to keep you on the right track—to give you the benefit of their knowledge, of all the new ideas, the short cuts, the profit-making, money-saving plans we have developed and perfected on our own \$50,000.00 experiment and demonstration poultry farm, the best equipped and most complete establishment of the kind in the world, either private or public.

And we ask every Cyphers Company customer to remember that this "Service"—in the form of personal letters and numerous copyrighted bulletins, belongs to you as good measure, and we wish to have you avail yourself fully of its benefits. To our valued customers, old and new, small scale or large scale, it is free—absolutely so—and this is one of the reasons—a big reason, why your name, Reader, should be on our list of customers.

Please Read Carefully: The eight chapters published in this annual free Cyphers Company catalogue and poultry guide are fair examples of the kind of poultry help and advice—data and suggestions, that are to be found in more elaborate form—at greater length, in the Cyphers Company Service bulletins, everyone of which is free to our customers,

sent postpaid. Here are the titles of the eight chapters, with list of the pages on which they are to be found:—

CHAPTER	PAGES
I—How To Get Twice as Many Eggs From the Same Number of Hens..	112-113
II—The 200-Egg Per Year Hen—How to Produce Her.....	128-129
III—Large Sized Eggs In Demand As Well As Lots of Them.....	142-143
IV—Mating and Feeding of Fowls to Get Fertile Eggs.....	174-175
V—Selection and Care of Eggs for Successful Hatching.....	180-181
VI—Proper Care of Fowls and Chicks With Least Amount of Work.....	193-194
VII—How to Brood Chicks Properly at the Lowest Cost.....	216-217
VIII—Premium-Price Table Poultry and How to Produce it.....	238-239

These chapters are short, are condensed—unavoidably so. This book is a big one as it is—too big, almost—mainly on account of our line of goods being as complete as it is, including the detailed, illustrated descriptions—yet we have not been able to publish a hundredth part of the recent reports from customers that we should like to print. The reports herewith presented are merely samples of the thousands we have received. If more such reports are desired, drop us a postal card, asking for a set of our seasonable circulars—they contain hundreds of other similar reports.

The chapters herewith, short as they are, should be read, re-read—studied. For the earnest poultry keeper they contain facts and ideas of genuine, practical value—not fine-spun theories, nor broad generalities. They are part and parcel of the "Cyphers Company Service"—of the reliable advice and down-to-the-minute plans and methods that every poultry man and woman, no matter where located, should understand and put in use, in order to obtain larger profits on your investment of money, time and labor.

HATCHING CHICKS "BY WHOLESALE."

Picture shows part of a hatch of thirteen compartments of the Cyphers double-deck Mammoth Incubator on Cyphers Company's Poultry Farm, May, 1911—as much of the twenty-six compartment machine as the camera could take in, on account of narrow passageway. Chicks were White Rocks, White Wyandottes, White Leghorns and Barred Rocks. Last named were at end of row.

First Thirty-Two “Service” Bulletins:

successing set when issued, also a copy of *all bulletins* previously issued.

We are pleased to list herewith the *first thirty-two* Cyphers Company bulletins, giving them by *numbers* and *titles*, also dividing them into two volumes:—

VOLUME No. I

- BULLETIN No. 1—WINTER EGGS—HOW TO GET THEM.**—Early Pullets, Kept Steadily Growing. Good Hatching and Good Care. Price 15 cents.
- BULLETIN No. 2—DRY FEEDING BY THE HOPPER METHOD.**—A Great Gain. It Saves Labor, Improves Health, Gives Results. Price 25 cents.
- BULLETIN No. 3—SANITARY CONDITIONS FOR POULTRY—HOW MAINTAINED.**—Care For Cleanliness. Proper Ventilation. Fresh Air and Sunshine Essential. Price 15 cents.
- BULLETIN No. 4—BACK-YARD POULTRY KEEPING.**—Its Advantages and Limitations. Eggs and Poultry For the Family. Price 15 cents.
- BULLETIN No. 5—WOMEN'S BEST CHANCES IN POULTRY FIELD.**—Under Farm Life Conditions. Under Village Conditions. Under Special Limitations, Such as Other Business, Poor Health, Etc. Price 25 cents.
- BULLETIN No. 6—POULTRY EDUCATION AS RELATED TO WOMEN.**—Poultry Education Applied In Poultry Raising. Poultry Education Applied In Teaching. Poultry Education and Business Success. Price 15 cents.
- BULLETIN No. 7—CO-OPERATION FOR WOMEN IN POULTRY FIELD.**—The Home Unit. The Partner From Without. Women Standing Together. Far Reaching Benefits. Price 15 cents.
- BULLETIN No. 8—IMPORTANT DON'TS FOR BEGINNERS TO MEMORIZE.**—Dreams That Can't Come True. Start On Moderate Scale. How To Do It. Price 15 cents.
- BULLETIN No. 9—DRYNESS ESSENTIAL IN POULTRY HOUSES.**—How To Get It. Style of Floor. Curtain Front Types. Value of Sunshine. Price 15 cents.
- BULLETIN No. 10—COMMON-SENSE FEEDING OF FOWLS.**—“Judgment” As Important As Feed. A Grass Run Is Desirable. Green Food Essential. How Supplied. Price 15 cents.
- BULLETIN No. 11—BROODING OF CHICKS FOR RAPID GROWTH.**—Proper Quarters. The Right Temperature. Ventilation Essential. Importance of Cleanliness. Price 25 cents.
- BULLETIN No. 12—PROPER FEEDING OF LITTLE CHICKS.**—What Not To Do. Value of Exercise. How Induced. Green Food of Great Importance. Price 15 cents.
- BULLETIN No. 13—WHITE DIARRHOEA OF CHICKS.**—Causes, Prevention, Symptoms. Treatment, Remedies, Etc. Price 25 cents.
- BULLETIN No. 14—DEEP LITTER FEEDING OF CHICKS.**—How It Is Done. Great Labor Saver. Chicks Do Much Better. Comparative Tests. Price 25 cents.
- BULLETIN No. 15—DAY-OLD CHICK BRANCH OF INDUSTRY.**—Its Beginning. Its Growth. Of What It Consists At Present Time. Outlook and Possibilities. Price 15 cents.
- BULLETIN No. 16—CUSTOM HATCHING OF CHICKS AND DUCKINGS.**—Of What It Consists. Dates From Ancient Times. How It Is Done. Prices Charged. Profitable Methods. Price 15 cents.

VOLUME No. II

- BULLETIN No. 17—TRAP-NESTING TO INCREASE EGG PRODUCTION.**—Numerous Fowls In Average Flock Do Not Lay Enough Eggs To Pay a Profit. How Found Out and How Corrected. Price 25 cents.
- BULLETIN No. 18—LINE-BREEDING TO INCREASE EGG PRODUCTION.**—By This Natural Method The Egg Yield Of Average Flock Of Fowls Can Be Doubled. Advantages and Dangers of Line Breeding. Price 25 cents.
- BULLETIN No. 19—HANDLING OF INCUBATOR TO GET BEST RESULTS.**—Where To Locate. Use and Abuse. How To Clean and Preserve. First Aid To The Chicks. Price 15 cents.
- BULLETIN No. 20—BROODING THE NEWLY HATCHED CHICKS.**—Safe Locations. What To Do and What Not To Do. Proper Handling During First Three Weeks. Price 15 cents.
- BULLETIN No. 21—COMMON DISEASES OF FOWLS AND CHICKS.**—Symptoms. Causes. Prevention. Treatment. Home and Commercial Remedies. Price 25 cents.
- BULLETIN No. 22—EGGS AND POULTRY FOR DAILY MARKET.**—Small Egg Plants. Egg Farming. Profitable Production of Squab Broilers, Broilers, Roasters and Capons. Price 25 cents.
- BULLETIN No. 23—POULTRY RAISING FOR PROFIT ON THE FARM.**—Natural Place to Raise Poultry. Farmers Great Opportunity. Poultry the Best Paying Farm Stock. Price 15 cents.
- BULLETIN No. 24—POULTRY HOUSES—THEIR PROPER CONSTRUCTION.**—Fresh Air and Sunshine Most Essential. Prevention of Drafts. Dry Floor and Litter. Price 25 cents.
- BULLETIN No. 25—COMMON POULTRY PESTS. LICE, MITES, ETC.**—Their Harmful Effects. Whence They Come. How Destroyed. Means of Prevention. Price 15 cents.
- BULLETIN No. 26—CRATE FATTENING OF FOWLS.**—How It Is Done. The Advantages. What To Feed. Kinds of Stock To Fatten. Price 25 cents.
- BULLETIN No. 27—PRIVATE EGG TRADE—WHAT IT DEMANDS.**—How Established. Best Forms For Producer. Its Advantages and Disadvantages. Price 25 cents.
- BULLETIN No. 28—KEEPING THE EGG YIELD UP IN SUMMER.**—All-Year-Round Supply Much Desired. What Can Be Accomplished. Present Conditions. Price 15 cents.
- BULLETIN No. 29—BEST MARKETS FOR POULTRY AND EGGS.**—Prompt Marketing Very Desirable. Prices Governed By Quality of Product. Quantity Comes Next. Business Expansion. Price 15 cents.
- BULLETIN No. 30—WHERE TO START IN THE POULTRY BUSINESS.**—Convenience of Marketing Highly Important. Advantages and Disadvantages in Family Trade. Crating and Marketing. Price 15 cents.
- BULLETIN No. 31—COMMON MISTAKES IN POULTRY KEEPING.**—Breeding From Immature or Debilitated Stock. Poorly Planned, Ill Ventilated Houses. Feeding an Unbalanced Ration. Lack of Exercise. Price 25 cents.
- BULLETIN No. 32—COMBINING POULTRY AND FRUIT GROWING.**—Best Side Lines to Combine With Poultry Keeping. Questions of Ground Space and Location. Value of Grass Range and Natural Shade. Price 25 cents.

THESE BULLETINS, and others that are to be published by us, covering the entire poultry subject on practical lines, *are free*, postage paid, to men and women *everywhere* who have bought goods of our manufacture within a period of *two years*, dating from January 1, 1912, either *direct* from Buffalo or from our branch stores located in New York City, Boston, Chicago, Kansas City, Oakland or London, England—or from *any agent* of ours in the United States or a foreign country.

All persons who write to us for our annual catalogue or other free printed matter are treated as "inquirers" and their names are carded in our "inquiry" files. When an inquirer buys goods of us his or her inquiry card is transferred to our "customer" files. The free Cyphers Company Service bulletins are to be mailed by us to every name and address in the "customer" files.

In other words, our customers will not need to go to the trouble of writing in to us from time to time, asking for this, that or the other bulletin—they are to be mailed regularly to you as issued. In future, customers who buy in person at our retail stores or in our Buffalo display and sales room are to be asked to give the salesman their names and addresses so that the bulletins can be mailed to them. And we wish to receive the names and addresses of all purchasers and users of goods of our manufacture who buy of our agents, domestic and foreign, so that these customers also will be in a position to receive the bulletins regularly—without having to write us for them.

Are of General, Practical Value:

The "Cyphers Company Service" bulletins are $7\frac{1}{2} \times 10$ inches in size—same as this page—and have holes punched in the back margin so that they can be preserved conveniently. To each customer, with his or her first set or sets of bulletins, we furnish free of charge a durable fiber paper binder (see illustration herewith) that will hold sixteen to thirty-two bulletins. Each later set of bulletins, as received, can be placed in the binder by untying the cord, inserting both ends of the cord in the holes in the back margin of each bulletin, then replacing all the bulletins in the binder and retying the cord in its proper place.

Furthermore, the pages of the bulletins are numbered consecutively and as often as the bulletins fill a binder, we shall add an index to the back pages of the last bulletin, giving the contents of all bulletins in the

binder, thus producing a loosely bound book, with durable cover and a detailed table of contents, ready for easy reference.

As may be judged by the titles of the first thirty-two bulletins here listed, the contents deal with the essentials of success—they treat of questions of vital importance and daily value to every earnest poultry man and woman who is aiming to make

out of poultry raising all there is in it—whether you are operating on a small scale or on a large scale.

"A hen is a hen" the world around, broadly speaking—and it is on this fact that our bulletin service is based. What to do and how to do it, in planning and working to make THE LARGEST PROFIT PER HEN KEPT OR PER BIRD MARKETED—that is the object, that is the theory and aim of these free bulletins. Also—what not to do—this equally important ground is covered with much care, aided by long experience and wide observation.

TO POINT THE WAY—to help our customers save money in their poultry work and to make larger profits, so they will increase their plants and output—that is the mission of these bulletins. And if, for example, we can enable our customers to raise to market age or to maturity one-tenth, one-fourth, or perhaps fifty per cent. more chicks or ducklings than they otherwise would, then we are confident that the demand for goods of our manufacture will increase in about the same proportion. Hence our strong desire to have the bulletins prove to be worth tens and hundreds of dollars to every poultryman and woman who is to read them and personally profit by the information and advice they contain.

"Samples" Are Free To All:

ANY READER of this catalogue can send a letter or postcard for one, two or three sample "Cyphers Company Service" bulletins, selected from Volume I of the list published herewith—and we ask you, Reader, to do this. It will be a favor to us and you will be well repaid for the trouble. We desire to have you know just what these bulletins are—of what value they are to poultry raisers, to all persons who are interested in poultry keeping for profit.

It is impractical for us to mail all the "Cyphers Company Service" bulletins to every person who is to receive a copy of this catalogue, two hundred thousand (200,000) copies of which are being printed—but we would like to have every reader of these lines send for two or three sample bulletins, the ones you judge by the titles will be of the most interest and help to you. We are asking you to do this because we believe these sample bulletins will convince you that your name should be on our list of customers.

Going a step farther, we have put a selling price on each bulletin, so that persons who want several of them, or perhaps the entire lot—also others that are to follow—but who are not Cyphers Company customers, can buy those they want, doing so at nominal cost. If less than eight bulletins are wanted by persons who are not customers, the prices given are not subject to reduction, except that every reader of this catalogue is entitled to three sample bulletins (your choice from Volume I) without charge. For more than eight bulletins and less than sixteen, deduct 25 per cent.—one-fourth the total list price of the bulletins selected. For the entire thirty-two on one order deduct 50 per cent.—one-half the total list price.

BINDER FOR BULLETINS.

Will hold thirty-two Bulletins, preserving them and preventing loss. Can be hung up by the cord out of harm's way.

\$1,000.00 OFFERED IN CASH PRIZES

As part of the work of the "Cyphers Company Service" department we have withheld \$1,000.00 of our advertising appropriation for the season of 1911-1912 and we are going to distribute this sum December, 1912, to the eighty-three persons—men and women—who write us, in their own words, the best and most helpful reports of their individual successes in raising poultry for profit by improving their personal opportunities, by taking advantage of local, home conditions.

By the "best, most helpful," we mean reports of actual work done, of favorable results achieved, of profits made, on either a small or large scale—reports which, in the careful judgment of Mr. Curtis, as head of the "Cyphers Company Service" department, will be of the greatest value and personal benefit to the largest number of Cyphers Company customers.

This competition is not to be a matter of big hatches or of extra good luck in brooding the chicks. We want these reports to cover, in a plain, matter-of-fact-way just what is done—all that is done in making a success of your season's poultry work.

Where you live—in city, village or country.

How much land is used for the fowls, old and young.

The kind of building or buildings used.

How many breeders or layers are kept.

What you fed—and in what way.

How well your hens laid and what you did specialty—if anything—to increase the egg yield.

The number of chicks or ducklings (or both) that were hatched and how many you succeeded in raising to market age or maturity.

How hatched and how raised, whether by hens or by artificial means.

If chicks or ducklings were hatched by use of incubators, where did you operate the incubator or incubators and what per cent. of the eggs proved fertile and what per cent. of the fertile eggs produced good sized, healthy chicks or ducklings?

If chicks or ducklings were raised by the use of brooders, where did you locate the brooders and what percentage of the total number of chicks or ducklings entrusted to the brooders were you able to raise past the brooder age?

What did you feed the chicks or ducklings at different periods—how did you feed, how often, etc.?

How did you dispose of your product—or the part of it that you sold?

If you sold eggs, were they marketed locally by you or were they shipped away?

\$1,000 in Cash Prizes—Competition Open to the World.

What portion of the eggs sold were market eggs and what portion were sold for hatching purposes?

About what amount of eggs and what number of fowls did you use for home consumption?

How many head of live or dressed fowls raised by you did you sell during the season, or year, and was this stock marketed locally by you or was it shipped away?

If fowls were sold for breeding purposes or as exhibition stock, so state, giving any particulars of general interest.

Give as near as you can—the nearer the better—your total expenses for the care and feeding of your fowls, old and young combined, also the cost of marketing the eggs and poultry sold during the period covered by report.

Include a statement of your total disbursements and receipts for the period—itemized form preferred—thus aiming to show your profit or loss on the season's operations.

Report the number of fowls you started with at the beginning of period covered by the report, with estimated value, and report number of fowls on hand at close of period, with estimated value.

State wherein you failed to do as well as you had hoped for, in any branch or feature of the work, giving your ideas of why this was so and telling how you believe you can do better the next season.

Describe any favorite device you used in your poultry work and explain any favorite method tested by you to good advantage—devices, methods or ideas that you believe will help and benefit other poultrymen.

It is not expected that any one report will cover all these points. We have merely outlined the character of the reports wanted. HOW WELL were you able to do—and how did you do it? This is what we desire to know—this is information which cannot fail to be of great practical help to thousands of our customers. For this information we are willing to pay \$1,000.00 in cash.

REPORTS OF

SUCCESSFUL POULTRY GROWERS

\$1,000.00

ANNUAL PRIZE CONTEST

1912-1913 EDITION

"CYPHERS COMPANY SERVICE" DEPARTMENT

Published and Copyrighted by
CYPHERS INCUBATOR COMPANY
BUFFALO, N.Y., U.S.A.

BOOK OF PRIZE REPORTS.

Contents are to cost us \$1,000 in cash. Free copy to be mailed to every 1912-1913 Cyphers Company customer.

Prize Reports To Be Published:

And these reports are to be published in booklet form for free distribution to Cyphers Company customers as part of the Cyphers Company free bulletin service. The contents of this booklet—the reports themselves—are to cost us \$1,000 in cash, and a copy of this booklet will be sent free to every customer who buys goods of us direct or from any Cyphers Company agent during the years 1912 and 1913.

The \$1,000.00 is to be distributed in eighty-three cash prizes as follows:

		TOTAL
First prize	\$200.00	\$200.00
Second prize	100.00	100.00
Third prize	50.00	50.00
Ten prizes, each	20.00	200.00
Twenty prizes, each	10.00	200.00
Fifty prizes, each	5.00	250.00
Grand Total,	\$1,000.00	

Competition for these eighty-three cash prizes is open to the world, whether you use any of our goods or not. There are no strings tied to this offer—none whatever, except as to the distribution of the booklets. A free copy of the booklet will be mailed to every person who enters the competition and sends us his or her report—also to every Cyphers Company customer, as before stated. Reports that do not win prizes, but that are used in the booklet will be paid for by us. Other reports will be returned to the senders, on request.

The practical value of this booklet should be great indeed—and we propose to get out one like it every year. These reports are to represent actual achievement under widely varying conditions, in all parts of the world—successes won by men and women by their own personal efforts.

LATEST IMPORTATION OF WHITE ORPINGTONS.

In October, 1911, Cyphers Incubator Company received from England in the coops shown in this picture (made from photograph) 600 fine White Orpingtons, 500 yearling hens and early-hatched pullets and 100 choice males. This was our second importation. In November, 1910, we received 200 hens and well-matured pullets and 40 early-hatched cockerels. These birds—both lots—were bought for Cyphers Company Poultry Farm by the manager of our European branch house, 121-125 Finsbury Pavement, London, England.

How to make money by keeping and raising poultry—in the production of poultry and eggs for market and the home table, for breeding and exhibition purposes—that is the question.

Near every city and village in this country there are excellent opportunities to make money keeping poultry. Only a limited number of these opportunities are being improved. The great majority are not. And the reason is because men and women who would like to do the work and make the money are not posted—do not know how.

To get at the local facts, to learn more about these opportunities, and to tell our thousands of customers how to improve them—just what to do in order to make money by taking advantage of local, home conditions, that is the object of this competition.

The entire eighty-three reports that win the cash prizes are to be published in the booklet for free distribution to all contestants and to every 1912-1913 Cyphers Company customer—therefore the persons most interested will have the chance to judge for themselves whether or not the prizes have been fairly awarded.

Furthermore, each contestant is to get the full benefit of the ideas, methods, suggestions, and story of success of the other contestants. The contents alone of this Prize Report Booklet are to cost us \$1,000.00, but we shall have a booklet of far-reaching interest and great practical value.

The selling price of this booklet to non-customers will be \$1.00 per copy, postpaid to any address, domestic or foreign.

Yours for progress,
CYPHERS INCUBATOR CO.
Buffalo, N. Y., U. S. A.,
December 1, 1911.

IMPORTED WHITE ORPINGTONS.

In this house on Cyphers Company Poultry Farm at the time the photograph was taken there were 350 White Orpingtons—part of the shipment of 600 imported from two foremost breeders of England, Fall of 1911. The exceptional size and vigor of these birds can be seen readily by a close examination of those shown in the foreground of this picture.

CYPHERS COMPANY FACTORY

FACILITIES

AND HOW WE TURN OUT STRICTLY STANDARD GOODS

EVERY one of the factory foremen whose portraits are shown on this page has been in the employ of Cyphers Company *twelve or more years*.

And this *means something*—means something to you, Reader, if you become a customer of ours and use goods of our manufacture.

It means that *experienced mechanics*—old hands at the work, are *on guard* in each important department of our factory to *make sure* that every article is put through, is assembled, finished, tested and prepared for safe shipment *the way it should be*.

Benjamin F. Jones, head of the Flat Metal Department, has held this*responsible position with Cyphers Incubator Company more than *fifteen years*.

Cord Barnum, foreman of the Machine and Electrical Departments also has been with us more than *fifteen years*.

Frank Smalt, foreman of the Cutting-up (Wood-working) Department has been in this same department more than *fourteen years*.

Joseph B. Engel, foreman of the Assembling Department, has been with us *thirteen years*.

Joseph Smith, foreman of the Finishing Department, has been in our employ *twelve years*.

Not only is it *necessary* that dependable incubators and trustworthy brooders shall be designed on *right* lines, shall embody *correct* principles—they must also be *well built*, must be **MECHANICALLY PERFECT**, provided they are to do the important work required of them and enable the operator to obtain *best results*.

That is why we *value highly* the ability and skill of our factory foremen—and we are proud of the fact that

they have continued with us *all these years*. This company makes it worth while for its best workers to *remain in its employ*. With us it is a well-established principle to retain the services of the men in all departments who prove to be *competent* and *reliable*. This practice has *meant much* to us—and it has meant *still more* to our thousands of customers year after year.

Part of the Poultry Industry:

Probably very few readers of this catalogue *realize* what a big institution the Cyphers Incubator Company's factory is. And the size of this company's manufacturing plant at Buffalo and its \$140,000.00 poultry food and alfalfa mill at Chicago (for picture of new poultry food mill see page 114) the *mere size* of these establishments is a BIG FACT in the present *magnitude* of the Poultry Industry of America.

It is *because* of the personal and financial interest of every Cyphers Company customer in the *goods turned out by our factory* that we are going to devote four or five pages of this annual catalogue to publishing a few pictures and relating a *few facts*, illustrating and describing the importance and value of this part of our all-round "Service" *in your behalf*.

FIVE FACTORY FOREMEN WHO HAVE BEEN WITH CYPHERS COMPANY CONTINUOUSLY
FOR PERIODS OF FROM TWELVE TO FIFTEEN YEARS.

The limited number of factory pictures shown herewith—machines, dies, etc.—are merely suggestive. For groups of pictures showing men at work (pictures made from photographs) see pages 36, 38 and 40. In looking at these sample pictures you will need to imagine an establishment that last season manufactured complete Standard Cyphers Incubators at the rate of more than 5,000 in the twenty-six work days of the month; that during the same twenty-six days turned out 5,627 brooding devices, also 3,352 other separate and complete poultry appliances, each one finished and ready for sale—ready for shipment. To do this required a small army of men. For example, March 15, 1911, there were 551 persons on the payroll.

Please note the interesting picture in the center of page 36. This illustration was made from a photograph taken beside the Erie Canal at a point just back of our factory and lumber yards. Season after season we buy our white pine lumber in the Northwest, direct from the forest mills and bring it to Buffalo by the cargo—a shipload and sometimes two shiploads in one order. By this means we are able to buy lumber at as low prices as the large wholesale lumber dealers can buy it—and this also means something to our customers.

It will be news even to our old-time friends to learn that Cyphers Incubator Company has designed,

LARGE SIZE MACHINISTS LATHE.

Used in Machine Shop for making Dies, Patterns, Tools, Parts for Special Machinery, Etc.

constructed and erected a good portion of its own special machinery—both wood-working and metal-working machines. We make most of our own steel dies and all of the brass patterns that are used in molding castings by the tens and hundreds of thousands. See pictures herewith made from photographs showing lathes, giant draw-press, stamping machines, steel dies, gang patterns for making castings in duplicate, etc., etc.

"In duplicate"—that is the idea! Everything true and correct to the fraction of an inch in the steel dies and patterns—then every metal piece cut, stamped and fashioned in exact counterpart of every other piece or article that is meant to be just like it.

It took years of hard work—of study, experimenting and observation to design and perfect the Cyphers Company line of incubators, brooders, self-regulating hovers, etc., and it took almost as long to complete the mechanical arrangements that now enable us to manufacture these goods in a satisfactory manner—expertly, durably, every article exactly like its mates. In numerous cases the tools and machines with which to do this work and do it right had to be invented, as well as the goods themselves.

Number of Parts

In No. 3 Incubator: many of our readers would guess that there are 372 separate and distinct pieces in a complete No. 3 Standard Cyphers lamp-heated incubator. Probably not one person in five hundred. Yet such is the case, and every separate piece must be on hand in many, many duplicates before a "shop order" can be put through our factory for 600, 800, 1,000 or 1,200 incubators of any one of the four sizes "at a run."

STEEL "FORM" OR GLUE PRESS.

In Presses like this all Panels for Standard Cyphers Incubators are Drawn into Proper Shape and Held Until the Glue "sets" or hardens.

CYPHERS COMPANY FACTORY FACILITIES

SAMPLES OF BIG STEEL DIES.

Used with Giant Draw Press shown below. Several of these large Steel Dies weigh 300 pounds apiece.

Not only are the metal parts of Cyphers Incubators and Brooders made in duplicate, with painstaking care and precision, but every practical, mechanical device known to the wood-working trades is employed by us to make sure that all-wooden parts of these "standardized" and standard-built incubators and brooders are just right—will exactly fit in the places where they belong—can be "assembled" in a way that will produce a perfect, finished article.

Fact is, these wooden parts are so made and so handled that they cannot be put together wrong—not even if a new or careless workman were to try to do it. For example, note the picture on page 18, showing one of the heavy and substantial steel frames used for "forming" incubator panels—the panels that make up the top, back and ends of a Standard Cyphers.

First, the boards are ripped and dressed, then tongued and grooved, then cut to right lengths, then tenoned—after which they are put together in panel form.

After the center pieces are put in place and just before the tenons are inserted in the corresponding mortise, the tenons and grooves are treated with glue. Then before the glue hardens or "sets," each panel is placed in a steel form, like the one shown on page 18, and strong leverage power is brought to bear to press it into position—into the exact shape of the thousands of other panels of the same size.

Later each panel is put through the sand-papering and finishing machines and comes out a perfect duplicate, ready to be assembled as part of any one of 600 to 1,200 incubators of the same size that are put through the factory on the same "shop order."

Built in Forms All Built Alike:

Every incubator and every brooder that is turned out of the Cyphers Company Factory is cut to exact lengths, is built in forms and is handled in such manner that it would be impossible to find one of these articles that was not correctly put together. The parts simply have to be right—otherwise the workmen who do the forming and assembling could not put them together—could not build them up into incubators and

brooders, no matter how hard they might try, unless they were to use hand tools to cut and fit them—which of course is out of the question in a big factory where the men work in "teams," each man and each team doing some separate part of the work and being under the necessity of doing that part on schedule time so that there shall be no stoppage in the line of goods going through—no piling up that would mean serious delay and at once attract the attention of the foreman of the department.

For example, turn to page 108 of this book and read of the work done by a No. 2 Standard Cyphers incubator which Frank Vernum of Altoona, Kansas, bought of our Kansas City Branch—we do not know when. With this machine Mr. Vernum hatched 100 per cent. and 99.1 per cent. of the fertile eggs entrusted to it, obtaining 478 chicks from 480 eggs, and as a result he won first prize in the annual hatching contest conducted by the Missouri Valley Farmer, an Arthur Capper paper, published at Topeka, Kansas, that has a circulation of 325,000 copies per month.

It is not known to us when Mr. Vernum bought this incubator—we have not asked him and do not care. We do not know whether the machine used by Mr. Vernum in this contest was made by us last season

GIANT DRAW PRESS.

Has power of 75 to 100 tons and is capable of drawing pans 24 inches in diameter and 12 inches deep. Used for Seamless Lamp Bowls, Hover Radiators, etc.

Photographic Views of Home Offices, Buffalo, N. Y.
 1—President and General Manager. 2—Vice-President and Sales Manager. 3—General Office.
 4—Secretary and Publication Department. 5—Factory Manager.

CYPHERS COMPANY FACTORY FACILITIES

GANGS OF METAL PATTERNS.

Showing a few of the "Gated" Metal Patterns used in the foundry for Molding Castings for Cyphers Incubators, Brooders, Hovers, Etc.

or the year before, or five or six years ago—and it makes no difference to *any one*. No one knew at the time that *particular machine* went through our factory and was placed in our warehouse, whether it would be shipped westward from Buffalo to become the property of Mr. Vernum, or would be shipped eastward to Europe or to South Africa—or be sent down to the Connecticut Agricultural College, Storrs, Conn., for use in hatching wild partridge eggs at the rate of *fifty partridges from fifty-one fertile eggs*—see Professor F. H. Stoneburn's report, page 82.

Exactly As Represented:

Mr. Vernum's No. 2 machine was—and is—*exactly like* several hundred others that were put through our factory at the same time, on the same "shop order"—and it is for *such reasons* that our company is in a position to GUARANTEE each and every Standard Cyphers Incubator to be *exactly as represented* in our printed matter and to do *the work claimed for it*.

Each and every Standard Cyphers Incubator is separately tested as to *automatic regulation*, before it is crated for shipment and an expert engineer, in the employ of the Underwriters' Laboratories, an institution conducted by the National Board of Fire Underwriters, *also* separately inspects every incubator

and brooder manufactured by us and *authorizes* the placing thereon of an *official brass label*, in conformity with the rigid "Rules and Requirements" of the associated fire insurance companies doing business in the United States and Canada.

For full particulars about the *fire-proof and insurable qualities* of Standard Cyphers Incubators and Brooders—oil-heated, gas-heated, electric-heated and coal-heated—see pages 50, 51 and 52 of this catalogue.

As a rule interested persons who visit our factory and are shown through the various departments, are *truly amazed* at the magnitude of the plant, at the high class of materials used, at the large amount of special machinery employed and at the *great pains* we take in having every article *just right* for the work for which it is intended.

Yet all this equipment *is required*—plus long experience and *skilled labor*, in turning out such articles as regulating devices and water thermostats that can be relied on to control the temperature *within a fraction of a degree*. The secret of the success of Cyphers Incubators as the "world's standard hatching machines" is to be found *not alone* in the patented principles embodied in their construction, *but also in the high-class materials and superior workmanship that invariably are put into them*.

Respectfully yours,

CYPHERS INCUBATOR COMPANY,
Buffalo N. Y., U. S. A., December 1, 1911.

ROW OF STAMPING PRESSES.

Line of Ten Stamping Presses in Flat Metal Department on which are stamped out by the use of steel dies, the hundreds of thousands of metal parts required in the manufacture of Cyphers Incubators, Brooders, Hovers and other "Standardized" Poultry Appliances.

New York City Branch House, Cyphers Incubator Company.
23 Barclay Street. W. E. French, Manager.

STANDARD CYPHERS INCUBATORS

FIRE-PROOFED AND INSURABLE

Guaranteed Best Hatchers of Largest Percentages of Strong, Vigorous, Healthy Chicks. Incubators vs. Hens. Success on First Trials. Every Machine Warranted.

POULTRY RAISING FOR PROFIT is no longer a "pin money" affair. Today it exists in one of three forms—as an *important branch* of farm work, or as a *regular business*, or as a money-making *side line* for the villager, the suburbanite or city dweller.

In whichever class you may be, reader, we claim that you should "mean business"—that you ought to have the *right kind of tools* with which to do your work.

Buying an incubator is different from buying *any other article in common use*. A farm wagon, a piece of household furniture or a jack knife, if of "cheap" make and inferior quality may *answer the purpose* for awhile and should last some time, but with an incubator (or a brooder) it is *different*—decidedly so.

And the reasons are plain. An incubator deals with the life principle! It must be relied on to do the delicate work of producing a *living organism*—a complete chick or duckling in perfect health, with all the vitality Nature requires.

This matter of "vitality" in chicks is of the *very highest* importance. Here lies the Secret of Success, or a *hidden rock* upon which an otherwise well planned poultry venture will meet failure and heavy losses.

It is not alone the question of "how many" chicks, but also of *HOW GOOD*—of how *strong, vigorous and healthy* they are—how *well hatched*.

The hen knows how to produce the right kind of chicks. Nature has taken care of this—but it is the regrettable truth that *vast numbers* of incubator chicks are hatched every season which stand *no show whatever* of living to market age, on account of the flimsy, ill-constructed "boxes" in which they are "coaxed" into life. An incubator, to do its work right, must meet all of Nature's requirements—it must not stop *half way*.

We could easily *fill this catalogue* with reports from pleased and satisfied Cyphers Company customers, treating on *this one point* alone—of the ease with which they are able to hatch large percentages of *big, vitally strong and perfectly healthy* chicks and

ducklings in the Standard Cyphers, but must be content with a few sample opinions from *well-known sources*, as follows:—

Wm. P. Brooks, Professor of Agriculture, Massachusetts Agricultural College, Amherst.—"We find that your incubators give *better hatches* than any others we have ever tried. We secure good percentages of *strong, healthy chicks* from the fertile eggs. One point in particular I desire to call attention to: Your incubator is simple and easy to operate. Beginners have repeatedly secured excellent hatches with your machines."—June 18, 1907.

Horace Atwood, Assistant Agriculturist, W. Va. Agricultural Experiment Station, Morgantown.—"In most of my experimental work during several years I have used the Cyphers Incubators on account of the *uniformly good hatches* which I have been able to obtain with them. They are easily regulated, *run like clock work*, the loss of moisture from the eggs *approximates very closely* that found under natural conditions and the chicks *hatched are strong and vigorous*."—Sept. 20, 1910.

F. S. Keith, Easton, Mass.—"On the basis of long experience I honestly believe that the Cyphers Incubators are the best machines made for hatching *both ducks and chicks*. I am now using thirty-three large-sized Cyphers, and this last season I had many 300-chick hatches, some of these hatches reaching 320 good, strong, healthy chicks. With duck eggs I often obtain 200 to 230 *ducklings* from 300 eggs." Have used Cyphers Incubators for thirteen years."—December 8, 1911.

Geo. P. Hadley, Supt., The Manse Farm, Dennis, Mass.—"We have in our cellar twelve No. 3 Standard Cyphers Incubators which have proved *satisfactory in every way* in hatching duck eggs. I find that with half a chance they will hatch every egg that ought to hatch and the ducklings are *big, fluffy fellows that live and grow rapidly*."—Sept. 16, 1909.

A. G. Gilbert, Poultry Instructor, Central Experimental Farm, Department of Agriculture, Ottawa, Canada.—"Give the Standard Cyphers Incubator eggs with germs of the required strength, and it will *certainly*—when run as per directions—*hatch out every chicken worth a penny to you*."—Sept. 25, 1909.

"SURE TO HATCH EVERY
HATCHABLE EGG."

Photographic picture sent to us by Albert Downing, South Hampton, N. H., who says, under date September 15, 1911: "Last January we purchased one No. 1 and two No. 2 Cyphers Incubators. *Have found them sure to hatch every hatchable egg*. By comparative tests with incubators and hens, the Cyphers Incubators hatched about five per cent. more than the hens, while the chicks were equally strong and vigorous, and had rapid growth."

Boston Branch House, Cyphers Incubator Company.
12-14 Canal Street. George C. Prouty, Manager.

STANDARD CYPHERS INCUBATORS—THE WORK THEY DO

W. R. Sprengle, Manager Mentzer Duck Farm, Waynesboro, Pa.—"Up to August 1 I hatched 19,525 ducks in your machines. This excellent hatching is not all of it by any means, for I find that your machines hatch ducks that live—big, strong ones; not little puny ducks like some incubators hatch."—August 3, 1908.

J. L. Jefferson, White Rock Specialist, Des Plaines, Ill.—"Have used Cyphers Incubators continuously for the past eleven years and have as yet to find a better machine. Your incubator not only hatches well, but, what is still more of importance, the chicks live. Have raised something over 90 per cent. of the chicks. This year I broke the record by raising over 98 per cent. This shows what well hatched will do, because a well hatched chick is half raised."—October 20, 1909.

U. R. Fishel, White Rock Specialist, Hope, Ind.—"We hatched and reared something like four thousand birds last season by the use of Cyphers Incubators and Brooders, and never before had as strong chicks as we have this year. Our personal experience with your Incubators and Brooders is absolute proof, reaching back through a period of ten years, that by the use of Cyphers Incubators and Brooders as fine fowls can be produced year after year as by the hen method—and at very much less expense."—December 22, 1911.

Many more similar reports—equally favorable—will be found in the back pages of this book.

AN INCUBATOR'S SEVEREST TEST

The severest test of a strictly first-class, *dependable* incubator is the success had with it by poultry breeders whose business is to produce standard fowls of the highest exhibition quality—the *blue-ribbon winners* at the hundreds of winter poultry shows and fall fairs held every season. If an incubator will turn out, *year after year*, the kind of chickens these breeders of *prize stock* have to produce—big, large-boned, deep-breasted, up-in-weight specimens, in *perfect health* and condition, we may be very sure that *here we have* a "hatching machine" of the right construction and highest *practical* value. It simply could not be otherwise.

We therefore ask you, reader, to turn to the section of our catalogue headed "Foremost American Poultry Breeders" and read what the best-known and *most successful* men in this branch of the industry have to say, under *recent dates*, about the *kind of chicks* they are able to hatch *right along*, season after season, in Cyphers Incubators. We believe that their reports will prove to be a revelation to you.

Here are a few examples:

Wm. McNeill, London, Can., Exhibitor of International Reputation.—"I showed twenty-eight birds at Boston last winter, all hatched in your machines. They won twenty-eight first prizes and all specials offered on their varieties. I can highly recommend your machines to any one who wants to have large, strong chicks."—August 6, 1908.

Edgar A. Welmar, Lebanon, Pa., Capitalist and Poultry Fancier.—"Your machines produce better results and hatch stronger chicks, with less care, than any other machine I ever operated. In our past twenty-four years in the poultry business we have never before hatched such a large number of strong chicks. We give your machines credit for this, as we use them entirely. I have won about three hundred prizes at the Madison Square Garden, New York City, America's foremost poultry show, on birds hatched in your machines."—October 24, 1909.

Ernest Kellerstrass, Proprietor Kellerstrass Farm, Kansas City Mo.—"Ninety-two per cent. of the 222 White Orpington hens from which I sold, during the spring of 1910, 4,344 eggs at \$2.00 per egg, or for \$8,688, were hatched in Cyphers Incubators. My four premier hens and the Crystal King cockerel, from which I sold eggs last spring at \$10.00 each, were hatched in Cyphers Incubators—every one of them. The five White Orpingtons that I sold to Madame Paderewski for \$7,500 also were hatched in your machines. We use no other make of incubator on my farm and we cannot afford to waste the time of hens acting as sitters and brooding mothers; therefore every chicken hatched on Kellerstrass Farm is hatched in Cyphers Incubators."—September 27, 1910.

Maurice F. Delano, Manager Owen Farms, Vineyard Haven, Mass., breeders of Barred and White Plymouth Rocks, White Wyandottes, Rhode Island Reds and Buff. White and Black Orpingtons.—"Hundreds of grand exhibition and breeding birds have been hatched by us in your machines, including many of the great national winners. The Cyphers Incubators have distanced all other makes tested by us during the last ten years."—November 4, 1909.

Eleanor Minorca Farm, M. W. Brown, Prop., Los Angeles, Cal.—"I can recommend the Cyphers to any one needing an incubator because it will bring out strong, well-developed chickens. Have used three of your 240-egg size for six years and they have brought out chicks for me that have won the majority of first prizes on Black Minorcas in Southern California's largest shows."—July 26, 1910.

Chas. V. Keeler, Winamac, Ind., Poultry Judge and Specialty Breeder of White Wyandottes.—"I tried about a dozen widely-advertised makes of incubators and could not hatch chickens satisfactorily with any of them. Invariably the chicks lacked vitality. But the chicks hatched in the Cyphers are really stronger than those hatched under hens and develop into larger and finer prize-winning specimens. They have included my \$500 cock, Chief Winamac, and Chief Winamac II, which I value at \$1,000."—October 7, 1909.

Bertha M. Story, Proprietor Rose Mar Poultry Yards, Oregon City, Ore., breeders of several popular varieties.—"The Cyphers Incubator is the only one I have used for five years. I was the exhibitor at the Alaska-Yukon-Pacific Exposition who won on every entry, with 137 entries. Every one of these birds was of my own breeding and every one was hatched in a Cyphers Incubator. I rarely have less than a 90 per cent. hatch of good, strong chicks. There are plenty of machines that will hatch eggs—but to get good, strong, healthy, hungry chicks that will begin to grow before the down is dry on them, that is another story—unless one uses the Cyphers."—November 22, 1911.

Please bear in mind that a merely "built to sell" incubator is a *losing proposition* right from the start. First to last it will never give you the *right kind*, or the *right number* of chicks. And it is no respecter of eggs—fertile or infertile, fancy sittings or eggs bought at a store *are all alike* to the "bargain machine." The cheap, flimsily-built, wrongly-constructed incubator starts working *against your interests* as soon as it starts doing anything at all.

GOOD EGGS—BIG HATCHES

The number of chicks you are able to hatch, *trial after trial*, from any given number of eggs, *counts* and counts big, as a matter of course. The kind of chicks—the *quality* being right, then *numbers hatched* is the question of next greatest importance.

SINGLE HATCH FROM A NO. 3 CYPHERS.

326 White Leghorn and Rhode Island Red Chicks hatched on Avondale Poultry Farm, Hayden, Idaho, said H. P. Rau, Manager: "There are 326 chicks in the trays. This good hatch speaks for itself, and is only one of the large number of similar hatches we have had."

SALES ROOM

CHICAGO BRANCH

OFFICE

INCUBATOR STORE ROOM

GENERAL STORE ROOM

Chicago Branch House, Cyphers Incubator Company.
340-342 North Clark Street. Sidney A. Smith, Manager.

A COMPARISON OF HATCHES

Oftentimes a picture—or pictures—make plain a fact or *condition* where printed words fail to do so. We present below two reproductions of *photographs*, one showing a hatch of 63 chicks from 120 fertile eggs, the other a hatch of 104 chicks from 120 fertile eggs.

There is nothing *remarkable* about a hatch of 104 chicks from 120 fertile eggs—not if a Cyphers Incubator is used. For *proof* of that statement, turn to the back pages of this catalogue and read the *sample reports* given. That, however, is not the point. The idea—the *bed-rock fact* which we wish to convey is this—and we make the statement on the business reputation of our company:—

The first picture—Fig. 1—represents about the *average* number of chicks it is *possible* to hatch, the season through, with low-priced, *cheaply-built* incubators of whatever make, whereas Fig. 2 fairly represents the *average* hatch that any careful operator can obtain season after season, for a period of *ten to fifteen* years, by the use of Cyphers Incubators.

This is a clear statement of the situation—and we ask you, reader, to figure out for yourself *what it means to you*.

Multiply 63 chickens by ten and we have 630; by twenty and we have 1,260; by fifty and we have 3,050.

Multiply 104 chickens by ten and we have 1,040; by twenty and we have 2,080; by fifty and we have 5,200.

Next deduct 3,050 chickens from 5,200 and we have left 2,150 *chickens*, which represents the difference in *hatching ability* of a strictly first-class incubator and the average low-priced incubator.

On the fairness of this statement—on the correctness of this comparison, *you can rely* just as sure as one day follows another.

We *know* whereof we speak—and in your *best interests* you should know also.

LOSS IS DOUBLE—AND SEVERE

The person who is planning to hatch one thousand chicks in a season will want to deduct 630 chickens from 1,040; the person who would like to hatch two thousand chicks in a single season should deduct 1,260 from 2,080, and the person who plans to hatch five thousand or more chickens in one season should deduct

3,050 chicks from 5,200—in order to get the *correct difference* as a basis for figuring the *double loss*.

This “double loss” consists, first, in the waste of valuable *fertile eggs* which, on account of imperfect incubation, *do not hatch*—that fail to produce chicks; second, in the largely reduced *number of chicks* the poultry raiser has to work with—that he *can raise* to market age, no matter what kind of a market is in sight.

The loss of fertile eggs and of *time, labor and oil* is bad enough. This loss alone, on one incubator in *a single season* will amount to more than enough to pay the difference between a low-priced, 63-chick-hatch “bargain” incubator and a first-class, 104-chick-hatch standard machine. Thousands of poultry raisers have found this to be the case! Many of our *best pleased* customers are men and women who first tried a cheap make, then decided to buy a *real* incubator.

But it is in the *shortage of chicks* that the most severe loss occurs. It is of course impossible to raise and sell at a profit the chicks that *did not hatch out*—the thirty to fifty eggs in *every hundred* fertile ones that *failed to hatch*. Here the success of the season's work—of your entire poultry venture *is at stake*.

Poor hatches mean *small profits*—or none at all. It is not the *first fifty chicks* you hatch out of each one hundred fertile eggs that will give you your profits—it is the number of good, healthy, vigorous chicks *above* fifty that must be relied on to make your poultry work a success.

We have referred to the loss during one season *only*. Any well-made, high-grade, incubator *should last* and do excellent work for *at least ten years*. In this event we need to multiply the cheap incubator losses *by ten*—yes, by more than ten, because the flimsily-built machine will go *entirely out of service* within one to three years.

As manufacturers of high-class goods—of incubators, brooders and general poultry supplies, *every one of* which is guaranteed to do satisfactory work, we believe we are justified—that it is *part of our duty* to warn our readers not to risk the success of their poultry ventures, *small or large*, upon the use of cheap incubators or worthless, death-trap brooders. And we regret to say that such articles are on sale—plenty of them.

AN AVERAGE “FAIR” HATCH.

Fig. 1.—Sixty-three Chicks from 120 fertile eggs. This would be called a good average hatch from a cheaply-built incubator.

WHAT WE CALL A GOOD HATCH.

Fig. 2.—One hundred and four Chicks from 120 fertile eggs. It is from the number of Chicks between 63 and 104 that the profits are to be made.

Kansas City Branch House, Cyphers Incubator Company.
317-319 Southwest Boulevard. C. H. Black, Manager.

THEY ARE "CHICKEN FACTORIES"

It is indeed remarkable what *good hatching* a first-class incubator will do. Season after season users of Cyphers Incubators get 300 to 380 chicks in single trials from our No. 3, 390-egg size; get hatches of 200 to 235 chicks from our No. 2, 240-egg machine, and get 100 to 140 chick hatches from the No. 1, 144-egg Standard Cyphers. Following are a few samples selected at random from the hundreds of recent reports we have on file:—

Geo. A. Libhart, in Charge of Poultry Dept., Miniboya Farm, Drewrys Bluff, Va.—"I take pleasure in reporting the great success I have had in the operation for the twelfth year of Cyphers Incubators, as poultryman in charge. At this farm I have averaged better than 85 per cent. of all the fertile eggs. On seven occasions I hatched 96-97-96-94-99-99 per cent. of the fertile eggs. In repeated tests with — machines the Cyphers not only out-hatched them but *every chick hatched was a strong, want-to-live one*. We hatched over 2,800 chicks in twenty-one days with your machines. I can only repeat what others say, that 'Cyphers Company leads, others follow.'—June 10, 1911.

Mrs. C. A. Peabody, Reedsburg, Wis.—"I took 400 eggs in my No. 3 Cyphers Incubator to the Reedsburg Fair. I live six miles from town and took the machine on a lumber wagon the first day of the fair, August 9th, and out of the 400 eggs I got 393 chicks, all very smart—not a cripple in the lot."—September 5, 1910.

Frederick H. Bates, Maplehurst Poultry Farm, South Hanover, Mass.—"I have used Cyphers Incubators for the past ten years and have found them to be perfectly satisfactory in every respect. Last season with three of your 400-egg machines I hatched and sold 4,400 day-old chicks, and hatched out over a thousand for myself. Your incubators are certainly the maximum of efficiency and the minimum of trouble."—November 25, 1911.

W. B. Edwards, Garnett, S. C.—"I took off my second hatch of chickens this morning. Out of 230 tested eggs I got 230 strong chicks—Plymouth Rocks. My first hatch came off with 174 nice lively chickens from 180 fertile eggs."—April 15, 1910.

Wittenwald Park Poultry Farm, Freeport, Ill.—"We now use nothing but Cyphers Incubators and have found them very satisfactory. In fact, we threw out eight incubators of other makes, having found the Cyphers the most satisfactory in operating, and in producing a large, strong and healthy chick. In the last hatch in three incubators the result was as follows: 390-egg machine, 326 fertile eggs, hatched 318; 240-egg machine, 211 fertile eggs, hatched 202; 240-egg machine, 216 fertile eggs, hatched 204 chicks."—November 15, 1911.

1,536 FERTILE EGGS—1,454 CHICKS

Rockford, Ill., June 25, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

No doubt you think I'm lost—I am here and so are the chickens! I am glad to report my first five hatches:—

First hatch	346 Chicks from	350 Fertile Eggs
Second "	226 " "	294 " "
Third "	288 " "	330 " "
Fourth "	260 " "	287 " "
Fifth "	300 " "	325 " "
Total,	1,454 " "	1,536 " "

Remember, I am a beginner, and that's going some! Never used an incubator before—you don't need to, if it's a Cyphers. Ten minutes a day is all I spent with my two No. 3 machines. I have no time to talk to any one who says "it beats the Cyphers."

THEO. R. BROWN, 233 Hinckley Ave.

(NOTE—Herewith is shown one of Mr. Brown's hatches, consisting of Barred Plymouth Rock chicks.)

FOUR BIG HATCHES—WEATHER HOT

Livermore, Cal., Sept. 4, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Following are four consecutive hatches made by us in one of your No. 3 incubators—400 eggs placed in machine each time at the start:—First hatch gave us 325 chicks; second hatch, 320 chicks; third hatch, 332 chicks; fourth hatch, 345 chicks.

Several days during last two hatches the temperature in shade outside of incubator house reached 108 degrees. Machine regulated perfectly. Have had experience with five other makes and do not believe any of them could have stood this test. No better looking birds to be found anywhere.

J. H. BROWN.

"BEST ON THE MARKET"

Black Hall, Conn., November 5, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used several makes of incubators and brooders during the past twelve years, but take great pleasure in stating that after several years' experience with the Standard Cyphers there is no doubt in my mind but that your incubators and brooders are the best on the market. Your self-regulating, self-ventilating and non-moisture incubator is the easiest to operate and brings out more and stronger chicks and ducklings than any other machine I ever used. If the eggs are fertile it is no trouble to hatch out a good percentage of the chicks in a Standard Cyphers, and when entrusted to your brooders a larger number of the chicks can be brought to maturity than by any other method or system of brooding.

Following is a report of a few of my recent hatches:—

	No. Eggs Set	Fertile Eggs	Chicks Hatched
No. 2 Incubator	244 Hen	217	203
No. 3 Incubator	390 Hen	347	342
No. 3 Incubator	390 Hen	333	321
No. 3 Incubator	200 Duck	153	142

From the last hatch of ducks, which were strong, healthy fellows, I raised every one. All the chicks hatched were strong and healthy.

Yours truly,

BLACK HALL POULTRY FARM,

Louis T. Cooper, Manager.

Note, please, that every report published in this catalogue, front to back, is *dated* and the *name* and *full address* of the writer is given in each case. Every report we publish is absolutely *genuine* and readers of this catalogue are at full liberty to write any person whose name appears in these pages.

UNIFORMLY GOOD HATCHES

At this point if you are planning to buy an incubator with which to *make money*, let us caution you *not to be misled* by reports of *single hatches*, nor by the fairly good work a cheap incubator may do for *one season*. It takes more than one swallow to make a summer—also more than one or two good hatches to "prove up" a trustworthy, *dependable* incubator.

When all the conditions are *favorable*—in May or June, for example—a cracker-box with a foot-warming pan in it can be "coaxed" to hatch hen eggs. And as for brooding the chicks, an inverted tomato can and a tallow dip placed under a soap box, will suffice—in sunny June-time!

It is little wonder, therefore, that all sorts of crude, cheaply-built, *catch-penny* devices have been placed on the market, one after another, by makers and dealers who know little and care less about the *essentials of success* in raising poultry for profit.

A BEGINNER'S FIRST HATCH.

Picture (from photograph) shows hatch of 346 Chicks from 350 eggs. No. 3 Cyphers made by Theo. R. Brown, Rockford, Ill. Said Mr. Brown, June 25, 1910: "I am sending picture of my first hatch—346 big, lively 'peeps' from 350 eggs. Not bad for a beginner!"

Pacific Coast Branch House, Cyphers Incubator Company.
1569-1571 Broadway, Oakland, Cal. W. E. Draper, Manager.

STANDARD CYPHERS INCUBATORS—THE WORK THEY DO

But if it is your earnest wish to make out of poultry raising *all there is in it*, what you require in an incubator or a brooder is not a *fair-weather* machine, nor a *toy*, but a correctly-designed, substantially-built, well-insulated standard article, *automatic in action*, that can be relied on to do *uniformly* good work *throughout* the hatching and brooding season *no matter* what the weather conditions may be.

Large, single hatches show what an incubator *can do*, but it takes far more than "an occasional" good hatch to *prove* that an incubator is *dependable*—that it is the "hatching machine" you should adopt as the foundation of your *personal success* in any branch of the poultry business.

Following are sample reports from customers of ours who tell of the *uniformly* big hatches obtained by them during periods ranging from three months to *twelve*:—

"WHICH IS PRETTY GOOD FOR A BEGINNER"

Prospect, Ohio, November 10, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Just a few words to let you know we have been treated fine by your company and can praise your products very highly, especially your Incubators and Poultry Foods. Following is report of my five hatches with one of your No. 3 machines last season:—

March 26, Set	350 eggs,	Hatched	310 chicks
April 17, "	353 "	"	303 "
May 10, "	352 "	"	281 "
June 4, "	334 "	"	298 "
July 1, "	342 "	"	314 "

The above shows an average of 88 per cent., which is pretty good for a beginner.

Yours respectfully,

H. E. GAST.

Breeder of S. C. White Leghorns, Wycoff Strain.

HATCHES OF 330 TO 371 CHICKS

Petaluma, Cal., June 23, 1910.

Cyphers Incubator Co., Buffalo, N. Y.

Am pleased to advise you that we are having fine success with our fourteen Cyphers Incubators, No. 3 size. Have been successful with other makes; the results, however, have not been nearly so satisfactory as with the Cyphers, from which we averaged to hatch more than 75 per cent. of the whole number of eggs set, obtaining from 330 to 371 good, strong, vigorous chicks *every hatch* from your No. 3 machines. Our first hatch this season came off January 28th and we have turned out more than 20,000 fine, healthy chicks to date—Single Comb Brown Leghorn stock.

Yours truly,

C. FLEWELLING.

7,000 CHICKS FROM ONE MACHINE

A noteworthy case of continuous hatching with one incubator, obtaining *uniformly* good results, was that of Wm. H. Polkinghorn, Holbrook, Mass. In this case more than 7,000 chicks were hatched in one No. 3 Cyphers Incubator within a period of twenty months. Most of the eggs used were from Barred Plymouth Rocks, Light Brahmas and White Plymouth Rocks, though some were mixed fowls such as are still found on many farms. Said Mr. Polkinghorn: "I put eggs in my machine two or three times after being under hens twenty days, so that I probably hatched *all of 7,000 or more chicks in the one machine*, but the totals given are for eggs taken care of by the machine the full time."

Following are the chicks obtained by Mr. Polkinghorn, one hatch after another:

"March 6, 284; March 29, 254; April 22, 301; May 15, 234; (loaned machine to Mayflower Lodge Poultry Farm, June to August 29, where 1,124 chicks were hatched); September 23, 221; October 17, 251; November 12, 186; January 11, 280; February 3, 296; February 25, 257; March 19, 293; April 12, 271; May 4, 289; (loaned machine the rest of the summer to B. H. Poultry Farm, which hatched from machine in five hatches, 1,318 chicks); September 30, 277; October 23, 245; November 16, 229.

"I think this record is unapproached by an incubator of any other manufacture in the country. This machine and several others of your make which I own have regularly done better work than hens sitting on eggs taken from the same pens at the same time."—Wm. H. Polkinghorn.

RECORD OF TWELVE HATCHES

Jacksonville, Fla., November 7, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I operated two No. 2 Cyphers Incubators five months continuously this past season with very gratifying results. During that time I hatched 2,290 sturdy Single Comb Rhode Island Red chicks which I supplied to my day-old chick customers. The machines came up to my expectations in every respect. The automatic regulators *worked perfectly*, and I soon learned to have the utmost confidence in them. Not one time did they get out of order or cause me any uneasiness.

An accurate account of the hatches from the two machines is as follows:—

Date of Hatch	Eggs Set	Tested	Fertile	Chicks Hatched
February 2, 1911	240	30	210	186
February 15, "	239	32	207	190
February 22, "	240	25	215	172
March 11, "	240	30	210	185
March 23, "	232	30	202	187
April 5, "	240	28	212	191
April 17, "	239	20	219	200
April 30, "	240	16	224	204
May 12, "	240	17	223	205
May 25, "	240	20	220	193
June 8, "	232	15	217	192
June 22, "	240	20	220	185

Total 2,862 283 2,579 2,290

Yours very truly,

EUGENE W. HARRIS,

A SEASON'S GOOD WORK

Lebanon, Pa., November 8, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Please find below report of chicks I hatched out with my Cyphers Incubator, which speaks for itself regarding the superiority of the machine:—

1911	No. Eggs Set	Fertile Eggs	Chicks
April 3	240	179	179
April 26	223	196	196
May 21	208	136	136
June 12	244	137	137
July 3	244	186	186
August 3	242	122	102

I set the last hatch so it would hatch out at the Lebanon County Fair on August 24th, something that had never before been seen at a Lebanon County Fair in its fifteen years of existence. There had been incubators on exhibit but none with chicks hatching out. The Cyphers Incubator is self-regulating, requires little attention, and the chicks hatch out strong. My experience with the Adaptable Hoyer and Cyphers Brooder has been highly satisfactory, although I did not get a chance to hold my chicks long. I could have sold at least two thousand more chicks.

ALBERT H. REIDEL.

LITERALLY "A CHICKEN FACTORY."

Photograph of Wm. H. Polkinghorn, Holbrook, Mass., who wrote us: "We have probably hatched all of 7,000 or more chicks in this one machine since March 6th, a year and a half ago." See details of hatches on this page.

European Branch House, Cyphers Incubator Company.
121-123 Finsbury Pavement, London, England. John B. Ludden, Manager.

INCUBATORS VS. USE OF HENS

Let us compare the use of a first-class incubator with the work of hens for *hatching purposes*. Of course on big poultry plants—either chicken or duck ranches—hen hatching is out of the question, because *enough broody hens* to do the work could not be secured at the right season of the year. But how about the use of incubators by farmers, villagers, etc.?

We state on a thorough knowledge of the subject that if the best results—if the *highest prices* and *largest profits* are to be secured by the use of one, two, three or half a dozen incubators owned and operated by the farmer, his wife, son or daughter, *or by any one else* who is conducting a small or moderate-sized poultry business, the hen should be used only for the production of fertile eggs—in which work she *has a monopoly* and is indispensable.

As is well known, the usual number of eggs entrusted to a broody hen is *thirteen*. At this rate it will require exactly *thirty* hens to take care of the number of eggs that one No. 3 Cyphers Incubator holds—390. In the first place, to get hold of thirty broody hens is practically *impossible* in December, January or February, except in warm climates, and to obtain this number would be a difficult matter even in March and April—for the *average* poultry raiser.

Then there is the *labor, losses* and *inconvenience* of caring for thirty "sitters"—in feeding and watering them, in letting them off the nests and seeing to it that they go back on the *right nests*, in keeping them from *fighting* and from breaking one another's eggs, in dusting them for *lice*, in cleaning the *soiled eggs* and removing the broken ones, in replacing sick hens and in attending to a dozen other annoying things that are *certain to arise*—not to mention the out-of-the-way place or places where this work is to be performed.

But with a first-class incubator all this work and worry is not merely "reduced to a minimum"—*it does not exist*. Positively, *ten minutes* in the morning and *five minutes* at night will give a Cyphers Incubator (any size, No. 0, No. 1, No. 2 or No. 3) *all the care and attention* it requires—ten minutes in the morning for filling the lamp, trimming the wick and turning the eggs and five minutes at night to visit the machine, air or turn the eggs and *satisfy yourself* that everything is in *good running order*.

A well-ventilated house cellar or ordinary basement is still the best place in which to operate one, two, or half a dozen incubators, *provided* the machines are fire-proofed and insurable. The next best place usually available is a living room—an unoccupied room preferred, though many Cyphers Incubators are run with complete success in rooms used daily by the owners. Attending to an incubator—or two or three incubators—*right in the house*, is a very different matter than having to face all kinds of weather in looking after thirty or more sitting hens in outbuildings located some

distance from the dwelling. This difference applies with special force if women do the work.

That a Cyphers Incubator will do better hatching *season in and season out*, than can be done with hens and that the use of Cyphers Incubators is *far more satisfactory* than the hen-method, has been testified to by thousands of our customers. Today many of these people *would retire* from the poultry business or would *stop raising chickens* in profitable numbers if they had to give up their Cyphers Incubators and Brooders and *go back* to hatching and rearing with hens. Read what a few of our customers have said recently on this phase of the subject:—

Albert W. Gay, Redlands, Cal.—"The Cyphers Incubator and Brooder have given satisfaction. The chicks were healthy and grew up in better shape than those we hatched and brooded with hens. I have seen a good many incubators operated but none can compare with the Cyphers. I wouldn't take five times what I paid for my Cyphers if I couldn't get another like it."—August 3, 1911.

H. N. Holway, Greenwood, Mass.—"I have a small 70-egg Cyphers Incubator, and am very much pleased with it. The chicks hatch out strong and healthy and they are growing like weeds. I got disgusted with hen hatching, as I had bad luck with them either sickening or dying on the nest, breaking eggs or treading on and killing the chicks. Cyphers Incubator for me always."—July 14, 1911.

Jacob Staub, Bowmanville, N. Y.—"I have been using your No. 1 Incubators since March and find that I can hatch more chicks with Cyphers Incubators than I can with hens, and the machines are not as much trouble as the hens. With their use I never have any broken eggs. As for health and vigor, I cannot see any difference between the hen hatched and incubator hatched chicks. I am glad to recommend the Cyphers to anyone."—July 20, 1911.

Jas. C. Harriss, Sanford, Fla.—"I am more than pleased with my Cyphers Insurable Incubator. It is so simple to operate that a child can run it. It is as far ahead of the old way of raising chickens with hens as daylight is to the darkness. With the Cyphers you can sleep at night, knowing that it will do its work and do it right."—July 27, 1910.

Joseph Hartmen, Hamilton, N. Y.—"Your incubators are perfection. We received out of 144 eggs between 110 and 120 chicks. They are all strong and healthy. Operating an incubator is less work than hatching with broody hens. If you set many hens they begin to fight and break the eggs, some eat them afterwards, and then when the eggs do hatch the hens step on the chicks and crush many of them. But with your machines this trouble is eliminated; therefore, I am grateful to you for your good incubators. I intend to purchase another soon."—July 29, 1911.

Elain L. Davis, South Hatfield, Pa.—"I find that Cyphers Incubators will hatch every fertile egg, that the chicks are stronger than those hatched under the hen, and that chicks hatched artificially are free from vermin. Your incubators are well made and so simple in operation that any person of ordinary intelligence ought to be able to handle them."—November 2, 1911.

BUILT TO LAST—DURABLE

Cyphers Incubators are built to hatch and to last. With proper care—the same care you would give a valuable piece of household furniture—a standard Cyphers will last an ordinary life-time. They are guaranteed by us to last *ten years* without repairs. We make this guarantee because they *have lasted* much longer than this—and are still doing first-class work.

Incubators that we made and sold *ten, twelve and fifteen* years ago are *still in use*, are still valued highly—are regarded today by the fortunate owners as being "good enough for anybody." It is a fact that many owners of Cyphers Incubators *would refuse* to exchange them for brand new machines of *any other make* on the market. We know this to be true. In numerous cases poultrymen who have bought

GENUINE - STANDARD CYPHERS INCUBATORS - PATENTED
LOOK FOR THE TRADE MARK AND LABEL

No. O.
70-Egg Capacity
For prices, see page 78.

REGISTERED IN TWELVE COUNTRIES.

FORM OF BRASS LABEL TO BE FOUND (IN SERIAL NUMBERS)
ON EVERY 1912 STANDARD CYPHERS INCUBATOR, ALL SIZES.

No. 1.
144-Egg Capacity
For prices, see page 78.

GENUINE - STANDARD CYPHERS INCUBATORS - PATENTED
LOOK FOR THE TRADE MARK AND LABEL

No. 2.
244-Egg Capacity
For prices, see page 78.

No. 3.
390-Egg Capacity
For prices, see page 78.

FIRST OPERATION—RUNNING THE LOGS
THROUGH THE GANG SAWS

CHIEF CUTTING THE LUMBER IN THE MILL

A SCENE ON ERIE CANAL AT REAR OF LUMBER YARD
AND MILL WHERE OUR LUMBER IS BROUGHT IN BY THE
CARGO FROM THE NORTH-WEST AND UNLOADED

PLANE OF LOGGING MACHINE
IN REMODELING DEPARTMENT

LARGE SIZE DOUBLE TENON MACHINE

Lumber Yards and Interior Views of Cyphers Company Factory, Buffalo, N. Y.
First Operations in Preparing Lumber for Incubators and Brooders.

STANDARD CYPHERS INCUBATORS—THE WORK THEY DO

second-hand Cyphers Incubators *have written us* that they would rather own and use these second-hand machines *than new ones* of other makes, judging by a comparison of the results obtained by them and by neighbors who were using the other kinds.

Note the following sample reports:—

Mrs. Olive Meloy, R. F. D., Carmargo, Ill.—“I have been using Cyphers Incubators and Brooders for eleven years, and think they are the only kind. I just hatched 92 chicks out of a 120 size incubator bought eleven years ago this spring.”—April 15, 1911.

Ellen W. Gray, Windsor, Vt.—“Cyphers Incubators and Brooders have been a great help to me. I raise between seven and eight hundred chickens every summer. It was eight years ago that I bought of you a 120-egg incubator. Have used it every season, February to May, and have never had to buy a single extra for it or have it repaired in any particular. It is just as it left your shop and it hatches today just as well as it did eight years ago. I have never had a poor hatch, invariably hatching more and stronger chicks from the same number of eggs than I have been able to obtain from hens. Have repeatedly hatched more than one hundred chicks from this machine at one hatching. Anyone who buys a Cyphers Incubator cannot be disappointed. I would not use any other make if it were given to me. When I first got my Cyphers I didn't know anything about running an incubator—in fact I had never seen one.”—January 13, 1911.

G. H. Pond, Station F, Route 4, Minneapolis, Minn.—“I have been using Cyphers Incubators and Brooders over eleven years. I bought a No. 3 Cyphers Incubator of your agent in Minneapolis in March, 1904, and have had twenty-six hatches with it, hatching out 6,228 chicks. And to show that the incubator is as good as ever, this season I had three hatches with it and got 260, 265 and 264 chicks from the three hatches. Naturally, I am pleased with the work this machine has done.”—July 10, 1911.

Wm. H. Truslow, Stroudsburg, Pa.—“I have been using different goods of your manufacture for a great many years and my dealings with your firm have been very satisfactory. I still have in constant use one of the first incubators ever built by the Cyphers Incubator Company way back fifteen years ago. I would like to see the bunch of ducks hatched in that one machine during all these years.”—January 16, 1911.

John R. Garbee & Sons, Billings, Mo.—“Today we got another fine hatch of chickens from our No. 2 Cyphers Incubator—a 98 per cent. hatch, which is good enough for anybody. This machine has been run every season since 1896—sixteen years—with no trouble at all. The older it gets the better the hatches. The regulator does its work as well or better than the first season. We have quit using all other makes and use your make only now, as we don't have to sit up with it at night as we did with the others we used. We raise about one thousand fowls each year. Cyphers Incubators do the hatching, the chicks get their start with Cyphers Chick Food, and they win in the shows.”—February 28, 1911.

Today Cyphers Incubators are better made *than ever before*. The materials are higher-priced, the workmanship is better, the finish more attractive and lasting—this we guarantee. Therefore, when you invest in a Cyphers you buy an incubator *that will last many years*—fifteen to twenty, at a low estimate. You also buy an incubator that you can sell at any time if you wish to do so—and can get a *good price* for it, whereas it is generally known among poultrymen that low-priced, cheaply-built incubators “go all to pieces” within one, two or three years and are then thrown upon the *scrap heap* or broken up into *kindling wood*.

“BUSINESS INCUBATOR OF THE AGE”

That title has been fairly won *by the Cyphers*—in all parts of the world. Cyphers Incubators are used today on a *greater number* of practical poultry plants, are used by a *larger number* of foremost American poultry breeders, are used and endorsed by *more*

Agricultural Colleges of the United States and other English-speaking countries than *any other make* of incubator in existence.

These American “hatching machines”—as they are called in foreign lands—have proved their *superior merit* in every corner of the earth—England, Scotland, Wales, Holland, Denmark, Norway, Sweden, Germany, Belgium, France, Switzerland, Austria-Hungary, Russia, Turkey, Spain, Italy, Egypt, South Africa, Australia, New Zealand, China, Japan, South America, Central America, Mexico, Hawaii, etc., etc.

The Cyphers has *won its way* in all parts of the world where domestic fowls are kept because it is *different* and better in construction, because of its *patented principles*—because it *gives best results*. Please refer to the *foreign* testimonial section of this catalogue. The sample reports there presented *explain*—they give the reason, the only honest reason *possible* why we call our machine “The Standard Hatcher of the World.” The *proof* is there. No other incubator *ever invented* can make such a showing. We now do a larger foreign business *alone* than nine out of ten of the incubator manufacturers of Christendom *do all told*. And we are proud of it! So should you be—if you live in America.

FIRST—INSTEAD OF LAST

If you are going to use an incubator at all, buy a good one—the *best to be had*. If you decide that you would like to own a Cyphers, we urge you to buy it *first*—not after you have “tried” some cheap machine and met with discouraging losses. When you buy one cheap incubator, discard that and buy another that is no better, you are *overpaying* the Cyphers price, *without* getting Cyphers results and Cyphers *satisfaction*.

Thousands have made *that mistake*—and have told us so. Beginners in the use of an incubator, or

325 BARRED PLYMOUTH ROCK CHICKS.

Picture—made from photograph—shows 325 Barred Plymouth Rock Chicks hatched in a No. 3 Cyphers Incubator by D. W. Tobey, manager for G. M. D. Legg, Sterling, Ill. Note, on page 49, photograph of equally satisfactory hatch of duck eggs.

Interior Views of Cyphers Company Factory, Buffalo, N. Y.
Incubator and Brooder Wood-working Departments.

in the poultry business, sometimes take hold in a *half-hearted* way—as though they expected *failure*. Too often they decide to *try* a cheap machine to find out if it will work—to learn whether or not an *incubator* will really hatch chickens. We cannot emphasize too strongly the *poor economy* of adopting that course—if you are in earnest, if you mean business.

Far too many persons already in the ranks of poultry raisers are *trying hard* to get ahead by the use of *poor equipment*. To men and women in that position we can only say: Do not continue to *worry along*, fighting against heavy odds. If you own a type of incubator that is not turning out *plenty of chicks*—the kind “with the kick in them,” the kind that grow rapidly right from the hour they are hatched—*buy a Cyphers*, any size you like, and test it *one season* alongside of the other kind. For you to do this will mean a great deal more to you than it can possibly mean to us.

SUCCESS ON FIRST TRIALS

The Cyphers is the logical incubator for the poultryman who *has reached* success. It also is the logical incubator for the man or woman or boy or girl who is *beginning* in the work—and who plans to get out of poultry keeping *the most there is in it*.

Its *perfected* construction, after fifteen years in *practical use* in all countries, in all latitudes, under widely-varying conditions—its *patented* features, its freedom from the “bothers,” disappointments and losses that are *common* to the “cheap incubator,” makes it the best machine for the beginner to own, *first, last and all the time*.

Amateurs, so-called, do successful work with the Cyphers *right from the start*. Here are a few sample first hatches. They tell the story:—

C. Kurze, Monice, Ill.—“I have one No. 3 Cyphers Incubator and six Style B Brooders that have given me satisfaction in every way. Although *I did not have any previous experience* in raising chickens, from my first hatch on April 15th I got 353 healthy, strong chicks from 360 fertile eggs. These birds were raised in your Style B Brooder and fed on Cyphers Foods, and they now average in weight 4½ pounds each, and are too pretty to part with.”—August 7, 1911.

Wm. H. Wood, Freeport, N. Y.—“I am pleased to inform you that I have successfully hatched from your No. 1 and No. 2 Cyphers Incubators 460 chicks from May 5th until July 1st, out of 618 eggs. *This is my first experience with incubators of any kind*. Following out to the letter the instructions in book sent with machine proves to me that anyone can operate your incubators, even without previous experience. We are enlarging our room and intend ordering one or two of your No. 3 size machines for the coming season.”—August 9, 1911.

W. O. Stanton, Clintonville, Wis.—“I purchased one of your No. 2 Cyphers Incubators last spring and the first hatch I made with it I got 184 fine, strong, healthy chicks from 201 Black Minorca eggs. I fed the chicks on Cyphers Chick Food, and they weighed 3 pounds per pair at eight weeks old. Your Company has given me the very best of treatment.”—July 12, 1911.

H. R. Grant, Brickspoint, Maine.—“Thought I would let you know the results I have had with one of your No. 2, 1910-style incubators. *First hatch* was 171 chicks in open chamber over living room; second hatch, 195 chicks, same place; third hatch, 186 chicks in cellar. *Was not this very good for an amateur?*”—June 6, 1910.

P. Furco, Hartford, Conn.—“*This was my first experience with artificial incubation* but I have had very good results from the Cyphers Incubator purchased from you. I cannot speak too highly of its merits. My average hatches were 92 per cent. I want to say the machine cannot be beat.”—July 24, 1911.

WOMEN DO WELL WITH THE CYPHERS

There is nothing connected with running a Cyphers Incubator that a woman cannot do *just as well* as a man. Probably one-third of the total number of machines sold by us are operated *by women*. The work is light, the directions few in number, the machine is practically *automatic*, and women, the country over, do fully as good work with it as men. We have the proof in abundance. Sample letters are printed on pages 236-239. Here are a few brief extracts:—

Mrs. Victor Varley, 3038 N. Christiana Ave., Chicago, Ill.—“I purchased two Cyphers Incubators last March, one 244-egg capacity and one 70-egg capacity, also a Style A Outdoor Brooder. I had fine hatches from the incubators. *Out of 234 fertile eggs I hatched 231 chicks and from the smaller incubator I got 63 chicks out of 65 fertile eggs*. They were all brooded in your Style A Brooder, which I think far exceeds the old mother hen, as it is the only sure way of being free from lice and you have the chicks under your full control all the time, which is very essential with growing chicks. I have also hatched ducks and goslings with equal success.”—July 24, 1911.

Mrs. J. M. Clark, R. R. No. 7, Junction City, Kas.—“I have used Cyphers Incubators, Brooders and Poultry Foods since the spring of 1905, and can recommend them most highly. In fact, *I think I would not take a hundred dollars for my incubator* if I thought I could not duplicate it. I am a very busy housewife and a little care night and morning is all that is needed. The machine does the rest. I have taken off 603 chicks in three hatches from a 244-egg machine. My per cent. of loss in raising the chicks has been very small.”—June 1, 1911.

Kuhlman Sisters, Winona, Minn., breeders of Barred Plymouth Rocks.—“We have four incubators, one a 120-egg Cyphers, which is *worth more to us than the other three put together*. Besides hatching nearly every chick, we find that the chicks hatched in the Cyphers are much stronger. *We hatch nearly every fertile egg entrusted to your machine*.”—June 2, 1910.

Charlotte Conrad, Glenwood, Fla.—“Down here in Florida we run our incubators all the year. Last year I ran my Cyphers from August until June and never had a poor hatch. Biggest hatch was 98 chicks from 102 fertile eggs. I first had a 120-egg Cyphers but now have a 240-egg size. In regard to the self-regulating, self-ventilating and non-moisture features would say I find them O. K. I look at my thermometer about once a day, but that is from habit more than anything else. *I never have to do anything to the machine except to turn eggs and fill the lamp*; the rest takes care of itself. I think the Cyphers Incubators and Brooders are the best made.”—November 4, 1911.

A “SAMPLE” HATCH.

Photograph showing hatch made by Mrs. Helen Throckmorton, South Rauld, Ind., who says, under date August 16, 1910: “Enclosed find picture of my last hatch in the No. 1 Cyphers. Obtained 93 fine, healthy chicks from 98 fertile eggs. I like the Cyphers best of all. It is the cleanest and easiest to operate incubator I have ever tried.”

JACKETING THE HEATERS, HEATER DEPARTMENT

ELECTRIC INSULATOR AND ERODER DEPARTMENT

PART VIEW OF FLAT METAL DEPARTMENT

BENCH WORKERS IN FLAT METAL DEPARTMENT

PART VIEW OF MACHINE SHOP

ANOTHER SECTION OF MACHINE SHOP

Interior Views of Cyphers Company Factory, Buffalo, N. Y.
Metal-working and Electrical Departments.

NOTHING "FANCY" ABOUT THEM

Cyphers Incubators are *rightly priced*—and the prices at which they are sold represent the limit of *incubator value*. There is nothing *fancy*, nothing *useless* about them. Not a penny is *wasted* in their construction. On the other hand, *every cent* is put into them that is *needed* to produce an automatic, dependable incubator—a hatching machine that will give best results *uniformly* and last a life-time. They are built to hatch, and hatch satisfactorily, *anywhere* that an incubator can be used. They will hatch chickens in rooms where water *freezes*, and we have known them to hatch out of doors, on porches, in sheds, etc., when the outside temperature was *below* the freezing point.

We do not know of a place on the Cyphers Incubator of today where we could safely *cut down the cost* of manufacture without injuring its hatching qualities—its *practical* value. It is the incubator we would build *for our own use*, down to the last item of expense—and we believe it to be the *best incubator* for you. Into it we are putting *fifteen years* of experience—our own experience and that of thousands of customers who live in all parts of the world.

Cyphers Incubator Company operates the *largest* and *best equipped* incubator, brooder and poultry supply factory in the world—far the largest. We buy lumber by the cargo—other materials in one, three, five and ten-car lots. We employ every legitimate method to *keep down* the cost of production so that we can sell our goods at low prices, *quality considered*. Through these efforts, aided by the much larger output, we are able to sell Cyphers Incubators at as low prices now as we did *ten years ago*, although valuable improvements have been added and the cost of lumber and other materials has *nearly doubled*.

This is our *sixteenth* annual catalogue—which means that ours is not a new company—that we are not offering new and untried goods to the public. We are done with experimenting. The many "experience letters" published in this catalogue from pleased customers tell why—*experiences* that reach back half-a-dozen to a dozen years. The average poultry raiser will do well to let the manufacturers of new and untried devices *do their own experimenting*. Immediate *personal* success is what you want! To obtain this we advise you to "pin your faith" to goods that you know will do the work.

We could manufacture "bargain" incubators and "toy" brooding devices—if we *were willing* to do so, but we are not. Our position is that the continued success of Cyphers Incubator Company depends *mainly* on the success of our customers. The Cyphers Company *is not* a "one-order" concern. We do not sell incubators and brooders *only*, but manufacture practically every standard article *that is needed* by up-to-date poultry raisers of all classes. It is satisfied customers that we want—*successful* poultrymen and poultry-women who will be glad to buy of us *year after year*, including poultry foods, insecticides, etc.

LET US HELP YOU TO SUCCEED

We want you, reader, to become a Cyphers Company customer, and we *hereby agree* to do all that rightly can be expected of us to help you *win success* in your poultry work. As a valued customer of ours, the services and *best advice* of the Cyphers Company organization, from the president and general manager down to every salesman and correspondent in our employ, will be *at your command*.

It is *on this basis* that we have built up the greatest incubator, brooder and poultry supply business *in the world*. We have done it by giving poultry people a square deal—by taking a *personal interest* in their success; by getting on the right footing with them—that of earnest co-operation and *practical help*. Our ambition is to supply *all classes* of poultry raisers with the means of winning the greatest success.

Cyphers Incubator Company is today the *leader in its field*. With its seven places of business—Buffalo, Boston, New York City, Chicago, Kansas City, Oakland, London—it brings its goods close to you—comes near to you with practical, *experienced* men—in charge of its branch offices and warehouses—men well qualified to advise you by correspondence or who can be called on personally by our customers *at any time*.

We are proud of our leadership—because of what it actually *signifies*. Mere bigness—in itself—does not mean anything in deciding which incubator manufacturer it will be best for you to deal with. But, the *reasons back* of that bigness do count a whole lot.

The respect and *patronage* of the greatest proportion of successful, thinking poultrymen and poultry-women everywhere, in all parts of this country and in foreign lands, could only have been *won and maintained* by the superior merit of the Cyphers Company goods and the superior service rendered by our organization. It is *these goods* and *this service* that we offer you.

A "CYPHERS" OVERFLOW MEETING.

How a hatch of 331 White Wyandotte Chicks looks in a No. 3 Cyphers Incubator. The nursery drawers are a great convenience, but quite often their capacity is taxed to the limit.

LARGEST INCUBATOR CELLAR IN EUROPE.

Interior view of part of incubator cellar of Ferme Douglas, at St. Aubin-sur-Scie, France, equipped with seventy-two No. 3 Cyphers Incubators—the largest cellar and largest hatching capacity in Europe.

CONSTRUCTION—MATERIALS—PRINCIPLES

How Cyphers Incubators are Made. The Materials Used. The Principles Embodied. Details of the Manufacture of an Incubator that is Built for Business and Guaranteed to do the Work

THE Patented principles that have made the genuine Cyphers Incubators deservedly popular throughout the civilized world are retained in our latest-pattern machines, as offered to the public for the year 1912. In these machines will be found also the several substantial improvements, fully protected by letters patent, which render the Standard Cyphers the most convenient and economical to operate, also fire-proofed and insurable, each and every incubator we manufacture *being separately inspected and labeled in our factory*, under the direction of the National Board of Fire Underwriters.

For a full explanation of what it means to have our entire line of Cyphers Incubators and Brooders officially approved, *as to every detail of construction*, by representatives of the associated fire insurance companies that write policies in the United States and Canada, see pages 50, 51 and 52 of this catalogue. *This matter may be of vital importance to you.*

Why should you use a dangerous, *non-approved* incubator or brooder when you can just as well own and operate—in your dwelling or elsewhere—a machine that is built in strict conformity with the published "Rules and Requirements" of the National Board of Fire Underwriters and that has been inspected and approved—each and every machine—by expert engineers?

You will do well to not only "look for the label"—but should *demand it* on the incubator you buy. We could not give you better advice than this.

The inspection here referred to—the substantial brass labels, *every one bearing a different number* stamped by the use of steel dies—costs us money, but it is money spent in the best interests of our customers.

It means safety—lower insurance, and does not interfere in the slightest with the hatching efficiency of our machines.

DO NOT TAKE CHANCES! Cyphers Incubator Company spent thousands of dollars *to earn the right to use these labels*—to win the full approval of engineers who have no financial interest in our Company. The fire-proof features of the Cyphers for 1912 are a gift to our customers, *no extra charge* being made for them.

WELL AND DURABLY MADE

Cyphers Incubators are built "strictly for business." From the moment the lumber is selected at the Michigan mills, where we purchase it by the shipload, until the finished machine leaves the hands of the varnisher, this idea is kept constantly in mind and is closely observed through every succeeding operation by one or another of our factory foremen—each man a trained expert in his department.

Factory foremen now in our employ have been with us *ten to fourteen years*. The result of their long experience—of their close scrutiny of every detail, is the *production of an incubator* that we are able to guarantee to the fullest extent—an incubator that has caused leading poultrymen to say: "*The Cyphers Incubator today stands for a greater measure of success in the poultry business.*"

WHITE PINE MAKES BEST CASES

Cyphers Incubators are made of white pine. The additional cost of white pine is more than offset by the enhanced value to the purchaser, and the much

CONSTRUCTION OF LATEST-PATTERN STANDARD CYPHERS INCUBATORS

lower freight rates on account of its lightness. Furthermore, it is well known that white pine will withstand the effects of combined heat and moisture far better than any of the other woods commonly used. Birch, chestnut, cypress, basswood and southern or hard pine, such as are used generally in the manufacture of incubators, can be bought in different localities for \$17 to \$20 per thousand feet in carload lots, while white pine costs from \$10 to \$20 more than that per thousand.

The manner of packing the double walls and top of the Standard Cyphers is the most efficacious that can be devised. The material employed possesses great non-conductive properties. *As a result of our superior method of packing and construction, we are able to guarantee Cyphers Incubators to run in an apartment, the temperature of which is 20° to 30° colder than one in which cheap and inferior makes can be brought to the required heat, and at all seasons.*

SUPERIORITY OF HOT-AIR MACHINES

The Cyphers is a hot-air incubator, and therefore does not have a tin, galvanized-iron or copper tank to rust out, spring a-leak and water-soak the machine, thereby injuring or ruining the woodwork and spoiling the hatch. With a hot-water machine, should the tank begin leaking after the eggs are put in, the hatch will be seriously injured, often resulting in an entire loss of the eggs or chicks. It is not practicable to manufacture an incubator tank for a hot-water machine that will last more than three to five years, while as a rule these hot-water tanks give out in one or two years—some of them during the first season they are used. The Cyphers, equipped as it is with a separate heater, so constructed that direct heat from lamp *does not pass into incubator at all*, and employing the *original, genuine*, patented "diffusive principle," positively has none of the defects of a hot-water machine.

Following are a few sample reports on this point from customers:—

F. A. Behne, 3512 Rich Terrace, Mariner Harbor, Staten Island, N. Y.—"For a number of years I used hot-water incubators. In September, 1910, I bought another one which was highly recommended, of course, by the maker. I gave it a trial but was not satisfied with it, so in the month of March of this year I bought a No. 1 size Cyphers Incubator. I put these two machines side by side in the same room, put eggs of the same breeding pen in them, and when the twenty-one days were up I had 30 per cent. more chicks in the Cyphers than in the other one. *No more hot-water machines for me.* Hot-water machines take constant care and looking after but as for the Cyphers I light the lamp and let her go and the machine does the rest."—July 27, 1911.

A. F. Nisale, Jefferson Park, Ill.—"I had a hot-water machine at first. *With it I had one mishap after another*, including a total loss of two hatches and got just one little weak chick out of the third trial—so you can imagine my pleasure when I bought one of your 144-egg machines, which *practically took care of itself* although operated in just an ordinary living room. On the 26th day of February I set the machine with 144 eggs gathered from an ordinary run of chickens. Tested the eggs down to 90 and hatched 76 chicks, which I sold when they weighed a pound to a pound and a half at 3½ cents per pound. I set the machine twice more, bringing the three hatches up to an average of 80 per cent."—August 9, 1910.

Lawrence Larsen, Wolsey, S. D.—"The Cyphers Incubator and the Cyphers Brooder purchased of you last spring have given us good satisfaction. I have used incubators for the last fourteen years, both hot air and hot water, and of several different makes, but would advise those that intend to buy incubators to *profit by my experience and buy the Cyphers Hot-Air Incubator at the start*. One of my neighbors has a cheap hot water machine that is claimed to have double walls, but both are made of cardboard. The regulator works all right if you give it 15 degrees to work in, whereas the Cyphers will work on a fraction of a degree. My neighbor would get up *two to four times a night* to look after their incubator and we took care of ours but two times a day and never touched the regulator for nine weeks. I think that is pretty hard to beat."—July 22, 1911.

THE CYPHERS PERFECTED HEATER

The Heater and Safety Lamp Enclosure on a Cyphers Incubator *costs more to make than it costs all told* to build some of the "bargain" incubators on sale. Please examine illustrations herewith for proof of this statement.

The time-tried principles of the old-style Cyphers heater have in no wise been changed. They are the same today that they have been for ten years. While we have added to the cost of manufacture in devising this fire-proofed heater, its use places us in a position to claim that no other heater on the market equals it either in durability, efficiency or safety.

The top of the asbestos jacket on the Cyphers heater (see pages 45-46) is covered with a one-piece, disc-stamped metal cap that extends down over the upper edge of heater and protects it from injury. There is also a band of heavy sheet metal around the bottom of the asbestos jacket, which protects the lower rim. These features not only add greatly to the durability of the heater, but also add much to its appearance.

The fire insurance engineers are much opposed to the type of incubator construction that locates the lamp directly underneath the case of the incubator, and for good reasons. Incubators are still offered for sale that use a lamp which is hung or placed on a shelf located *under the wooden case of the machine*, the chimney extending upward into the case itself. In this faulty construction the heat pipes or flues receive direct heat from the lamp flame and discharge it *into the interior of the case*. The ban of the fire insurance world has been placed on this out-of-date construction.

There are numerous makes of so-called popular

CYPHERS INCUBATOR
SAFETY LAMP
ENCLOSURE.

Lamp in proper position to be elevated. The elevating device is an ingenious yet very simple method of lifting the lamp until the burner properly engages the bottom of direct heat flue, when it is locked in position. Judged from the standpoint of simplicity, durability and security this is unquestionably the best lamp support yet invented.

CONSTRUCTION OF LATEST-PATTERN STANDARD CYPHERS INCUBATORS

priced incubators on the market which are heated by locating a lamp or heater at one end of the incubator case and conducting heat direct from the lamp into a hot-air reservoir located above the egg chamber. ***This faulty and unsafe construction is also condemned by the Fire Underwriters.***

The heater and lamp and lamp support ***must be constructed*** according to the letter and spirit of the standard adopted by the Fire Underwriters, and the lamp bowl, lamp burner, flame, chimney and lower section of the heater positively must be so protected "that fire therefrom cannot communicate" either to the case of the incubator or "to the floor of the room in which the incubator is operated."—So say the "Rules and Requirements."

The Cyphers Safety Lamp Enclosure, combined with our superior heater, accomplishes these desirable and highly important results. The right to use the insurance labels is the proof. Other manufacturers ***may claim*** fire-proofed and insurable incubators, but ***demand the label***—that is the test! ***If their machines do not bear the official label***, you may be absolutely sure that they are dodging the question—or are trying to mislead you.

CYPHERS SAFETY LAMP ENCLOSURE

The Cyphers Safety Lamp Enclosure consists of a substantial galvanized-iron drum ***the same diameter as the asbestos jacket*** on the incubator heater and about 8 inches deep, constructed ***without the use of solder***. Top and bottom are double seamed to the body of the drum by the use of machinery. The top is reinforced with a metal collar and ***the bottom is oil tight***. The direct heat flue of the heater passes

through and extends about one-half inch below the top of the enclosure. When in position the top of the enclosure rests against the bottom of the fresh-air flue of the heater and is held securely in place by means of bolts fitted with thumb-nuts.

The lamp slides into the enclosure on a plate attached to the top of the elevating device, and may be quickly inserted and removed ***without tilting and without spilling of oil***. Additional to this convenient and safe method of handling the lamp, a brass vent tube, one and one-half inches long, is securely attached to the top of the filler cap, which further prevents a ready spilling of oil.

CYPHERS INCUBATOR
SAFETY LAMP
ENCLOSURE.

Lamp elevated and locked in position. To remove or replace the lamp is such a simple operation that it can be accomplished with one hand without the discomfort of kneeling. The operator can see and adjust the flame without removing the lamp. The burner collar and burner are so constructed that lamp must be inserted in enclosure with filler cap to rear.

The burner collar and burner on this lamp are eccentric, ***as regards the top of the lamp bowl***, so that the lamp must be inserted in the enclosure with the filler cap at the rear, or the burner will not engage the bottom of the direct heat flue when the lamp is elevated and therefore cannot be used.

The elevating device is an ingenious yet very simple method of lifting the lamp until the burner properly engages the bottom of the direct heat flue, when it is locked in position and ***cannot be accidentally dislodged***.

This Safety Lamp Enclosure withstood the repeated tests of the engineers of the National Board of Fire Underwriters and of the manufacturers, extending through several months—doing so without a suggestion of failure—and was passed by the Underwriters' Laboratories (Inc.) as a satisfactory device ***for safeguarding the lamp of an incubator***, in conformity with the object of the "Rules and Requirements" of the National Board. But this Safety Lamp Enclosure possesses other valuable features besides safeguarding the lamp.

First—It unquestionably is the best lamp support yet invented, judged from the standpoint of ***simplicity, durability and security***.

Second—It infallibly locates the lamp burner in the ***proper position***.

Third—It prevents the fumes from the lamp entering the ***fresh-air intake*** of the heater.

Fourth—It allows the operator to see and adjust the flame ***without removing the lamp***.

Fifth—To remove or replace the lamp is such a ***simple operation*** that it can be accomplished with one hand and without the discomfort of kneeling.

And not one of the time-tried and well-known Cyphers principles have had to be eliminated in securing these several important advantages. The lamp occupies identically the same position it did before the insurance feature was adopted, and no changes have been made in the construction of the heater. Every part of the heater and safety lamp enclosure is well and durably made, therefore cannot get out of repair and will last a lifetime.

THE DIFFUSIVE PRINCIPLE

(Patented)

Years ago men working in the interests of this company experimented in many different sections of the Union where the greatest divergences of temperature and moisture exist, employing in their tests several styles of so-called porous hatching chambers. The system which finally was found to be the most practical is now used in the construction of the Cyphers Incubators. Porous diaphragms compose the upper and lower divisions of the egg chamber, and through these diaphragms the ***moderately-warm, pure air*** from the protected fresh-air chamber of the heater must pass in entering and leaving the apartment in

which the eggs are placed. This is a distinct advance on the old system of radiant heat and direct ventilation. It is patented by this company and may be manufactured lawfully only by us. Infringements of this principle have been vigorously prosecuted, and *it is our intention to protect our rights against all persons who may disregard them.*

When the Standard Cyphers is in operation, the fresh, pure air that enters the heater is *first warmed*, then distributed evenly over the whole area of the top surface of the upper diaphragm before it enters the hatching chamber. After being diffused through the minute pores of closely-woven fabric, the air is gradually forced down around the eggs and through the incubating chamber in a slow but positive manner, entirely *without air currents* or the slightest *direct draft* on the eggs. Thence it is *diffused* through another porous diaphragm placed above a shallow chamber in the bottom of the incubator, and thence is *drawn out* into the exhaust pipe of the heater.

This method of applying heat and insuring *automatic ventilation* gives a larger volume of pure, fresh air than is employed in other incubators, and accomplishes both results *without the disastrous effects* of profuse *direct ventilation*.

All Cyphers Incubators are equipped throughout with *removable diaphragms*, which can readily be taken out for purposes of cleaning.

GENUINE NON-MOISTURE INCUBATORS

We repeat, that Cyphers Company Incubators are the only ones manufactured that lawfully can be equipped with our patent diaphragms, by the use of which the "diffusive system" of ventilation is employed, overcoming the necessity of supplying additional moisture by the use of shallow pans, wet sand, wet sponges or moist cloths. Users of other styles of incubators are constantly reporting many full-grown chicks dead in the shell, and in hopes of helping them to overcome this difficulty poultry papers continue to discuss such questions as:—The best location for an incubator, how much moisture to supply, when to apply it, in what manner, etc.

Cyphers Incubators are so simple and easy to operate, and so certain in results, that they have met with uniform appreciation by experienced operators, while beginners succeed with them from the first trial, because the machine itself solves the perplexing "moisture problem" for them: In other words, we are able to place in their hands a practically *automatic hatcher*, leaving very little to chance and to inexperienced.

The following sample extracts were selected at random from the thousands of letters we have received that contain similar statements:—

Mrs. Rufus C. Hubbard, Los Angeles, Cal.—"Have been well pleased with my experience with the Cyphers Incubators. The temperature and ventilation is perfect, *avoiding the use of supplied moisture* in a climate that varies 15 to 20 degrees in temperature in twenty-four hours."—August 9, 1911.

G. H. Pond, Prop.,
Hillside Poultry Farm,
Minneapolis, Minn.—

"I have found your Cyphers Incubators very easy to operate, and the chicks have been remarkably strong and healthy. Have sold thousands of day-old chicks hatched with your machines, and they have given excellent satisfaction. I have been surprised at the adaptability of your incubators to dry, unfavorable conditions. Have used one of them in February and March of each year, in a living room, size 12x18, heated with a large air-tight heater, the temperature varying from 70 degrees in the day-time, to 40 or 45 degrees at night. *Have had excellent hatches without paying any attention to moisture*, except to close ventilators partly at night and altogether at hatching time. At hatching time the glass door gets covered with moisture so that a person could scarcely see through it."

—November 9, 1911.

F. E. Schultze, D. V. S., Little River, Dade Co., Fla.—"I have used your Incubators both North and South many years, and always found them O. K. Will continue to use them down here. *Your system of regulation of moisture is the trick in the far South.*"

—September 12, 1911.

Frank L. Rennert, Box No. 162, Valhalla, N. Y.—"I have one of your 244-egg size Cyphers Incubators and have had three hatches. First, 168; Second, 175; Third, 164 chicks. I was more than pleased. The chicks were large and strong. I think you have the best machine on the market, and can highly recommend it. In regard to moisture: *I was afraid the machine would be too dry, but was surprised to see the glass doors covered with moisture.*"—November 8, 1911.

Fred H. Wiebers, Flasher, N. Dak.—"I can not say too much in praise of the Cyphers Incubator. Have hatched about every fertile egg I put in my machines. *Never had to bother about the moisture question. The chicks came out strong, and the hatches cleared up in about ten to twelve hours.* I had tried other makes before buying yours, and

SECTIONAL VIEW OF CYPHERS STANDARD FIRE-PROOF INCUBATOR HEATER WITH SAFETY LAMP ENCLOSURE ATTACHED.

In securing the several important advantages of the Safety Lamp Enclosure, not one of the time-tried and well-known Cyphers principles had to be eliminated. The lamp occupies identically the same position it did before the insurance feature was adopted, and no changes have been made in the construction of the heater.

1. Top cover cap. 2. Castings which form fire and smoke proof joints between waste heat chamber and pipes connecting heater with interior of incubator case. 3. Casting by which heater is attached to incubator case. 4. Casting which connects direct heat flue (8) with waste heat chamber (7). 5. Air-spaced asbestos jacket covering the entire exterior of the heater. 6. Fresh-air chamber in which fresh air is drawn from outside the machine, is warmed by contact with the outer surface of flue (8), and carried into incubator at upper connection. 7. Escape flue for discharge of fumes from direct heat flue (8). 8. Direct heat flue. 9. Escape flue for surplus heat produced in fresh-air chamber (6). 10. One-fourth inch mesh wire protection against entrance of mice to interior of incubator case when machine is not in use. 11. Castings which form fire and smoke proof joints between waste heat chamber and pipes connecting heater with interior of incubator case. 12. Casting by which heater is attached to incubator case. 13. Top of lamp bowl. 14. Elevating device. 15. Filler cap and non-spilling air tube.

CONSTRUCTION OF LATEST-PATTERN STANDARD CYPHERS INCUBATORS

was getting badly disgusted with the Incubator business. This year I let the hens do the brooding but will buy Cyphers Brooders for next season. Then I will be on the right road to success."—July 20, 1911.

Laura A. Moshier, Jamaica, L. I., N. Y.—"Am using your No. 2 Size Cyphers Incubator and two Cyphers Outdoor Brooders. I find your self-regulating, self-ventilating and non-moisture machine very easy to operate, and the regulator works like a charm. I have no hesitation in saying that your machines are by far the best placed before the public. *The self-supplied moisture and the automatic accurate regulation is all that could be desired.* Out of three hatches I got 596 chicks and not a weak or deformed chick in the lot. I am also using your Chick Food, Laying Food, and High Protein Beef Scrap, all of which are giving excellent results."—November 9, 1911.

PRACTICALLY PERFECT REGULATION

The device used on Cyphers Incubators for regulating the temperature in the hatching chamber is a marvel of sensitiveness and reliability. No other style of incubator regulator has been devised that is its equal in the essential points. Sensitive and positive in action, this thermostat, with its mechanically-perfect attachments, *can be fully relied on* to do its work. *This we guarantee.*

Briefly stated, the three elements of chief importance in incubator regulation are: First, a sensitive thermostat, one that will regulate the temperature of a hatching chamber to a fraction of a degree; second, ease and simplicity of adjustment; third, a device so well made in all parts that it will not lose its efficiency with age.

The countless practical and severe tests to which the Cyphers regulating device has been subjected in this and foreign coun-

tries prove beyond the shadow of a doubt that it will control the temperature of the egg chamber, day by day, week in and week out, *within a fraction of a degree.*

MANUFACTURED BY US COMPLETE

We manufacture our thermostats and regulators *complete in every part*, in our own factory. We are thus able to avoid such variations in quality of materials and workmanship as would render useless all care that might be taken in putting the numerous parts together. (See illustration of parts.)

Incubator operators who have had sad experiences with other styles of regulators were quick to recognize the superior value of this thermostat, whereas those who are not familiar with devices of the kind will readily comprehend the working principle and merits of the one herewith described and illustrated. In many machines of the present day, changes of outside temperature will affect the thermometer in the incubator to the extent of four or five degrees, *and even more.* Positively this is not so with the Standard Cyphers.

EXPERIENCE OF CUSTOMERS

As proof in support of this assertion, permit us to present herewith an extract from a poultry paper which was brought to our notice, also a few sample reports from pleased Cyphers Company customers:—

"I use the Cyphers Company's Incubators. Why? Because I find them more accurate as to holding an even temperature. I never knew one of them to get out of repair. The 'spring' regulator or thermostat never changes, while in other makes wafers or discs get out of shape in a year or so, and you have a horrible hatch before you realize what is the matter."—OSCAR WELLS, Farina, Ill., in *Profitable Poultry*.

G. E. Hendrickson, South Wayne, Wis.—"Last fall I purchased one of your 240-egg size Cyphers Incubators. I have operated the machine this season with good success. Although the weather changes were frequent and various I have found that the *Cyphers runs as steady as a clock.* I can only say to those who contemplate buying an incubator and are not well versed on the subject, choose a Cyphers. They are almost 'fool proof,' and a person need not sit up nights with them in order to keep the regulator working right. I have tried several machines and under various conditions, but the Cyphers has stood the test and won out at every trial."—July 27, 1911.

Guy U. McDavid, Irving, Ill.—"Wish to inform you that we *attribute our success to your incubator.* I have used the Cyphers and several other makes under the same conditions, and your machine did by far the best work, being automatic in regulation, also self-ventilating. I consider eggs placed in your machine *safer than under a hen.* All the eggs from our White Wyandottes winning first at the Missouri State Show have been hatched in a Cyphers Incubator and we have a very promising bunch of youngsters."—June 16, 1910.

Fred W. Bassler, Green Meadow Ranch, Wickenburg, Ariz.—"The Cyphers Incubator bought from you last spring has given good satisfaction. With your machine it is *not necessary to stay up nights.* The temperature is very regular and I recommend the Cyphers to anyone who wants to hatch chickens without trouble. It is the best machine on the market."—July 11, 1911.

CYPHERS IMPROVED SAFETY HEATER PARTS.

Parts that go to make up the Improved Cyphers Safety Heater (from photograph). Absolutely fire-proof, and guaranteed to be the best made and best-service heater manufactured for use on incubators. Nearly all other manufacturers use simply a cheap lamp and a light-weight metal chimney. Note the 2¼-inch thick asbestos jacket (open) with dead-air spaces, protected by a metal cap at the top and a strong band of metal at the lower rim. See description, pages 43 and 44.

CONSTRUCTION OF LATEST-PATTERN STANDARD CYPHERS INCUBATORS

Small size Standard Cyphers Incubator, latest-pattern (No. 0 and No. 1), showing "Split" lower diaphragm removed and egg tray and upper diaphragm partly drawn out. The top diaphragm is easily removable without interference with the thermostat or other working parts. No. 0 Incubator, capacity 70 eggs. Price \$15, and No. 1 Incubator, capacity 144 eggs. Price \$22, are alike in all respects except size.

P. A. Schryver, Rhinecliff, N. J.—"I purchased one of your 244-egg Cyphers Incubators last January. I am so well pleased with it that I intend to purchase two more of the same size the first of the year 1912. After trying others I find the Cyphers is the only one in the market that has a perfect regulator to control the heat. And the chickens can't be beat that are hatched in it."—July 17, 1911.

Loe Addy, Newcomerstown, Ohio.—"I operated the Cyphers Incubator in a room with one of another make and while the temperature of the room varied until at times we had to watch the fire at night to keep the temperature of the other machine within range of the regulation, the Cyphers thermometer stayed at 103 degrees as though glued. The Cyphers is good enough for me."—August 9, 1911.

We could readily present hundreds of similar reports. See back pages of this book for further testimony on **practically perfect regulation**.

OUR SYSTEM OF VENTILATION

In the Cyphers Incubators for 1912 we retain the return-draft style of heater, as used on the original, genuine Cyphers, for the sole reason that *we know it to be the correct principle*. This construction provides an entirely automatic system of ventilation that is sufficient in itself to produce excellent hatches, especially where the machine is operated in an apartment the temperature of which ranges below 60 to 65 degrees, even though all ventilators are kept closed, either as a result of carelessness or lack of experience. In other words, the Cyphers is practically "neglect proof" and is certain to bring off good hatches, so far as ventilation is concerned, provided the lamp is kept going and the regulator adjusted.

DROP-BOTTOM FOR SUMMER USE

(Patented July 17, 1906)

The larger the number of eggs that are being incubated in one compartment, the more air (oxygen) we should supply, yet *direct drafts* must be avoided. In hot weather, or in a warm climate, the movement of air is *sluggish*. For example, if the air outside of an

incubator is 90 to 100 degrees in temperature, the exchange of *fresh pure air* into the hatching chamber is slow in action and limited in amount—is *insufficient for best results*.

To overcome this difficulty, the two large-size Cyphers Incubators—the No. 2, holding 244 eggs, and the No. 3, holding 390 eggs—are equipped with what we call a drop-bottom. The bottom panel of each machine consists of a substantial frame, enclosing a hinged bottom that can be let down any distance until it reaches the floor. By this means, much of the *under surface of the lower felt diaphragm* is exposed, thus materially *increasing* the automatic ventilation of the hatching chamber and nursery department, especially the latter.

We recommend the drop-bottom method of *supplementary ventilation* when the incubator is operated during the warm months of May, June, July and August in the temperate zone, and during other periods of the year in the torrid zone; *also* when the temperature of the apartment in which the machine is operated *ranges above seventy degrees Fahrenheit*.

Actual and severe tests reported from all parts of the United States and Canada have established the fact that the use of this drop-bottom system of maximum ventilation has increased the hatches *to an important extent* and produced better chicks and ducklings, thus overcoming, very largely, the adverse conditions of summer heat and lowered vitality.

Following are sample reports received from our customers:—

White Rose Poultry Farm, Kaufman, Pa.—"We have been using Cyphers Incubators for the past seven years and think they can't be beat. We used two other makes but discarded them both and are now using nothing but the Cyphers. We think the ventilating features on your machine, including the drop-bottom, the best on the market, and your regulator works like a clock. We hatch from 2,000 to 3,000 chicks annually. The Cyphers Incubator Company has always treated us fine in all our dealings with them."—November 15, 1911.

No. 2 Standard Cyphers Incubator, latest-pattern (No. 3 same pattern), showing method of removing top diaphragms without interference with thermostat or other working parts. Drop-bottom also is let down. See description, pages 47 and 48.

CONSTRUCTION OF LATEST-PATTERN STANDARD CYPHERS INCUBATORS

Bertha M. Story, Rose Mawr Poultry Yards, Oregon City, Ore.—"I rarely have less than a 90 per cent. hatch of good, strong chicks. In warm weather I keep the drop-bottom down until the 19th day and I believe that this system of ventilation, especially for warm climates or late spring and summer hatching, is the secret of the success of the Cyphers in surpassing all other incubators."—June 21, 1911.

H. J. Blanchard, Groton, N. Y.—"The old Cyphers was a self-ventilating, non-moisture machine, but your latest pattern, with the drop-bottom, can be adapted to a far wider range of conditions. I regard your latest-pattern incubator as the best hatching machine made, and invariably recommend them to my friends. In my eleven years' experience with your Company I have found its methods square and honorable."—August 28, 1909.

A. W. Rowell, Principal Clark University, South Atlanta, Ga.—"I am well pleased with your incubators and especially emphasize the value of the drop-bottom for this warm climate. Twice this season I have had a better than 92 per cent. hatch. Your machine regulates so much easier and so much more accurately that it seems perfection when compared with any other regulating device I have ever tried."

N. P. Husted, Petaluma, Cal.—"I wish to compliment you on the latest-pattern Cyphers for California climate. It is no trouble to operate in hot weather, when the days are hot and the nights cool—keeping an even temperature, the drop-bottom fitting California weather to perfection. The six Cyphers machines I am operating have averaged 90 per cent. for the past year, several hatches running as high as 98½ per cent. I most heartily recommend your machine to the novice as the shortest cut to success with poultry."

A. B. Soyars, Proprietor Peconic Duck Farm, Riverhead, L. I., N. Y.—"After operating your machines for four years along with other makes of incubators we find the Cyphers beats them all for duck hatching. We kept a few more than 400 laying ducks this year and from them we hatched 20,780 strong, healthy ducklings, which shows what Cyphers incubators are doing for us. Your patented drop-bottom feature is just the thing for duck hatching, especially as warmer weather comes on."—Sept. 11, 1909.

For numerous additional reports see back pages.

Latest-Pattern No. 2 Standard Cyphers Incubator, 244-egg capacity. Price \$32. Showing nursery doors open; left-hand nursery drawer is in position; right-hand drawer is let down and ready to draw out. No. 3 incubator, 390-egg capacity (Price \$36) is identical with No. 2 except in size.

HANDY NURSERY DRAWERS

(Patented May 22, 1906)

The No. 2, 244-egg capacity, and the No. 3, 390-egg capacity, latest-pattern Cyphers Incubators are each furnished with two nursery drawers—see illustration on this page. The drawers occupy the nursery

CYPHERS STANDARD REGULATOR.

Standard Cyphers Toggle-Lever, Double-Action Regulator. Manufactured complete by us in our own factory, and guaranteed to be the most sensitive and trustworthy regulating device invented to date for use with incubators. A—Base-casting. B—Counterpoise weight with two lock nuts. C—Connecting tube. D—Tin Disc. E—Thermostat. F—Metal Nipple, making thermostat fast to connecting tube. G—Wooden arm. H—Knife-edge bearings of pivot casting. J—Connecting rod with upper steel thumb nut.

space underneath the egg trays and are reached through solid wooden doors, located below the glass-panel door that opens into the upper portion of the hatching chamber where the egg trays are situated.

These drawers will be found of great convenience in removing the chicks or ducklings from our large-sized incubators. By their use the operator is enabled to remove the dry chicks or ducklings as often as may be deemed advisable, *without interfering in any way with the remainder of the hatch*. In all large-sized incubators that are not equipped with nursery drawers the operators have met with difficulty in getting the chicks or ducklings out of the rear portion of the nursery section without injuring them, owing to the distance from front to back. Furthermore, with the old-style of machines, if it is desired to remove the chicks before the hatch is completed, it is necessary to open the egg-chamber door, thus *allowing both heat and moisture to escape to a harmful extent*. Duck men, particularly, found this style of machine inconvenient to operate. The nursery drawers furnished in the two large-sized latest-pattern Cyphers Incubators completely overcome this difficulty. These drawers are raised automatically, *when pushed into position*, by means of inclined cleats fastened to the sides of each compartment so as to keep them well up near the source of heat. This improved construction is fully covered by letters patent bearing date May 22, 1906.

NO. 0 AND NO. 1 STANDARD CYPHERS

All improvements herein described as embodied in the latest-pattern Cyphers Incubators will be found in the No. 0, 70-egg size and the No. 1, 144-egg size, excepting the nursery-drawers and drop-bottoms. These two

smaller-sized machines have the new metal-cap, banded heaters, the latest-improved thermostats, the removable top diaphragms, the inclined egg trays and the split lower diaphragms.

These smaller-capacity, shallow-depth Cyphers Incubators have not been found to require nursery drawers nor supplementary ventilation, but the hatching and chick nursery apartments of each of these machines *have been deepened one inch*, as compared with the earlier styles, thus securing a larger volume of air in the incubating chamber and a greater depth in the nursery section for use of the chicks first to hatch. It will be noted also that the capacities of these two machines have been increased *thirteen and twenty per cent.*, respectively.

COMBINATION HEN EGG AND DUCK EGG MACHINES

The No. 3 size Incubators are supplied with extra ventilating tubes, by means of which *these large machines* may be used with maximum results for hatching both hen eggs and duck eggs. In other words, they are *combination hen-egg and duck-egg incubators*—a fact that has been abundantly proved by experienced operators whose reports are to be found throughout the pages of this catalogue.

Here are a few brief extracts from customers who are using this machine to hatch duck eggs:—

F. S. Keith, Easton, Mass.—"I have been using your incubators for many years and they have given perfect satisfaction. This season have been having the best hatches on ducks and chickens I ever had. My best hatch was 320 chicks from 360 untested eggs and 236 ducklings out of 300 untested eggs just as they were put in machine."—January 9, 1911.

Charles J. Helrath, Talmo, Kas.—"Last season I operated here five of your Standard Cyphers Incubators. I took off twelve hatches with *hen eggs* and five with *duck eggs*, all with good results. We hatched 84 to 96 per cent. of all eggs after last test."—July 22, 1911.

D. H. Folks, Carbondale, Kas.—"In a No. 2 Cyphers, out of 210 hen eggs I hatched 204 good, strong chickens. Out of 52 fertile duck eggs I hatched 48 ducks. This was in the same machine. Only 52 duck eggs were in the machine during the hatch. I started this spring the 1st of March and hatched out and raised more than 800 chickens successfully."—August 8, 1910.

Wm. Kiff, Huntington Park, Cal.—"I have used the Cyphers Incubator for four years. Three years I used them with numerous other incubators in the same room with the same eggs. I got from ten to twenty per cent. better hatches from the Cyphers than I did from the other machines and *stronger and better chicks and ducklings*. This year I have used the Cyphers exclusively and have hatched over 2,600 ducks and about 2,000 chickens."—August 7, 1911.

A VISIT TO OUR FACTORIES

We wish every customer of the Cyphers Incubator Company could visit our factories to see for himself how well equipped we are to manufacture strictly high-grade goods, and to inspect the Cyphers Incubators and Brooders in the process of construction. Money

CYPHERS STANDARD REGULATOR PARTS.

From photograph of parts of Cyphers Double-Action Automatic Thermostat, showing the number of pieces of high-grade materials used in its construction.

has not been spared in equipping our factories throughout *with the most improved machinery*, and we are in a position to know that this Company's factories are by long odds the largest and best-equipped establishments of the kind in the world. We manufacture, under the supervision of competent, experienced persons, *practically every part of every incubator and brooder* we offer for sale, including the woodwork, heaters, regulators, lamps, etc., also the Cyphers full line of specialties for poultrymen—*upwards of one hundred useful and popular articles.*

Every incubator made by us is carefully tested as to regulation before the machine is crated for shipment, also every thermometer sold by us. Each Cyphers Incubator has a "packer's slip" attached to the wall of the hatching chamber, which bears the name of the inspector and the date on which the machine was packed and approved.

See Cyphers Company guarantee on pages 76 and 77.

HATCHES DUCK EGGS EQUALLY WELL.

Picture is from photograph showing a No. 2 Cyphers Incubator used by G. M. D. Legg, Sterling, Ill., for hatching duck eggs. Said D. W. Tobey, manager for Mr. Legg: "In this hatch we got 201 ducklings from 217 eggs left in the machine."

INSURABLE

STANDARD CYPHERS

INCUBATORS AND BROODERS

Standard Cyphers Incubators of all sizes are built in strict compliance with detailed specifications adopted by the NATIONAL BOARD OF FIRE UNDERWRITERS in the form of "Rules and Requirements," and every Incubator manufactured by Cyphers Incubator Company is separately inspected IN THE COMPANY'S FACTORY at Buffalo, N. Y., by the Underwriters' Laboratories (Inc.), UNDER THE DIRECTION OF THE NATIONAL BOARD OF FIRE UNDERWRITERS, and bears the OFFICIAL LABEL of the Associated STANDARD FIRE INSURANCE COMPANIES doing business in the United States and Canada.

DURING the spring and summer of 1908 expert mechanical and electrical engineers, working under the direction of the Committee of Consulting Engineers of the National Board of Fire Underwriters, *after a long period of investigation*, completed a set of detailed specifications covering the construction of *Insurable Incubators and Brooders*. These specifications were then adopted by the *National Board of Fire Underwriters* and published in booklet form, bearing this title:—

"Rules and Requirements of the National Board of Fire Underwriters for the Construction and Installation of Incubators and Brooders as Recommended by its Committee of Consulting Engineers. Edition of 1908."

The National Board of Fire Underwriters

Is an organization that represents *practically all* the Standard fire insurance companies *now doing business in the United States and Canada*. The Underwriters' Laboratories (Inc.), with headquarters at Chicago and *branch offices in eighteen of the principal cities* of the United States, are conducted under the direction of the National Board. The directors of the Underwriters' Laboratories are chosen from the officers of the National Board of Fire Underwriters, the National Fire Protection Association, the Underwriters' National Electric Association *and the leading Fire Insurance Companies*.

Meaning of the Underwriters' Labels

THESE LABELS mean that *every purchaser* of a Standard Cyphers Incubator or Cyphers Brooder which bears the *Underwriters' Official Label* will get what he desires—namely, *an Inspected and Insurable Incubator or Brooder* that is built in strict conformity to the "Rules and Requirements" of the *National Board of Fire Underwriters* and that has been approved by fire insurance experts who *have no direct interest in their sale*.

Booklet containing "Rules and Requirements" of the National Board of Fire Underwriters for Safe Construction of Incubators and Brooders.

(From Photograph, About one-half Reduction.)

BELOW ARE FAC-SIMILES OF THE UNDERWRITERS' OFFICIAL LABELS:

Form of Brass Label to be Found (in serial numbers) on Every Standard Cyphers Incubator, All Sizes.

Form of Brass Label to be Found (in serial numbers) on Every Standard Cyphers Brooder, All Sizes.

ARE THE FIRST IN THE WORLD

Cyphers Incubator Company the first in the world to build Incubators and Brooders which comply with the requirements of expert mechanical and electrical engineers, acting under the direction of the National Board of Fire Underwriters, and the first to be granted the Insurance Labels

AFTER THE RULES AND REQUIREMENTS of the Consulting Engineers had been adopted by the National Board of Fire Underwriters, and after Cyphers Incubator Company had devised means to comply with same, the Engineers of the Underwriters' Laboratories (Inc.) repeatedly visited the factory of Cyphers Incubator Company and examined, tested and reported on the fire-proofed articles submitted for examination. These engineers were *painstaking and exacting in their work*, so much so that a number of alterations and additions were found necessary in the four types of hatching and brooding apparatus manufactured by this company (oil-heated, gas-heated, electric-heated and coal-heated) before the numerous articles were passed and the Laboratories were authorized to issue the *official labels* as reproduced on the opposite page, for attachment to all styles and sizes of Standard Cyphers Incubators and Brooders.

OCTOBER 15 AND NOVEMBER 1, 1908, Cyphers Incubator Company received *official notice* of the approval of its Incubators and Brooders, as follows:—

UNDERWRITERS' LABORATORIES, INC.

Under the direction of the
National Board of Fire Underwriters

Cyphers Incubator Co., Buffalo, N. Y.

Chicago, Ill., October 15, 1908.

Dear Sirs:—We enclose herewith for your information a card on which is given summary from our report on the appliances which were received from you for examination and test.

A duplicate of this card has been forwarded to each insurance company, insurance organization and inspection department subscribing to our work.

Respectfully yours,

W. H. Merrill

Manager.

INCUBATORS AND BROODERS

104—Oct. 15, 1908

Incubator, Oil Heated. Cyphers Incubator Company,
Manufacturer, Buffalo, N. Y.

Oil-heated Incubators (Class B) shown by tests and examinations conducted by Underwriters' Laboratories, Inc., to be in accordance with the requirements of the National Board of Fire Underwriters, and examined and tested at factories under the supervision of Underwriters' Laboratories, Inc., have labels fastened to the front reading:

**UNDERWRITERS' LABORATORIES, INC.,
INSPECTED INCUBATOR,**

NO. —

This Company is equipped to supply these devices. Users and Underwriters having jurisdiction are advised to give preference to incubators of this type which bear the labels referred to.

INCUBATORS AND BROODERS

104—Nov. 1, 1908

Brooder, Oil Heated. Cyphers Incubator Company,
Manufacturer, Buffalo, N. Y.

Oil-heated Brooders (Class B) shown by tests and examinations conducted by Underwriters' Laboratories, Inc., to be in accordance with the requirements of the National Board of Fire Underwriters, and examined and tested at factories under the supervision of Underwriters' Laboratories, Inc., have labels fastened to the front reading:

**UNDERWRITERS' LABORATORIES, INC.,
INSPECTED BROODER,**

NO. —

This Company is equipped to supply these devices. Users and Underwriters having jurisdiction are advised to give preference to brooders which bear the labels referred to.

CYPHERS INCUBATOR COMPANY was first in the history of the poultry business to manufacture Incubators and Brooders that *meet the requirements* of the Associated Fire Insurance Companies, and also the first company in the world to be granted labels by the Fire Underwriters covering *inspected and insurable incubators and brooders* built in conformity with the specifications of *their expert engineers*. Label No. 1 for "Inspected Incubator" and Label No. 1 for "Inspected Brooder" were *issued to Cyphers Incubator Company* and are illustrated on opposite page. These labels are *stamped with serial numbers*, which means that no two Incubator labels and no two Brooder labels *can ever have the same number*.

This fact alone is a guarantee that every Incubator and every Brooder that bears the Fire Underwriters' **OFFICIAL LABEL** must be one that has been **INSPECTED AND APPROVED** by representatives of the Underwriters' Laboratories (Inc.).

FACTORY INSPECTION:—Every Cyphers Incubator and Standard Cyphers Brooder described and offered for sale in this catalogue has been separately and personally inspected *in the factory of Cyphers Incubator Company* by engineers employed by the Underwriters' Laboratories (Inc.) and has had affixed to it the official label of the Associated Fire Insurance Companies, *placed thereon under the direction of the National Board of Fire Underwriters*. These metal labels are equivalent to the *official signature* of the Underwriters' Laboratories (Inc.) as representing *their inspection* of the incubator or brooder to which it is attached.

Demand the Label! It means safety. It means protection. IT MEANS CHEAP INSURANCE.

PATENTED PRINCIPLES UNCHANGED

No changes were made in the time-tried and patented principles of the Standard Cyphers Non-Moisture, Self-Regulating and Self-Ventilating Incubators in complying with the Rules and Requirements of the Associated Fire Insurance Companies

A**BSOLUTELY NO CHANGE** has been made in the *time-tried and patented principles* of the Standard Cyphers Non-Moisture, Self-Regulating and Self-Ventilating Incubators in complying with the Requirements of the Fire Insurance Underwriters, therefore the manufacturers have placed the *same sweeping guarantee of superiority* on these world-famed hatchers for the season of 1911-1912 that has covered their standard make of incubators heretofore. (For Warrant of Superiority, see pages 76 and 77.)

The Label Service Explained

IN THE BOOK OF "GENERAL INFORMATION" published by the Underwriters' Laboratories (Inc.), the management explains and **strongly recommends** the label service method of inspecting articles manufactured in compliance with the "Rules and Requirements" of the National Board of Fire Underwriters, as follows:—

"The newer form of supervision, *which is considered superior by the Laboratories' management*, consists in inspections by Laboratories' engineers of devices and materials *at factories* and the labeling of standard goods by means of stamps, transfers or metal labels, *whereby they can be recognized wherever found*. By means of this service *the quality of goods in factories* where approved articles are made *is carefully observed*, and the use of labels restricted to such portion of the output as meets *in all essentials the standard of efficiency shown by the sample originally tested and on which approval was based*.

"Experience has shown that this method is *in every way superior* for the purpose of *bringing to the consumer the article he desires*, for the purpose of placing competition between manufacturers beyond the point where *deterioration in the quality* of the output is made necessary, and for the proper protection of the Laboratories and the organizations co-operating with them who are *giving substantial recognition to efficient fire protection appliances*."

ALL STYLES AND SIZES *Every style and size of Standard Cyphers Incubators and Brooders is built in strict conformity to the "Rules and Requirements" of the National Board of Fire Underwriters and has been officially approved as to all details of construction by the laboratory engineers. This statement applies with equal force to—*

*Cyphers Oil-Heated Incubators and Brooders, to
Cyphers Blue-Flame Burner Gas-Heated Incubators and Brooders, to
Cyphers Electrically-Heated Incubators and Brooders, and to
Cyphers Mammoth Compartment Coal-Heated Incubators and
Hot-Water Brooding Systems.*

In short, all Incubators and Brooders bearing the name "Cyphers" and manufactured by Cyphers Incubator Company are built *absolutely in conformity* with the "Rules and Requirements" of the fire insurance world, governing the construction of incubators and brooders; therefore, they represent the *maximum of safety* and are *everywhere insurable*.

Sound and Timely Advice to All Classes of Property Owners

Do not risk life and property by operating cheaply-built incubators and fire-trap brooders. You need not take chances of this kind. Buy and use incubators and brooders *that are built in strict conformity with the requirements of disinterested fire insurance experts*, whose sole object in adopting such requirements *was to reduce the fire risk to the minimum* in oil, gas, electric or coal-heated devices, without interfering with the principles or efficiency of the machines. Remember that in this matter the interests of the *associated fire insurance companies* of the United States and Canada, and *your interests*, are identical. Why not reap the benefit of the valuable work these experts have performed? Look for the labels—*they are the proof!* **THEY PROTECT YOU. REFUSE EVERY INCUBATOR OR BROODER THAT HAS NO LABEL.**

(From photograph, about one-half reduction.)

Booklet of "General Information" of Underwriters' Laboratories (Inc.). First paragraph in this booklet reads as follows: "The work of Underwriters' Laboratories is confined to investigations having a bearing upon the fire hazard, and is undertaken as one means of securing correct solutions of many of the problems presented by the enormous and disproportionate destruction by fire of property in the United States."

CYPHERS COMPANY BROODERS

FIRE-PROOFED AND INSURABLE

Complete Standard Line for Outdoor and Indoor Use; Employ Top-Heat and are Self-Ventilating and Self-Regulating; Are Built on Colony House Plan (except indoor type); Are Substantially Made; Are Fire-Proofed, and Every One Bears the Fire Insurance Underwriters' "Inspected Brooder" Label

CYPHERS INCUBATOR COMPANY manufactures for its customers a complete line of individual brooders that are *as well constructed and as well adapted for the uses intended* as are its Standard Incubators. These brooders, without exception, are built to do the work required of them, cost price being treated as of secondary importance. They not only are *fire-proof and insurable*, but are claimed by us to be the best designed, the *most durable*, the *most convenient* and the *most efficient* indoor and outdoor individual brooding devices thus far invented and placed on the market.

Cyphers Company manufactures *high-grade* brooders only. This company concluded some years ago that the fact that it had built up the largest incubator business in the world by the sale of strictly *high - grade incubators*, fully justified it in believing that the same class of trade would pay the necessary prices for strictly *high-grade brooders*. It decided, therefore, to abandon any further attempt to serve the *temporary interests* of its customers by trying to save them a dollar or two per brooder *on their original investment* when to do so will mean the loss, later on, of many times the amount in a *wasteful mortality of chicks*.

When it became necessary for us to build brooders in conformity with the "Rules and Requirements" of the Associated Fire Insurance Companies, *or to place our customers* in a position where they either would invalidate their fire insurance policies *or would have to go without fire insurance*, we decided to introduce *a truly standard line* of oil-heated brooders—a line of brooders fully as good for the purposes intended as are the Standard Cyphers Incubators. We realized that it had been just "that extra dollar or two" on each brooder which was needed to complete the device and make it a first-class article.

A properly designed and well constructed brooder *is as necessary to success* in raising chicks and ducklings by artificial means as is the use of the best incubator obtainable. Manufacturers of brooders *have known this for years*, but the competition in cheap brooders has caused them to make and sell brooding devices that have been either inadequate for the purpose or not durable enough to last and give satisfaction during a reasonable length of time.

Usefulness Reduced Fifty Per Cent. If Not Insurable

It was very evident that our *full line* of Standard Cyphers Brooders *must be insurable*, otherwise their usefulness and real value *would be reduced at least one-half*. At one time or another the poultry keeper is sure to want to use his outdoor brooders *in or near valuable buildings*. This is true in every case with indoor brooders, and it is true also of outdoor brooders. At certain seasons of the year it may suit the poultryman to locate his outdoor brooders in a field or an orchard, far from his residence and other buildings, but *early in each season* he will find it both profitable and convenient to operate them either indoors or in a sheltered position near some building. This made it clear to us that an *uninsurable* outdoor brooder would be *worth only about fifty cents on the dollar*, because it could not be used with safety except *at a considerable distance* from insured property and away from combustible material of any kind that might endanger insured property. Also, there was the matter of the extra labor and inconvenience in attending to brooders, especially early in the season, that must be located at a safe distance from buildings and other insured or exposed property.

REMEMBER, please, that Standard Cyphers Oil-Heated Brooders, both outdoor and indoor, all sizes and styles, are built in strict conformity with the Rules and Requirements of the National Board of Fire Underwriters, and every one bears the Factory Inspection Label of the Underwriters' Laboratories, placed thereon under the direction of the National Board; therefore, they can be used anywhere at any time without refusal on the part of the Fire Insurance Companies and without danger to the property of the policy-holding operator.

WORLD'S CHALLENGE ADAPTABLE HOVER AND BROODER HEATER. FIRE-PROOFED—INSURABLE.
(Patented.)

Detailed Scale Drawing of Adaptable Hover and Brooder Complete (except casing) illustrating: No. 1—Vertical Section of Adaptable Hover showing interior construction, including section of Brooder lamp chamber, double heat dome, heater compartment, direct heat pipe, fresh-air flue, hover, waste-heat pipe and T-fume vent and wind-break. No. 2—Horizontal Section of Adaptable Hover showing method of conveying warm air to hover compartment from lamp chimney (f) through inner heat dome (e), thence through direct heat pipe (d) into heat drum or radiator (c). No. 3—Lamp Chamber of Heater Compartment, showing deflector and guide plate. Nos. 4 and 5—Inner heat dome, forced draft chamber between the walls of the double dome through which chamber warm air is drawn, fresh-air flue, which surrounds heat dome and conveys pure warm air to hover compartment.

CYPHERS ADAPTABLE BROODING HOVER

Standard Fire-Proof Brooder Heater. Self-Regulating, Self-Ventilating and Adapted for Safe and Convenient use Anywhere that is Suitable for Confining or Yarding Chicks or Ducklings

CYPHERS INCUBATOR COMPANY never rendered the Poultry Industry a greater service than when, after four years of costly experimenting, it perfected the device which it named the World's Challenge Adaptable Brooding Hover for chicks and ducklings.

TEN THOUSAND DOLLARS, at a low estimate, was expended by us in the long series of experiments which resulted finally in the production of this Adaptable Hover. For a full decade this company had been working on the problem of a lamp-heated brooding device that would meet all the requirements. It was said to be an easy task to hatch chickens in incubators, but a difficult matter to raise them in brooders. That was the cry for years! We believed that the fault lay mostly in the *brooding apparatus and in the feeding methods employed*, and later developments—the later successes obtained by thousands of Cyphers Company customers, have established the fact that we were right.

In the course of time several styles of brooders were designed by us and carefully tested. The best of them were catalogued and sold to customers *located in all parts of the civilized world*—which is the real test of a device of this kind. These different types of Cyphers Brooders gave general satisfaction, as compared with other makes on the market, but we felt sure they could be improved upon and therefore held to the task, regardless of expense. The outcome was the invention of the World's Challenge Cyphers Company Adaptable Hover—and this invention meant an *easy road* to a greatly improved complete line of oil-heated indoor and outdoor brooders, *because the heating and hover equipment* may well be said to comprise the very heart and lungs of a practical brooder—they represent *the two vital elements* of successful brooding by artificial means.

SELF-REGULATING AND SELF-VENTILATING

FOR TWENTY YEARS manufacturers of incubators, and brooders, not alone in the United States, but also in leading European countries, have been seeking to develop a practical type of *self-regulating and self-ventilating brooders*. Their wish has been to place these devices on a par with the best incubators in use. The Cyphers Company for years worked faithfully at this problem, but did not meet with real success until it invented the Adaptable Hover.

WE HAD LONG BELIEVED that brooders, to be entirely practical, should be automatic in regulation and self-ventilating, *especially at night*. As at present equipped with our Adaptable Hover, every lamp-heated brooder manufactured and sold by us is *both self-regulating and self-ventilating*. The same high-grade zinc and steel thermostat is used on

the Adaptable Hover that we employ in regulating the latest-pattern Standard Cyphers Incubators, and the fresh air, which is drawn *automatically* into the hover space *for use of the chicks*, is *WARMED* before it reaches them, and no draft from the source of heat can possibly get under the hover. It should be noted that the Cyphers Company's Adaptable Hover is self-regulating and self-ventilating *as a separate device* irrespective of the brooder case or other enclosure in which it is used. It is the temperature *underneath the hover* that is *regulated*, and pure, *warmed air* is delivered to this point from the fresh-air chamber, regardless of other conditions.

LAMP FLAME WILL NOT BLOW OUT AND DOES NOT SUCK OUT

REMARKABLE AS IT MAY SEEM, this hover is so constructed that it could actually be used out of doors without the protection of a case or other enclosure and the lamp would not blow out. This favorable condition arises from the fact that there is *no connection whatever* in the form of an air passage between the lamp chamber and the space underneath the hover; therefore, fumes from the lamp cannot possibly reach the space where the chicks sleep, nor can the action of the air on the interior of a brooder case, colony coop, portable house or other enclosure affect the flame of the lamp in the slightest degree. It is on this account that the lamp chamber can be opened *at any time*, in any location, for filling the bowl, trimming the wick or adjusting the flame, and the blaze *positively will not suck out*, regardless of whether the doors, windows or chick exit to the brooder case, roosting coop, or poultry house *are open or closed*.

CYPHERS COMPANY ADAPTABLE HOVER.
(Patented.)

Fire-Proofed—Insurable. Can be used anywhere.

Fig. 1.—Shows side view of combined Fire-Proof Heater and Standard Adaptable Hover, ready for use. Device can be mounted; that is, joined together, in less than thirty seconds' time. When uncrated will be found to consist of five pieces (not including regulator arm, regulator disc and thermometer), as follows: Heater compartment, hover, two sections of waste-heat pipe and T-fume vent and wind-break.

CAN BE USED ALMOST ANYWHERE, AS
NAME INDICATES

THIS BROODING DEVICE is called "Adaptable" because of the many practical ways in which it can be utilized by poultry raisers. As before stated, it is used in every style and size of Cyphers Standard Oil-Heated Brooders; it is also used with uniform success in one of the several long brooding houses on the Cyphers Company's fifty-acre poultry farm, Buffalo, N. Y., and it can be used with good results in other makes of brooders, provided the cases are not less than $2\frac{1}{2}$ x 3 feet in floor space and 24 inches high; also as individual brooding devices in home-made cases, consisting of large goods boxes, organ or piano boxes; also in roosting coops, in colony houses and other portable poultry houses; also in connection with any ordinary hen house, closed shed or other out-building where a space can be partitioned or wired off for the chicks. Many of these hovers are in use in vacant rooms of dwellings, also in stables, barns, etc. See pictures in following pages of this catalogue that suggest the variety of uses to which this readily portable, easily handled fire-proof hover may be "adapted" with profitable results.

CYPHERS COMPANY ADAPTABLE HOVERS are machinery-made throughout. Special stamping machines and costly dies are used in their manufacture. The weight and quality of metal and all details of construction are governed by the Fire Underwriters, on penalty of a refusal by them to issue to us *the official labels*. Each hover is separately inspected in our factory by a representative of the Fire Underwriters and is *approved and labeled*, under the direction of the National Board of Fire Underwriters,

FAC-SIMILE OF FIRE UNDERWRITERS' OFFICIAL LABEL

Form of Brass Label to be found (in serial numbers) on every Cyphers Company Adaptable Hover. Each device separately inspected in our factory. For your own best interests and the safety of the chicks *Demand the Labels*.

before it is boxed for shipment. There can be no variation, therefore, in the construction of these devices nor in the quality of the materials—they are always the same, *always strictly first-class.*

NOT ONE OF THESE HOVERS HAS BEEN
RETURNED TO US

During the last three years many thousands of these Adaptable Hovers have been sold by us and our agents for use in every part of the United States and Canada, and *not in a single case* have we been asked to take one back or to replace one on account of its being defective. This is a record that we believe has never before been approached, let alone equalled, in the manufacture and sale of an Oil-Heated Brooding Device for chicks and ducklings.

We invite the most *exacting comparison* of the Cyphers Company Adaptable Hover with any other Brooding Device on the market and if the purchaser does not find that it contains *at least twice as many* truly valuable points in its construction and use as its competitor, he can return it to us within a reasonable length of time and we will promptly refund the price.

GUARANTEED TO SATISFY EVERY
PURCHASER

The fact that we sell the Cyphers Adaptable Hover and our complete line of Outdoor and Indoor Brooders under a broad guarantee that they shall give *personal satisfaction* to every Cyphers Company customer, whether a direct customer or the customer of one of our agents, should be a sufficient endorsement of these goods, on the strength of this company's business standing and financial responsibility—yet we find pleasure in submitting, on pages 69, 70, 71, 72 and 73 a fair sample of the many favorable reports we have received from customers who are using these standard devices. We could multiply these reports by the hundreds, or by the thousand, if it were necessary.

ON YOUR PART, READER, please study carefully the illustrations and detailed description herewith *and use your own good judgment* about the value of our Challenge Adaptable Brooding Hover, as compared with other articles of the kind on the market, and your special attention is directed to the economical and satisfactory method of brooding chicks by

CYPHERS COMPANY ADAPTABLE HOVER.
(Quartering View.)

Each separate hover bears the official insurance label.

Fig. 2.—(From photograph.) 1, Heater compartment; 2, Inlet to fresh-air chamber; 3, Fresh-air flue leading from forced draft chamber of double-dome heater to space underneath hover; 4, Asbestos-lined metal hover; 5, Air inlet to lamp chamber, consisting of slide with one-inch hole for winter use and two and one-half inch opening back of slide for indoor use; 6, Cell-board asbestos, metal-covered backing to which heater compartment is bolted and which, in use, is bolted to brooder case or other wooden structure; 7, Rectangular metallic flange that spaces direct heat pipe; 8, Encloses direct heat flue leading from lamp to radiator; 9, Waste-heat and fume pipe; 10, Insulating collar that spaces waste-heat pipe from case of brooder; 11, T-wind-break and fume exit.

the use of the Cyphers Company Adaptable Hover, as originated by R. P. Ellis, proprietor of the Aurora Leghorn Farm, Brooklyn, N. Y.—a plan that we recommend for minimum investment *per chick capacity*. See pages 74 and 75. Also read carefully the various methods mentioned in customers' reports, pages 72 and 73.

DESCRIPTION IN DETAIL OF CYPHERS COMPANY STANDARD ADAPTABLE HOVER

Fig. 1 on page 55 is a view of the Cyphers Fire-Proof Standard Adaptable Hover and Brooder Heater put together ready for use. The device when unboxed will be found to consist of five separate parts (not including regulator arm, regulator disc and thermometer), as follows: Heater compartment, hover, two sections of waste-heat pipe and T-fume pipe and wind-break. *These parts can be put together by operator for use in less than thirty seconds' time.* Heat drum or radiator is shipped securely bolted in place, and thermostat is attached and tested before device leaves factory. Hover complete, safely boxed for shipment, weighs 40 pounds.

The heater compartment (1, Fig. 2, page 56) is made of heavy galvanized iron, *double seamed and riveted throughout*. The interior of this compartment is divided by a fire-tight partition into two chambers, the lower or lamp chamber and an upper one in which the double heat dome, having an air-spaced asbestos jacket, is located and from which chamber *warm,*

Fig. 3.—View of Insulating Collar that spaces waste-heat pipe from woodwork of brooder or other structure.

fresh air entering through the opening (2) is drawn upward by forced draft between the walls of the double heat dome and is discharged through the fresh-air flue (3) *underneath the hover* (4). Oxygen is admitted to the lamp chamber through two wire screened openings located in the side walls of the lamp chamber at points below the deflector plate and opposite the lamp bowl, where a direct draft from the outside *cannot strike the oil flame*. One of these inlets is shown (5) in Fig. 2. This inlet consists of a slide with a one-inch hole for winter use and a two and one-half inch opening back of the slide for indoor use. The larger opening is screened with fine mesh brass wire cloth through which flame or sparks cannot pass.

The heater and heater compartment are "*made entirely of non-combustible material,*" as required by the Rules of the Fire Underwriters, and the entire structure is so designed "that fire therein or in pipes connected thereto *cannot communicate to combustible material outside the*

Fig. 4.—Complete Regulating Device used on Cyphers Company's Adaptable Hover and Standard Oil-Heated Brooders, all Sizes. Same thermostat is used in Standard Cyphers Incubators. No. 1, Zinc and steel double-action thermostat; 2, Seat of knife-edge bearing; 3, Regulator arm; 4, Counterpoise weight; 5, Regulator disc; 6, Adjustment nut.

same." The heater compartment is bolted securely to a metal-protected backing (6, Fig. 2) consisting of cell-board asbestos that is covered on the heater side with galvanized iron, which backing, when device is in use, is bolted to the brooder case or side of poultry house. The lamp chamber has a rear wall of extra thick galvanized iron where it rests against the metal-covered, heat-resisting backing, and the front or door side of this chamber is also double, allowing the gravity (or self-closing) door to slide upward *between the double walls*, making it impossible for fire to issue therefrom or for the weather to beat into the lamp chamber at this point.

Fig. 2-7 shows the form of rectangular flange that spaces the direct heat pipe and fresh-air flue (3) from the woodwork of brooder case or other structure. The direct heat pipe is on the interior of this fresh-air flue (see page 54, illustration No. 1) and the outer flue is wrapped with asbestos. A one-half inch space exists around the direct heat pipe, between it and the fresh-air flue, thus allowing free passage for moderately warmed air which itself serves as insulation around the direct heat pipe where this pipe-passes through the brooder case. In Fig. 2 is also shown the metal collar (10) which spaces the waste-heat pipe (9, 9) a distance of one-half inch from the woodwork at points where pipe emerges from brooder case or wall of poultry house or colony coop and connects with T-wind-break and fume exit (11). For enlarged view of collar, see Fig. 3.

The above described construction, combined with that further illustrated and described on page 54, is such, as proved by repeated tests, that fire or sparks from the lamp, from the heater compartment or from pipes connected thereto "cannot communicate to combustible material

Fig. 5.—Shows closed and open views of Fresh-Air Inlet to lamp chamber in heater compartment of Standard Adaptable Hover. Ventilating slide at left is closed in winter time out of doors, and is opened part way or wholly (see illustration at right) during warm weather or when device is used indoors.

outside of heater." This construction complies strictly and in all details with the "Rules and Requirements" of the National Board of Fire Underwriters, otherwise it could not bear the inspection label.

Fig. 5 presents views of double opening, fire-protected fresh-air inlet to lamp chamber through which oxygen is supplied to lamp flame. Back of the slide (Fig. 5) in side wall of the lamp chamber, near bottom of chamber and below the metal deflector and guide-plate, is located an opening two and one-half inches in diameter, which is covered with fine-mesh brass wire screen through which flame or sparks cannot pass. The inch hole is for use outdoors in cold weather, and the two and one-half inch opening is for use indoors where the movement of air is more sluggish. By drawing slide to one side, the amount of fresh air admitted to lamp chamber can be varied from the one-inch hole in slide to the two and one-half inch opening in wall back of slide.

Fig. 8 shows forms of malleable iron castings and stamped collar used in securing smoke and fume-proof joints and connections at all danger points in the construction of Fire-Proof Adaptable Hover. Rule 2 of the Fire Insurance Underwriters' "Requirements" specifies that "no part of the heater or heater compartment shall rely upon solder as a fastening." By use of castings and stamped collars this rule was complied with at points where double seaming and riveting were either impractical or inadequate, and by this means a substantial construction, as well as fire-proof device, was secured.

Fig. 7 shows a sectional view of what is called a bayonet-catch connection, which locks together securely the two sections of waste-heat pipe (A, page 54) and assists in preventing the hover part of the complete structure from jarring or working out

Fig. 7.—Shows Bayonet-Catch Connection which locks together the two sections of waste-heat pipe (A, page 54) and assists in preventing separation of hover parts from heater compartment by jarring of brooder case. To lock the pipes, section (b) is inserted into section (a), the catch (c) entering slot (d) and then sliding to point (e).

Fig. 8.—Metal Castings and Stamped Collar used in obtaining fire and spark-proof joints and connections in Standard Adaptable Hover. Center view—Heavy casting by which heater is securely fastened to metal-covered backing of heater compartment. Left view—Casting which receives direct heat pipe where pipe enters heat drum or radiator under hover. Right view—Stamped, one-piece collar by which direct heat pipe is securely riveted to inner flue of double heat dome.

Fig. 6.—Seamless-Bottom Brooder Lamp required to be used if brooder is to be approved and bear the "Inspected Brooder" label. Note interior brace which prevents "bellows action" and prevents spilling of oil in handling lamp bowl; also note guide ring on the burner. Same high grade lamp complete that is used for heating Standard Cyphers Incubators.

of its proper position, relative to location of the heater compartment and direct heat pipe. For the same purpose one of the metal legs which supports the hover is turned outward at the bottom and a screw hole is located in the bent piece or foot. By this means the hover, when in position, is locked by the bayonet-catch, which holds the top of the hover in place, and the screw prevents the metal legs of the hover from jarring away from the heater end or side of the brooder case.

Fig. 6 shows to advantage the form of seamless-bottom lamp bowl, also the interior brace called for by the "Rules and Requirements" and the brass guide ring on the burner. This is the same lamp exactly that we use for operating Standard Cyphers Incubators and without doubt is the strongest and most satisfactory lamp manufactured to date for the purpose of heating incubators and brooders.

Fig. 10 shows metal hover with curtain (1) and part of hover rim (2) cut away, exposing the unobstructed space underneath the hover for free use of the chicks; also position of the heat drum or radiator (3, 3) and zinc and steel thermostat (4) that operates regulator (5). The hover is made of galvanized iron, with a five-inch rim extending downward on all sides and confining the heat to this level. The under side of hover and inner surface of rim are lined with asbestos to prevent excessive radiation. Hover has an opening (6) through its center which is covered by the regulator disc (7), also a small opening (8) to receive the upright thermometer (9). Hover is supported on three metal legs, and space

underneath hover is enclosed by a **double-fold, woolen felt curtain** that is slit at convenient points to allow chicks to pass in and out.

REMOVABLE AND CLEANABLE HEAT DRUM

Fig. 9 shows circular heat drum or radiator. Drum is held in position under hover by means of screw bolts (1, 1) and is **removable for cleaning**. Triangular pieces of metal (2, 2, 2) are employed to separate the top of drum one-half inch from asbestos lining on under side of hover, thus leaving space for circulation of heated air **above and around drum**. A three-inch circular flue (3) is located in center of drum for passage of air **upward from beneath drum**, thence outwardly toward sides of hover space, thus **distributing and equalizing the heated air**. In the bottom of the heat drum (see B, page 54,) near edge of drum and at a point farthest from the inlet to the direct heat pipe, is located an air-tight filler cap opening, one and one-half inches in diameter, **for use of the operator in cleaning interior of drum** when gummy soot forms from ordinary burning of oil, or should lamp smoke by accident. Washing soda in water will cut and remove the gummy soot, and liquid can be drained out through filler cap opening. Should soot form in heater, it can be swabbed out by use of stiff wire and a piece of cloth inserted in filler cap hole, also through direct heat flue entrance.

VENTILATION IS AUTOMATIC

Fig. 11 is a sectional view showing how interior of hover is ventilated **automatically by forced draft**, and without possibility of lamp blowing out if door is open to brooder or poultry house in which Adaptable Hover is used. There is **no direct connection** between the interior of the brooder case or other enclosure and the **lamp chamber** of this device,

REMOVABLE AND CLEANABLE HEAT DRUM OR RADIATOR USED IN CYPHERS STANDARD ADAPTABLE HOVER.

Fig. 9.—Radiator is located one-half inch below asbestos-lined under surface of metal hover and immediately above backs of the chicks. 1, 1. Show screw bolts which hold radiator in top of hover. 2, 2, 2. Are triangular pieces of metal which space radiator one-half inch from under surface of hover top. 3. Is circular tube or flue in center of radiator through which air circulates to equalize the temperature underneath hover. Radiator is readily removable from its position underneath hover and can be washed out or swabbed when oily gum or soot collects on interior and interferes with maximum radiation.

Fig. 10.—View of Hover Section of Cyphers Fire-Proof Brooder Heating Device with part of hover, hover rim and hover curtain cut away, showing unobstructed space under hover for free use of chicks. This construction does away with central heat dome and chick guard, thus giving chicks more room and avoiding crowding against any stationary object.

therefore an open door has no effect on the lamp flame. This same condition is true if the door to the lamp chamber is open. In other words, there is no passageway for air from any point underneath of or outside the hover leading back through the device into the lamp chamber, the result being that this Adaptable Hover, with fire-proof heater attached, might be placed out of doors **without a brooder case around it**, and a back draft underneath or around the hover could not blow out the flame.

Fig. 12 shows front view of **fire-proof heater compartment** of Adaptable Hover with sliding door pushed up between double walls, also lamp in place and metal deflector and guide-plate which protects lamp bowl from radiated heat and holds lamp burner in proper alignment with chimney and heat dome; **also mirror attachment used by operator in viewing lamp flame without opening door to chamber, and in noting height of flame of lamp when adjusting same**. Backing extends one inch below bottom of lamp chamber, therefore bottom of chamber is that distance **above floor of room** at all times when device is in use.

The construction shown in Fig. 12 is such that it complies with the insurance "Rules and Requirements" which provide that the lamp support "shall be so designed as to permit of the lamp being readily removed and replaced by the operator without spilling of oil," also that the lamp shall be so supported "that oil cannot drip from the lamp" to the floor of the room in which the brooder is operated, and so that fire from the lamp **cannot "communicate therefrom to the floor of the room in which the brooder is operated."** The lamp is inserted and removed from the heater compartment of this device **practically on a level**, and without danger of spilling oil; the bottom joints of the lamp chamber are double seamed and oil tight; the self-closing door is flame-proof, and all inlets and outlets to this chamber are covered securely with fine mesh brass fire-screen that will prevent the issuance of flame or sparks should the lamp by any mischance get in trouble.

Fig. 11.—Sectional view which shows how warmed, fresh outside air is conducted to space underneath hover by forced draft between walls of double-dome heater without possibility of lamp blowing out if door is open to brooder case or poultry house in which Adaptable Hover is used. There is no passage way for air from interior of brooder case or poultry house to the lamp chamber. As will be noted by the arrows, the outer fresh air enters lamp box through the screened opening (a) and passes into space (b) between walls of double heat dome, thence through space (c) and underneath the hover (d).

OTHER IMPORTANT DETAILS

Still other details of construction were required by the Underwriters' Laboratories (Inc.) before they granted labels for use on brooders of this company's manufacture. The first paragraph in the booklet of "Rules and Requirements," as adopted by the National Board of Fire Underwriters for the construction of incubators and brooders, consists of a note which reads as follows:—

"NOTE—The portion of these rules relating to design and construction are but a partial outline of requirements. A device which fulfills the conditions of these requirements and no more will not necessarily be acceptable. All such appliances should be submitted for examination and test before being introduced for use."

In the construction of the Cyphers Company Fire-Proof Brooder Heater and Standard Adaptable Hover several of these other details were: Extra weight of metal in heater compartment; fineness of

brass fire-screen adopted; size and strength of bolts used; character of every seam, every joint and every pipe connection; distance of bottom of lamp chamber from floor of room in which brooder is to be operated, etc.; but it would seem that *enough has been stated* in this direction to convince the interested reader that the fire insurance engineers "*meant business*" when they framed the Rules adopted by the National Board, and that they "*attended to business*" when enforcing the Requirements.

CHEAPLY-BUILT, DEFECTIVE BROODERS CAUSE HEAVY FIRE LOSSES

CHEAP AND WRONGLY-CONSTRUCTED BROODERS have caused the loss of many thousands of valuable chicks, also of property of still greater value. That was precisely why the representatives of the Associated Standard Fire Insurance Companies of the United States

and Canada adopted rigid rules governing the construction of devices of this kind that the companies are willing to insure. Their interests and those of the owners of valuable property are *clearly identical* and users of poultry brooders should *take full advantage* of the highly important work the insurance engineers have performed.

Fire-Proofed and Insurable Incubators and Brooders cost more than the cheaply and flimsily built kinds, but they are safe to use—anywhere, any time!

Fig. 12.—Illustrates convenient use of Mirror Attachment in viewing lamp flame in fire-proof heater compartment without opening door to lamp chamber; also in adjusting height of flame without operator having to get down on knees. Looking downward from point (a) to mirror (b) the flame can easily be seen reflected on mirror from opening (c) in chimney.

"AS TIME-SAVERS, BEAT ANYTHING I HAVE TRIED"

Lisbon, New Hampshire, July 28, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

It gives us very much pleasure to report the success we have had from your "Time-Saving" ADAPTABLE HOVERS, used in connection with a home-made colony house, fitted with a run at each end. The accompanying photograph shows my colony house equipped with the Adaptable Hovers. The chicks in picture are White Leghorns, four weeks old.

The Cyphers Adaptable Hovers are very easy to regulate, the chicks take to them readily, and are always comfortable. Practically all I have to do is to attend to the food and water supplies—the hovers do the rest. *As time-savers they beat anything I have ever tried in the way of brooders.*

J. E. COLLINS.

"WHAT MORE COULD BE ASKED FOR"

Sterling, Pa., March 16, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

This is my second season using your Adaptable Hover. *I find it all that you recommend it to be. I now have eighty newly hatched chicks in it, in an outdoor brooder. Last night was a very blustery night. I had the partition in the brooder closed and the ventilator open part way. This morning I found the temperature underneath the Hover where the chicks are brooded was a little above 95 degrees.* What more could be asked for?

MRS. J. J. UBAN.

Photographic View illustrating method of using Adaptable Hovers in Poultry Yard of Dr. J. E. Collins, Lisbon, N. H.

CYPHERS STYLE A OUTDOOR BROODER

(Known as Storm King Previous to 1909)

FIRE-PROOFED—INSURABLE

SPECIAL ATTENTION is called to the substantial wooden cases of the Cyphers Company Outdoor Brooders. They are built on the *colony house plan* and each size can be used to advantage as a colony roosting coop. The Adaptable Hover that is *used complete* in every Cyphers Oil-Heated Brooder is *readily removable*, leaving the entire interior of the case for use of the growing chicks.

Heavier and better materials are used in these brooder cases than in lower priced goods. Each one is built throughout of inch-thick dressed white pine lumber, *including the floor*. Every case is built in panels, and all joints are substantially made. When set up the roof is held in position with screw hooks and screw eyes that are located on the interior away from the weather. There are *but six "pieces"* to a two-apartment Cyphers Style A Brooder—the roof, floor and four sides, and *only seven pieces* to the cases of the Style B and Style C three-apartment types—the roof, floor, four sides and the *removable partition* between the hover and exercising apartments. Each case is so constructed that it can be shipped knock-down in compact form, *thus obtaining low freight rates*. The Fire-Proof Heater and Adaptable Hover are securely boxed in a separate package, *thus avoiding danger of damaged parts by rough handling in shipment*.

THE CYPHERS STYLE A OUTDOOR BROODER (see Figs. 13, 14 and 17) is recommended for use of poultry raisers who feel that they do not wish to invest in the larger sized and higher priced three-apartment outdoor brooders. The Style A is equipped with the Cyphers Fire-Proof Standard

Fig. 14.—Shows Cyphers Style A Outdoor Brooder with hover removed and roost pole in place for use of Brooder case as a Colony Roosting Coop. Has double door with wire mesh protection for night ventilation.

Adaptable Hover and Brooder Heater and bears the Fire Underwriters' "Inspected Brooder" label. It employs top-heat exclusively, thus giving the chicks free use of all space underneath the hover. *It is self-ventilating and self-regulating*.

On page 57, Fig. 4, we illustrate the thermostat and all other parts of *complete regulating device* used on Cyphers Standard Oil-Heated Brooders, all sizes. This thermostat is the same that is used in Standard Cyphers Incubators *and is reliable in action*. Regulating device, complete, is attached to and sold with the Adaptable Hover *as a separate article*, and this hover is used in every Cyphers Oil-Heated Brooder, including the indoor type; therefore, the Adaptable Hover itself and the full line of Cyphers Oil-Heated Brooders *are self-regulating*.

PARTICULAR ATTENTION is called to Fig. 15 which shows the form of double-frame door used for the hover apartment of the Style A Cyphers Outdoor Brooder and for the exercising apartment of the Style B and Style C Three-Apartment Outdoor Brooders and Combination Colony Roosting Coops. The inner door, containing the 12 x 18-inch glass panel, *opens upward* for ventilating purposes, and is held in position by a heavy wire hook. The length of this hook is such that it holds the glass-panel door at the right slant to prevent rain from beating into the brooder. To the inside of the outer frame, *i. e.*, to the 26 x 19-inch door frame *that opens to the left*, wire-mesh screen is fastened securely. It is galvanized instead of being painted, hence will not corrode for several years.

BY THE USE OF THESE DOUBLE-FRAME DOORS we secure several

CYPHERS STYLE A OUTDOOR BROODER.

(Known as Storm King previous to 1909.)

Fire-Proofed.—Insurable.

Fig. 13.—Two-Apartment, Combination Outdoor Brooder and Colony Roosting Coop. Self-ventilating and self-regulating. Built throughout of seven-eighths inch thick lumber, including the floor. Has double door for convenient cleaning and summer ventilation. Large, single-pane, 12x18-inch window with substantial frame. Is equipped with Cyphers Fire-Proof Standard Adaptable Hover and Brooder Heater and bears the "Inspected Brooder" label of the Underwriters' Laboratories (Inc.).

advantages, including the following: A large door *opening to one side*, out of the way for cleaning purposes; a door, the sill of which is on a level with the floor of the exercising room, which facilitates cleaning; a convenient means for obtaining *ample ventilation*, while at the same time preventing cats, rats and other enemies of chicks from gaining access to the brooder, and a protection against rain beating in when the inner door is hooked open for purposes of ventilation.

EXPERIENCED OPERATORS will note with approval that no top light, through glass placed in the roof, is supplied to the interior of Cyphers Outdoor Brooders. Top light, through glass that admits the direct rays of the sun, *is a common cause of overheated chicks*, resulting in losses from bowel trouble.

An inspection of the numerous illustrations herewith (see following pages also) will demonstrate the ease with which all styles of Cyphers Outdoor Brooders *can be thoroughly cleaned*.

Fig. 15.—Shows convenient form of Double Door used for hover apartment of Style A Cyphers Outdoor Brooder and for exercising apartment of the Style B and Style C Three-Appartment Outdoor Brooders and Combination Colony Roosting Coops. Cleats are used in place of rabbeting, thus avoiding weakness in window and door frames.

Underwriters' "Inspected Brooder" label; therefore, buildings in which or near which they are operated are *insurable*.

Dimensions: Floor space, 32 x 32 inches; height, 32 inches in front, 24 inches at rear. Capacity (normal), seventy-five newly-hatched chicks; hover

Fig. 16.—Shows Home-Made Exercising Apartment used in combination with Cyphers Style A Outdoor Brooder. This Apartment, consisting of a packing case cut on a slant, with roof, floor and window added, costs a few cents less than one dollar, labor not counted.

Fig. 17.—Rear view of Cyphers Style A Outdoor Brooder with part of rear wall cut away, showing location of hover. Cover is raised for cleaning purposes. Note position of Fire-proof Heater Compartment, mirror attachment, etc.

space for twice that number. *For price of Cyphers Style A Fire-Proofed Insurable Brooder*, see page 79.

HOME-MADE EXERCISING APARTMENT

Cyphers Company Customers who buy the Style A Two-Appartment Brooder (above described and formerly known as the Storm King) are advised to construct a home-made exercising apartment for use of the chicks *during inclement weather*. An exercising apartment is of great value when chicks have to be kept confined in an outdoor brooder several days at a time, *unless the brooder itself can be moved indoors* without too great inconvenience, in which case the room or enclosure in which the brooder is located will furnish exercising space for the chicks. See Fig. 16 for illustration (from photograph) of *home-made, well-lighted exercising apartment*, built out of a goods box or packing case, at a cost of *less than one dollar*, not including labor. For a suitable window, buy a stock-size single or double-pane ordinary cellar window sash, *hinge it at the top*, and have the bottom rail three or four inches above the surface of the floor. This brooder will then be of the same type as the Cyphers Style B and Style C, as illustrated and described on the following pages:—*By long odds the best type of outdoor brooders thus far invented for use in different climates and during severe weather*.

CYPHERS STYLE B OUTDOOR BROODER

(Known as Style A previous to 1909)

FIRE-PROOFED—INSURABLE

*Most Popular "Foster Mother" Made and Sold in any Country at Any Price.
Tens of Thousands in Use, and They are Giving Universal Satisfaction*

THIS BROODER possesses all the valuable features found in the Style A two-apartment brooder *and is twice as large*. It is equipped with the Standard Cyphers Fire-Proof Adaptable Hover complete and bears the Fire Underwriters' "Inspected Brooder" label.

Cyphers Style B Outdoor Brooder is a *three-apartment* brooder, and for this reason is strongly recommended by us to all poultry raisers as the *best product of our fifteen years' experience* in outdoor brooder construction. Remember, it is not a question of price—it is a question of raising the chicks! This brooder will do it where all others fail. It is durably built, *automatic in action* and with proper care will last ten years or more.

THREE APARTMENTS:—The apartment under the hover is the warmest at all times when brooder is in operation; the apartment in which the hover is located is next warmest; then there is the cool exercising room, with *large glass window and double door*, in which the chicks obtain the necessary exercise during stormy weather and *become gradually hardened* before they are allowed freedom out of doors during the cold days of early spring.

Fig. 18 shows the Cyphers Style B Outdoor Brooder complete, with both large doors *closed for the night* or on account of stormy weather. Note the substantial construction of this brooder, its convenient shape and the large, single-pane windows which insure plenty of light for the chicks and healthful conditions.

This brooder is practically automatic in operation. It is both self-ventilating and self-regulating and *takes care of itself*, day or night, like a Standard Cyphers Incubator. The chicks entrusted to it require attention *only three times daily*—at feeding times. *Its use saves time, saves labor and saves the lives of the chicks.*

The operator of this brooder does not have to run to it every hour—or oftener; does not have to nurse it like a sick child; does not have to pen the chicks up in a corner or small space every stormy day; does not have to "put the chicks to bed and tuck them in" every night or when the weather turns cool. *If you value your time, your chicks and your peace of mind*, buy and operate an outdoor brooder worthy of the name, not some make-shift affair simply because it is cheap. If you cannot raise

the chicks, you cannot succeed in your poultry work! It is of no use to hatch chickens unless they can be *safely and profitably raised* to market age or to maturity. In planning your poultry enterprise, this brooding question is of *vital importance*. Better stick to hens than buy and use a cheap and worthless incubator. And *it means a double loss* to entrust little chickens to a flimsily-built, wrongly-constructed, death-trap brooder.

Fig. 20 shows the Cyphers Style B Brooder in use, with the smaller door of the exercising apartment part way open. This door is held in position by a wire hook, and *protects the interior of the brooder from rain*. Back of this door may be seen the heavy wire screen that protects the interior of the brooder from cats and other animals that prey on chicks. Practical poultrymen will at once appreciate the value of this feature.

In this illustration showing the exterior view of the Cyphers Style B Outdoor Brooder we again call special attention to the large single-pane window lights, also to the substantial window and door frames. This brooder is well lighted, durably built, and symmetrical in appearance. *The floor is in one piece*, and the floors of the hover and exercising apartment are on the same level, *avoiding the use of steps* or inclined runways for the chicks to climb. All of these valuable features combine to make this the most popular type of brooder in use at the present time. They add somewhat to the cost of construction, *but they save the chicks*—and that is what counts!

Fig. 15 shows the convenient form of double door of the exercising apartment of the Style B and Style C Cyphers Outdoor Brooders and of the hover apartment of the Style A type. This form of double

CYPHERS STYLE B OUTDOOR BROODER.

Most Popular Brooder In Use.

Fire-Proofed.—Insurable.

Fig. 18.—Shows Brooder closed for the night and on stormy days. Is both self-ventilating and self-regulating. Takes care of itself like a Standard Cyphers Incubator. Chicks need attention only three times daily. Keeps chicks safe and healthy. Saves time, labor and money.

CYPHERS STYLE B OUTDOOR BROODER

door—wire protected—has never been excelled in outdoor brooder construction. It is highly valuable, both for ventilation and as a protection to the chicks.

AN EXCLUSIVE FEATURE in the Cyphers Style B and Style C Outdoor Brooders is illustrated in Fig. 19. We refer to the unique construction of the chick doors in the partition which separates the hover and exercising apartments. An opening or chick door is located at either end of the partition, close to the floor, which leaves the center board in place on a line *between the outdoor chick exit* and the space underneath the hover, thus furnishing a wind-break to protect the chicks under the hover. This construction also does away with *four corners* in these brooders, thereby practically eliminating the danger of small chicks *losing their way to the hover*. Each of these chick openings is covered with a slitted felt curtain, and the double wooden door is closeable at night or at any time it is desired to confine the chicks in the hover apartment for greater warmth, or to the exercising apartment while the hover apartment is being cleaned and aired.

Fig. 23 shows a valuable feature to be found on all styles of Cyphers Outdoor Brooders, consisting of a metal door with grooved metal slides for closing the chick exit in a water tight manner. See illustration. This metal door will not *swell, split or stick*. Engaging the turned metal runways and jam in the way that it does, it keeps out rain, snow and wind.

The fronts, ends, backs and tops of all Standard Cyphers Brooders are *built in panels*, like well-constructed incubators. In place of being cheaply thrown together and fastened with cleats, these panels are built of selected, tongued and grooved pieces, tenoned and mortised at the ends and securely glued and nailed together, making air-tight joints, thus confining the heat and excluding the cold.

CYPHERS STYLE B OUTDOOR BROODER.
(Formerly known as Style A.)
Fire-Proof, -Insurable.

Fig. 20.—Three-Appartment, Combination Outdoor Brooder and Colony Roosting Coop. Self-ventilating and self-regulating. Built throughout of seven-eighths inch thick lumber. Floors of hover and exercising apartments on same level. Large, single-pane, 12 x 18 inch windows with substantial frames. Double doors to exercising apartment for ready cleaning, and wire-protected for summer ventilation. Is equipped with Cyphers Fire-Proof Standard Adaptable Hover and Brooder Heater and bears "Inspected Brooder" label of the Underwriters' Laboratories (Inc.).

Fig. 19.—Shows chick doors in partition between hover and exercising apartments in Cyphers Style B and Style C Outdoor Brooders. Form of construction avoids four corners. Doors are hung with slitted felt curtains, and center board protects space underneath hover from direct draft through outdoor chick exit. Double wooden door is closeable at night or during extra cold weather.

Fig. 22 shows the Cyphers Style B Outdoor Brooder with the Adaptable Hover (or hover part) and the apartment partition removed, with roost pole in position for use of this substantial and roomy structure as a colony roosting coop. The chicks brooded in this combination brooder and roosting coop can thus be kept in the same enclosure from the day they are first placed there until they are ready for market or to be separated as to sex.

Customers who buy these brooders, instead of relying on home-made brooders, not only get the benefit of our long experience, but get *brooders that are complete in fact*, not hit-or-miss affairs that are liable to be defective in *some essential point*. Please remember that every feature in the design and construction of these standard brooders is *really important*. We know this to be true—and so do our thousands of customers. Our sincere advice is: *buy the right kind of brooders at the start*. Do not waste time, labor and money killing chicks in cheap, worthless makes. Use the best from the first, and our word for it *you will save the difference in cost within six months' time*. The main reason why many people who "try their hand" at poultry raising do not meet with better success is because they invest in poor tools to work with in hopes of saving money. *Do not make this common mistake.*

Dimensions of Cyphers Style B Three-Appartment Colony Brooder: Floor space, 32 x 62 inches; height, 32 inches in front, 24 inches at rear. Capacity (normal), one hundred newly-hatched chicks; can accommodate one hundred and fifty chicks. Shipped knock-down.

For price of Cyphers Style B Outdoor Brooder and Colony Coop, see page 79.

CYPHERS STYLE C OUTDOOR BROODER

Has Double-Insulated Hover Apartment

FIRE-PROOFED—INSURABLE

THIS SELF-VENTILATING AND SELF-REGULATING, Three-Apartment Outdoor Colony Brooder has all the good points of the two brooders hereinbefore described, and one more—it is *built extra warm for use in northern latitudes and during severe cold weather*. The hover apartment is *double walled* with a *dead-air space* between the walls; the roof has *double insulation* and the hover apartment window is fitted with *double glass* with an air space between. This brooder is of the same dimensions as the Standard Style B, and is recommended for use in the more northern States and in Canada during the wintry weather of February and March by poultry keepers who wish to entrust *extra valuable chicks* to the care of an individual outdoor brooder. *Expense has not been spared on this brooder in building it to meet the demands of a comparatively small but important class of trade.*

Fig. 21 shows an excellent view of the Cyphers Style C Colony Outdoor Brooder, with door to hover apartment open, showing Standard Adaptable Hover in position and door of exercising apartment ajar, with smaller door hooked up for summer ventilation, exposing interior of apartment and showing *weather-proof metal door to chick exit*. Below lower rail of hover apartment is a removable wooden strip which enables the attendant to clean this apart-

Fig. 22.—Shows Cyphers Style B (also Style C) Outdoor Brooder with Adaptable Hover and apartment partition removed for use of brooder case as a Colony Roosting Coop. Note roomy interior and heavily screened double door for night ventilation.

ment with ease. When this strip is removed the floor to both apartments is on a level with the door sill; hence litter, etc., can be scraped out without obstruction. This same advantage will be found in the Style B Outdoor Brooder.

Fig. 23.—View of Chick Exit to Cyphers Indoor and Outdoor Brooders, all styles, showing storm-proof and water-tight construction. Metal sliding door is used that does not swell with moisture. Metal door sill is water-tight.

ment and exercising apartments are on a level and *there are no steps or inclines for the chicks to run up and down*. By locating the floors of the two apartments on a level the heat in the two apartments *equalizes to better advantage*, and the exercising room is several degrees warmer in this type than was the case in the older styles of outdoor brooders in which the floor of the exercising apartment was a number of inches below that of the hover apartment.

Fig. 22 shows the Cyphers Style C Combination Outdoor Brooder and Colony House with the Adaptable Hover and the partition between the two apartments both removed and a roost pole located in a convenient position for the use of growing chicks. By removing the hover

CYPHERS STYLE C OUTDOOR BROODER.

Fire-Proof, Insurable, Self-Ventilating and Self-Regulating.

Fig. 21.—Same in all respects as the popular Style B Brooder (known as Style A previous to 1909) except that hover apartment has double walls with air-tight space between, and window to hover apartment has double glass with air space between. Recommended for special use in more northern latitudes and very early in season for extra valuable chicks. Is equipped with Cyphers Fire-Proof Brooder Heater and Standard Adaptable Hover and bears "Inspected Brooder" label of the Underwriters' Laboratories (Inc.).

CYPHERS STYLE C OUTDOOR BROODER

and partition the chicks in the Cyphers Style B and Style C Outdoor Brooders have a roosting space 32 x 62 inches in size. When either of these brooders is used as a roosting coop the smaller door to the exercising apartment is **raised and hooked in place**, thus giving ample ventilation, while at the same time the heavy wire mesh that is fastened to the inner side of the larger door protects the chicks at night.

The Cyphers Style C Brooder is equipped with the **Cyphers Fire-Proof Heater and Standard Adaptable Hover**, and therefore is **insurable**, each brooder bearing the "Inspected Brooder" label of the Underwriters' Laboratories (Inc.).

Dimensions: Floor space, 32 x 62 inches; height, 32 inches in front, 24 inches at rear. Capacity (normal), one hundred newly-hatched chicks; can accom-

Fig. 24.—Shows the Cyphers Style C Three-Apartment Outdoor Brooder and Colony Roosting Coop with top and front removed, exposing interior of case. Note double walls of hover apartment and double insulation of roof. Also note position of two chick doors in partition between hover and exercising apartments.

modate one hundred and fifty chicks. Shipped knock-down at low freight rates. **For prices** of Cyphers fire-proofed and insurable brooders, see page 79.

NOTICE—This brooder, like all other Cyphers Company styles, **can be used indoors** as well as outdoors with **equal success and safety**.

"WOULDN'T BE WITHOUT YOUR BROODERS"

Oakdale, Cal., August 3, 1910.

Cyphers Incubator Co., Buffalo, N. Y.

I got one of your small Outdoor Brooders last spring and **was very much pleased with it**. During the month of March, we had a week of continual rain. The little chicks ran in and out and **not one of them died during that storm**. I raised two lots of chicks in it last spring. I wouldn't be without your Brooders and attempt to raise chickens. BEN RINEHART.

"DECIDED TO USE ONLY THE CYPHERS"

Route 5, Pine City, Minn., July 23, 1911.

Cyphers Incubator Co., Buffalo, N. Y.

Having decided this spring to go into the poultry business rather extensively, the selection of the make of incubator and brooder was a rather difficult matter, so I **selected three incubators and brooders of different makes** so as to give them a practical test. I have decided in the future to use only the **Cyphers Incubator and Brooder**, as I have had the best results from them. J. F. CONROY.

CYPHERS COMPANY ADAPTABLE HOVER
"IN SERVICE"

One of the many ways in which the Cyphers Company Adaptable Hover can be "adapted" to suit the various requirements of poultrymen. The illustration, from photograph, shows brooder on "Fostercraft" Poultry Farm, Chas. E. Foster, Proprietor, Danvers, Mass.

"DURING ZERO WEATHER CHICKS WERE COMFORTABLE"

Forest City, Iowa, November 21, 1911.

Cyphers Incubator Co., Buffalo, N. Y.

During the past season I have used one of your Style C Outdoor Brooders. I have had experience with several other brooders but your Style C is far superior to any of the others. It does all that you claim for it, and more, as I had occasion to use it during zero weather and the chicks **were kept as comfortable as they would have been under "Biddie"**, and the brooder was placed out in the open and had no protection from the weather.

Your Beef Scrap is the purest of any I have ever used, and no poultryman ought to be without your Scratching and Developing Foods, as the use of them **means dollars to the poultryman**. J. A. PETERS

"I HAD THE FIRELESS CRAZE"

Moodus, Conn., March 6, 1911.

Cyphers Incubator Co., Buffalo, N. Y.

I had the "fireless" craze this February and **tried one early lot on the fireless plan**. On the third day, after losing more than thirty per cent. of the chicks, I put the balance in one of your regular Style B Outdoor Brooders, equipped with your Self-Regulating Adaptable Hover, and **now, four weeks later, have all of the chicks left but one**. No more "fireless" for me for early hatches when I can get your brooders to do the job. **I have eight of these brooders now in use and shall not again "take chances"**. CONCREST POULTRY YARDS, C. A. Russell.

"MONEY WOULDN'T BUY THIS BROODER"

R. R. No. 3, Clarksville, Iowa, May 29, 1910.

Cyphers Incubator Co., Buffalo, N. Y.

Perhaps you would be pleased to know how I like your Outdoor Brooder, Style B, 1909 pattern. **It is the best Brooder I ever saw**. Met with the mishap of getting poor oil in lamp; the pipes filled up with soot, but lamp was burning all O. K. and no damage was done to chicks or brooder in spite of heavy wind and an April snow storm. Money wouldn't buy this brooder if I couldn't get another like it. It is as you advertise—it is right in every way. MRS. G. W. BROCKWAY.

"WARM, COMFORTABLE AND HAPPY"

Willmar, Minn., May 27, 1910.

Cyphers Incubator Co., Buffalo, N. Y.

I received the three-apartment Style B Outdoor Brooder in fine shape and everything fitted correctly. I think the brooder is a dandy—the best I have seen, and I have seen a good many. Now have a fine bunch of 28 chicks in it. **No matter how stormy the weather is a person can see the chicks in the brooder—warm, comfortable and happy**. HAROLD J. HENNINGS,

CYPHERS STYLE D INDOOR BROODER

For Use in Dwellings, Stables, Poultry Houses, Etc.

FIRE-PROOFED—INSURABLE

As before stated, the usefulness and actual value of a *non-insurable outdoor brooder* is reduced fully fifty per cent. as compared with an *insurable outdoor brooder*, because the former cannot be used *in or near valuable property* that is covered by fire insurance, *whereas* the value of an indoor brooder *that is not insurable is practically destroyed* by action of the associated fire insurance interests in refusing to permit the use of such devices in buildings that are insured or the contents of which are insured, or in any place that *exposes insured property* to danger of loss by fire. It, therefore, is of prime importance to every poultry raiser who wishes to use an *Indoor Brooder* that the device *shall be fire-proofed and insurable*. Such a device we offer in the Cyphers Style D Indoor Brooder.

This *insurable Indoor Brooder* is practically the same in all respects as the Style A outdoor type, described on pages 61 and 62, except that the upper half is *more convenient in shape and construction for indoor use*. Fig. 26 shows the large glass window put in on a slant to face the sunlight or a window of apartment in which the brooder is to be used; also top of brooder, part of which is a cover or lid giving access to the interior of the case at rear in caring for the chicks and regulating the heat under the hover. Immediately beneath this hinged lid is located a *wire-covered frame* that slides back and forth under the permanent part of top of case. This wired and rat-proof frame is for night ventilation and

CYPHERS STYLE D INDOOR BROODER.

(For use in Dwellings, Stables, Poultry Houses, etc.)

Fire-Proofed—Insurable.

Fig. 26.—Same in all respects as Cyphers Style A Outdoor Brooder (see Fig. 13, page 61), except that upper half is designed specially for convenient indoor use. Is equipped with Cyphers Fire-Proof Heater and Standard Adaptable Hover, and bears the Fire Underwriters' "Inspected Brooder" label.

enables the attendant to control the chicks confined in the brooder while caring for them, cleaning out litter, etc. This type of brooder, *equipped complete with the Standard Cyphers Adaptable Hover*, is for use in any kind of building where chicks may be kept, including rooms in dwellings or suitable places in barns, sheds or poultry houses. They furnish a comfortable lodging place for early hatched chicks *direct from the incubator*.

The Style D Cyphers Indoor Brooder should be used in rooms or enclosures in which the chicks *can exercise freely during the day time*, or in poultry houses equipped with pens to be used by the chicks as runways. Interested persons should bear in mind first to last that growing chicks, in order to do well, *must have abundant light, pure air, proper food and PLENTY OF EXERCISE*.

The purchase of a brooder, for either indoor or outdoor use, is a highly important matter. Too often persons who invest in Standard Cyphers Incubators—and who say that they would use no other make—seem to be indifferent about brooders and are induced, from one cause or another, to try cheaply-built, wrongly-constructed brooders, and then find it impossible to raise a *satisfactory percentage* of the chicks they hatch. Cyphers Brooders will not disappoint you.

Dimensions of Cyphers Style D Indoor Brooder: Floor space, 32x32 inches; height, 32 inches in front, 24 inches at rear. Capacity (normal), seventy-five newly-hatched chicks; hover space for twice that number.

For prices of Cyphers fire-proofed and insurable brooders, see page 79.

Fig. 25.—Quartering view of Cyphers Style D Indoor Brooder, with part of case cut away showing interior of hover apartment with hover in position. Note large single-pane window and its convenient position for cleaning interior of hover apartment.

Improved Cyphers Chick Shelters

For Use in Connection with the Cyphers Styles A, B and C Outdoor Colony Brooders

TO meet the needs of our many customers and the poultry public generally we designed the Improved Cyphers Chick Shelter, as illustrated on this page, with a view to affording greater protection to the chicks than is offered by the ordinary home-made wire-enclosed runs. By use of this shelter the chicks have an outdoor run, and they are protected from sun

most natural impulse to run to the point nearest the brooder.

SPECIAL—We supply storm-screens of waterproof sheeting, two for the small-size shelter and four for the large-size, in the form of closely fitting panels that fit in over the wire netting (see illustrations), so as to close the side of the shelter that

The weather-proof storm-screens keep out wind and rain, but let in light. Are worth many times their cost.

Chick Shelter, with Storm-Screens In Place.

and storm and also from marauding animals that so often reduce the flocks, especially where chicks are reared on town and city lots.

This shelter is made in two sizes, the larger of which is 12 feet long by 3 feet wide. It is 20 inches high in front and 14 inches high in the rear. The small shelter is one-half as long as the large size, the other dimensions being the same. The front and back are made of stout wooden frames covered with small-mesh wire netting. One end is made to fit the front of the Style A, Style B and Style C Colony Brooders. The opposite end is closed. These Chick Shelters also fit the Cyphers Style A, Storm King and Self-Regulating Colony Brooders made and sold by us prior to 1909.

Among the improvements in this Chick Shelter will be found a chick door on either side of the shelter next to the brooder, so that when the chicks are allowed to run outside they will readily find their way back, their

Chick Shelter, with Storm-Screens and Roof Removed to Show Construction of Shelter.

is toward the wind, thus forming an effective wind-break, affording positive protection against wind and storm, and insuring a comfortable, enclosed outdoor shelter and nursery, so that the chicks can have an open-air exercising space and will be safe under all weather conditions.

The roof of the large-size chick shelter is constructed in two separate sections so that the roof of either section can be raised independently of the other.

PRICES OF CHICK SHELTERS

(Shipped knock-down at low freight rate.)

Small-size Chick Shelter, 3 by 6 feet, complete with waterproof screens	\$5.50
Large-size Chick Shelter, 3 by 12 feet, complete with waterproof screens	8.50

Here is a combination that cannot be excelled for raising chicks in health and safety—

—a method by which the chicks are under complete control and entirely safe from cats, rats, etc.

View Showing Small-Size Chick Shelter in Use with Cyphers Style B or Style C Self-Regulating Outdoor Colony Brooder. A Complete and Safe Outfit for Growing Chicks.

Sample Reports—Cyphers Company Brooders

ADAPTABLE HOVERS IN HOME-MADE BROODERS.

Under date of June 26, 1911, Noah R. Kramer, Souderdown, Pa., wrote: "I am very well pleased with the Adaptable Hovers. The picture sent herewith will show the hover at work in home-made brooders. The photo shows my four sons—one with a White Wyandotte, one with a Black Leghorn, one with a Leghorn cock, and the other has a Partridge Wyandotte hen. The chicks in the brooder are White Leghorns. There are 145 in all, which is too many, but as I did not have any more hovers I put them all in and they are healthy. All the goods I got from you were satisfactory."

"WOULD NOT BE WITHOUT BROODER FOR FIVE TIMES ITS COST"

Baldwin, L. I., N. Y., November 13, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Have been using a Cyphers Incubator for two years and am well pleased with it. I purchased one of your Brooders last season, and consider it one of the best investments I have yet made. Do not see how it can be improved upon. The way it takes care of chicks is certainly wonderful, and they grow like weeds in it. *I would not be without this Brooder for five times its cost.* I can heartily recommend your Chick Food also, as I have found it the best I ever used, and I have used quite a number of other brands. When I feed Cyphers Chick Food, the chicks have no bowel trouble. Your Chick Food has given excellent results and chicks grow like weeds.

ALFRED W. BEDELL.

"ABLE TO RAISE 90 TO 97 PER CENT."

Muskegon, Mich., April 27, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We are using your goods extensively—Incubators, Brooders, Chick Food, Developing Food, Laying Food, etc., also Alfalfa and Beef Scraps. *We are able to raise 90 to 97 per cent. of the chicks in your Brooders,* fed with Cyphers Chick Food and Developing Foods. Shall want several more Incubators, also several Brooders in the near future.

C. A. KEEFER,
Edgemere Farm.

"PASSED THROUGH SEVERE STORMS"

Port Clinton, Ohio, December 5, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

My first hatch this season was 94 chicks from 115 eggs. The chicks were bright, healthy little fellows (White Leghorns). I put them in a Cyphers Style D Outdoor Brooder and raised all but two, which I consider fine. *They passed through some severe storms and continued bad weather,* but they grew right along as usual in your Brooders. I fed them your Chick Food and Developing Food, Beef Scrap and Grit.

MRS. MATTIE E. MOORE,
R. F. D. No. 2.

"SHALL THROW THEM ALL OUT AND USE CYPHERS"

Olean, Mass., August 26, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have been using the Cyphers Incubators and Cyphers Brooders, both Indoor and Outdoor, and they have given the best of satisfaction. I have several other makes, but *shall throw them all out the coming season and use nothing but Cyphers,* as they are so far ahead of the other makes that I have used.

J. W. RICHARDSON.

"WHOLE FARM EQUIPPED WITH CYPHERS GOODS"

Lansing, Kas., October 7, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

For hatching we use only the Standard Cyphers Incubator, believing that with it we can hatch the largest per cent. of good, strong, healthy chicks, and with the least amount of trouble. We have a number of your No. 3 size, 390-egg Cyphers Incubators which have been in use three years and they are as reliable and dependable as the new ones purchased of you a week ago. We are also using the Style D Indoor Brooders, which are giving complete satisfaction. In fact, my whole farm is equipped with Cyphers Company goods, even to the drinking fountains.

A. M. GRAFF.

THESE ARE NOT FAIR WEATHER TOYS

Naperville, Ill., August 24, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Your Brooder that I got will please any one. *I never lost a chick from the first brood and have never had chicks grow as well as they did.* They were taken out of my Cyphers Incubator and put in Brooder last spring during the time that we had a snow storm that killed all of the fruit. I use your Chick Food, and it is the best that I have ever used.

E. G. SIMPSON.

"COST A LOT OF MONEY TO GET EDUCATED"

Memphis, Tenn., December 13, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

You certainly have the goods. A man could not give me anything but Cyphers Incubators and Colony Brooders. It cost me a lot of money to get educated up to this point, but I am proud to say that *now I can go to bed at night, sleep soundly and never give either incubator or brooder a thought.* I tried several of the hot-water "tanks" and cracker-box brooders, and when I got up to the ——— I thought I had reached the top, but I was mistaken, as that brooder was certainly the limit. Many a morning I found all my chicks as black as coal or nearly dead from lamp fumes. I have four big Cyphers Incubators now going, and two have just hatched. I will keep them going until summer. In January I will buy four more Cyphers Brooders.

W. H. BALLARD.

THIS WOMAN HAD FAITH IN THEM

Coulwood, Va., August 24, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

In May I paid a high price for a sitting of fifteen eggs from the famous White Orpington that produced 263 eggs in 272 days, mated to a son of Crystal King and Peggy. *I had just received two of your three-apartment Style B Brooders* and I decided to place my twelve precious babies in one of them. It did all and even more than you claimed for it. *I still have my twelve babies!* They are three months old and weigh nearly 3½ lbs. each on the average. *I raised 75 Brown Leghorn chicks in the other Brooder and have never had a sick chicken yet.* No more mother hens for me.

MRS. S. A. JOHNSON.

NO FAILURE HERE!

Photographic view sent to us October 9, 1911, by A. H. Weisburg, Nevada, Mo., who says: "The eight Cyphers Style B Brooders shown in picture each successfully raised three broods of Cyphers-hatched chicks this season. Am also using other Cyphers Company appliances and supplies, and am well pleased with all."

"ONE OF THE COLDEST NIGHTS"

Lincoln Park, N. J., March 13, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

In view of the satisfactory manner in which your Brooders have operated with me the past winter I feel called upon to write you these few lines. I have three of your Style B Brooders, which have been in operation since the last week in January, and we have had some very severe cold weather; in fact, one night in particular it went down to zero. That night when I went to bed the thermometer in the Brooder I was then operating registered 96 degrees and to my amazement in the morning when I looked at it again it registered 94 degrees—having varied only two degrees in what was one of the coldest nights this winter. That Brooder, as well as my other Brooders of your make, have been standing outdoors all season without any shelter whatever, and they have not been found lacking, but have operated to my entire satisfaction. I put 115 chicks into these three Brooders early in the season and have only lost five, and the oldest are now going on their sixth week of age. If these few lines will convince any one in doubt as to what kind of a Brooder to buy, you are at liberty to use the same.

CHAS. CAESAR.

"IN ZERO WEATHER HAD NO TROUBLE"

Orange, Mass., November 18, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

We have used Cyphers Incubators and Brooders for the past seven years, and always with uniformly good success. We had previously used several other makes and found them to require more or less constant care, whereas your machines require practically none. Have brooded and raised to time of transfer to colony houses as high as 100 per cent. of the chicks. In one particular case we put 86 chicks in a Cyphers Brooder and took the same number out at time of transfer. Have run your brooders in zero weather, with no protection, and had no trouble with the heat running down.

We consider both Cyphers Incubators and Cyphers Brooders thoroughly reliable, and we also wish to thank you for the very fair and courteous treatment we have received in all our dealings with your company.

VAN DYKE POULTRY FARM.

W. H. Dyke, Prop.

HAS TRIED FIVE DIFFERENT MAKES

Danbury, Conn., July 20, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Have used three different makes of Incubators, but so much prefer the Cyphers that I shall buy another in the spring. Have also used five different makes of Brooders. The Cyphers is the only one I am satisfied with. Shall buy two more of you next spring. Chicks that were not doing at all well in one Brooder (same price as Cyphers), when I took them out and put them in the Cyphers, straightened up at once and did the best of any. I think a Brooder the most important part of chicken raising.

MRS. E. H. RYDER.

READY FOR ANY WEATHER.

Under date of August 2, 1911, Mrs. Wm. W. Davis, Queens, N. Y., says: "Enclosed find photo showing 65 White Leghorns and 75 Plymouth Rocks in two Cyphers Style B Brooders, taken at one week old. The chicks—all Cyphers hatched, are as comfortable and happy as can be."

HOME-MADE BROODER CASES EQUIPPED WITH ADAPTABLE HOVERS.

Method adopted on White Rose Poultry Farm, H. M. Ford, Proprietor, Ridgewood, N. J. See his report on page 72.

"A FOOT OF SNOW ON GROUND"

Westfield, N. Y., July 17, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have a Cyphers Style C Brooder. It heats the old hen by a great deal. I had chicks in it when the thermometer stood eighteen above zero and there was a foot of snow on the ground. The cold had no effect on the Brooder except the blaze had to be higher than when it is 95 in the shade. It can't be beat, that's all. All the Cyphers goods I have used are perfectly satisfactory.

LEE BOWEN.

BOUGHT IT "SEVEN OR EIGHT YEARS AGO"

Frutivale, Alameda Co., Cal., August 7, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have a Cyphers Brooder I bought before you opened your branch on the Pacific Coast, seven or eight years ago. I can still raise 90 per cent. of the chicks in it every time, and a number of times have raised 95 per cent. of the chicks entrusted to this Brooder. Your Chick Foods are the best on the Coast.

JAMES C. B. READ.

"JUST THE THING FOR MICHIGAN'S COLD SEASON"

Akron, Mich., November 5, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Your Style B Brooder is just the thing for Michigan's cold and wet season. While birds were dying all around me this season my chicks were thriving and growing, well satisfied with the Adaptable Hover for a mother. The thermostat on Hover is all you claim for it.

I fed your Chick Food with phenomenal success.

T. M. KRAR.

"ICE IN DRINKING FOUNTAIN—CHICKS O. K."

East Orange, N. J., July 19, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

If I had to depend entirely on hens and not on Cyphers Incubators and Brooders to raise my chicks, I would not stay in the business over night. They are simply indispensable on a money-making plant. Have had excellent hatches this year and chicks are sturdy and strong. First hatch off this year in March; found ice in drinking fountain on the first night off. Chicks under hover all O. K. Pullets about 4 pounds at 4 months.

R. J. HOUSTON, JR.

Breeder of White Wyandottes and Black Orpingtons.

"SAFE AND SNUG AS A BUG IN A RUG"

Sharpville, Pa., November 21, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have a Cyphers Outdoor Brooder, and I always put the chicks in it and keep them there until I have another hatch, or longer if I do not need it for newly-hatched chicks. I have scarcely any die. It is remarkable how few year after year die, at least until large enough to run out where hawks and other enemies of young chicks sometimes get them. When I am putting the little chickens out in the Brooder I always think of your motto, "Safe and snug as a bug in a rug," for they surely are safe, and so happy. I was investing in Incubators and Brooders again, they would be Cyphers.

MRS. JOHN R. MILES.

"RIGHT IN THE SNOW OF THE ADIRONDACKS"

Saranac Lake, N. Y., November 13, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used the Cyphers Incubators exclusively during the past year, starting the hatches about March 1st, when the weather is still very severe in the Adirondacks.

When hatched, the chicks were placed in the Cyphers Style B Outdoor Brooders, *right in the snow and in the bitter March winds of the Adirondacks.* I will state that 98 per cent. of all chicks lived and thrived and were the attraction of the surrounding country. That chicks could be raised in that manner in March and April, in this climate was believed impossible.

The chicks (Brown Leghorns) are laying now. I used Cyphers Grit, Charcoal and Beef Scrap, and they grew and matured wonderfully. From the time the chicks were placed in the Hovers until six weeks old, Cyphers Chick Food was used, being fed in litter on the floor of the brooder coops. *There was not one case of cold or sickness of any kind.* The only deaths were those of one or two weak chicks in each hatch, which should have been destroyed. The regulator on Hoyer was used, and gave perfect satisfaction. There was not one case of chilling or over-heating. As this is the start of what is intended to be a large egg farm, it has given me every encouragement.

ARTHUR L. SULLIVAN.

CHEAP IN PRICE AND CHEAP IN QUALITY

Haverhill, Mass., May 21, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I use Cyphers Incubators and Brooders and consider them the best on the market. Have no use for cheap incubators or brooders, as I find anything cheap in price is usually cheap in quality. *Fifty per cent. of the failures in the poultry business around my section have been caused by cheap equipments.* I have hatched with Cyphers Incubators 90 per cent. of all fertile eggs and have raised 95 per cent. of all chickens placed in Cyphers Brooders. Have matured White Wyandotte pullets in these Brooders at 5½ months old. Many such chicks raised in your Brooders have made records of over 200 eggs per year. Had three birds that made records of 272, 267 and 252 eggs—without a doubt the three highest egg-records have been owned by one man in the United States. *All were hatched in Cyphers Incubators and raised in Cyphers Brooders.*

R. A. RICHARDSON.

"RAISED 98 PER CENT."

Wauquoit, Mass., November 14, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have had good success the past season both in hatching in my Cyphers Incubator and raising the chickens in the Cyphers Outdoor Brooders. I have hatched as high as 290 chicks in your large size machine, and have had an average the season through of 250. *I have raised 98 per cent. of chicks in your Outdoor Brooders* in February, and considering the cold weather we had, it certainly speaks well of them.

HILLSIDE POULTRY FARM,

Collins & Fisher, Props.

BEGINNER RAISES CHICKS "THE CYPHERS WAY."

Illustration, from photograph, sent by C. A. Russell, Moodus, Conn.

"BEGIN WITH CYPHERS, AND END WITH CYPHERS"

Towson, Baltimore Co., Md., November 20, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

In our seven years' experience with them, the Cyphers Incubator has proved to us that they never disappoint. Our hatches have averaged 92 per cent. We run three (3) machines all the year. One machine has been in constant use for the past seven years, and is still making good.

Cyphers Brooders measure up in every particular, because when once regulated you can depend upon them. *We raised over three thousand strong, vigorous chicks this season.* We feed nothing but Cyphers Foods. In fact, *we begin with Cyphers, and end with Cyphers.* Then we know we are on the road to success.

ROCK POULTRY FARM,

Rodgers & Rodgers, Props.

"ECONOMICAL, EASY-TO-KEEP-CLEAN"

Gambier, Ohio, March 13, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

During the past twenty years we have used many different makes of Incubators and Brooders, but find that the Cyphers give us the least trouble, and are the most satisfactory of any. We used our first Cyphers Brooder twelve years ago, and the *past three years we have used nothing else.* We also have used your Adaptable Hovers, sometimes in common boxes indoors, sometimes in colony houses, sometimes in home-made brooders. *We can trust them in all kinds of weather, cold and warm.* Our chicks always grow up strong and healthy, and never give us any trouble. To any person wishing a reliable, economical, easy-to-keep-clean brooding device, one they can always rely upon, we recommend the Cyphers, as we believe it to be the best on the market today.

G. H. HILLIER & SON,

R. F. D. No. 3.

"YOUR GOODS ARE BEST FOR BUSINESS"

Port Byron, Ill., July 30, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We obtained *216 chicks out of 219 eggs* in our No. 2 Cyphers. Hatches for the season have averaged nearly 95 per cent. We are using two Style A, two Style B and three Style C Cyphers Outdoor Brooders. We consider them the best Brooders on the market and have *raised nearly every chick placed in them.* They are fire proof and safe in every way. Your goods are built for business.

M. S. JACKSON.

"MORE ROOMY THAN ANY OTHER"

Mount Sidney, Va., November 14, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I am using one of your Style B Outdoor Brooders, and am much delighted with it. It is *more roomy* than any other I have used. Also the *sanitary arrangements are far superior* to any other. I also used your Chick Foods and find them to be all you claim for them. In all of my dealings with Cyphers Incubator Company I have found them to be men of the highest type, honest in their trading and always willing to do a little more than they promised. I will enclose a photo of a *shipment of birds to Bermuda Islands that were raised in your Brooder.*

CHAS. C. WINE.

"JUNIOR PARTNERS."

Reproduction from photograph sent to us by A. C. Stout, Stockdale, Texas, who says: "I enclose picture of my two little girls, Mollie, two years old, and Dola, four years with some little Single Comb White Leghorns in Cyphers Style A Brooder. It Brooded several hundred on my plant this year."

Sample Reports—Cyphers Adaptable Hovers

HOME-MADE BROODER.

Showing how a 3-foot Square Goods Box 24 to 30 inches high can readily be converted into a serviceable, Low-cost Outdoor (or Indoor) Brooder by use of the Cyphers Company Adaptable Hover.

R. I. Reds, and have better success with them than with hens.

"EVEN TEMPERATURE WITHIN ONE DEGREE"

Ridgewood, N. J., September 1, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I enclose herewith photograph showing use of your *Adaptable Hovers in home-made brooders*. These brooders were made by myself and were patterned to some extent after yours. I have used the *Self-Regulating Hovers* in these brooders in all kinds of weather, including zero weather, and have been able to hold an even temperature within one degree. They have been very satisfactory and I expect to use a large number next season.

WHITE ROSE POULTRY FARM,

H. M. Ford, Proprietor.

IN FEBRUARY—FIVE INCHES OF SNOW

Paris, Ill., February 24, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I am using your Incubator this year, and it is the only machine that I have ever found that will do the work in the right way. My hatch this month was 95 per cent. *Am using your Adaptable Hovers, and they are just the thing.* They keep the chicks warm and dry. Am using them in brooder cases out of doors with five inches of snow on the ground.

EMERY EVITT, 910 Browning Ave.

A GREAT BOON TO POULTRY RAISERS

Needham, Mass., September 26, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We have three of your Hovers installed in a brooder house of my own design, and every one who sees it says it is the most complete and practical house they ever saw—*thanks to the mechanical completeness of the Cyphers Adaptable Hovers*. The enclosed photographs showing view of these Hovers are the best testimony of what the lamps can stand in stormy weather, without in any way disturbing the even temperature of the inside. These Hovers are a great boon to poultry raisers.

JOHN GODSELL.

"PUT 75 CHICKS UNDER EACH HOVER"

Needham Heights, Mass., August 26, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

The past spring I used eight of your *Adaptable Hovers* and found them O. K. I put 75 chicks under each Hover, making a total of 600 chickens in all, and I raised 526 chicks to maturity—good, strong, healthy birds. These Hovers proved so good that I am going to get more of them next spring. This was my first experience in the chicken business.

D. L. WAGNER.

"HAVE HAD PRACTICALLY NO LOSSES"

Gillette, Wyo., August 16, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We use your Style D Brooder and Adaptable Hovers. Are using your *Adaptable Hovers in A-shaped Colony Houses with grand success*. Have had practically no losses since installing Cyphers brooding devices. This is our first year with Cyphers goods. We shall use nothing but Cyphers another year.

S. D. PERRY & SONS.

"ALL YOU CLAIM FOR IT"

Casodota, N. Y., July 28, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used your *Adaptable Hover* and found it to be all you claim for it. I used it in a home-made brooder, constructed from a large dry goods box, with a separate box attached (for run) with a glass front. I also used the 144-egg Cyphers Incubator with splendid success. I raise S. C. White Orpingtons and S. C. Incubators and brooders—STATES RAY.

"EVERYTHING SIMPLY ARRANGED"

White Bear, Minn., July 15, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I cannot say enough for the *Adaptable Brooding Hover*. I use mine in a colony house. I make a platform of boards 3 x 6 feet, 8 inches high. On this I put a frame 24 inches high in rear and 18 inches high in front, the back and ends covered with boards, the top and front enclosed with one inch mesh wire netting. The top is in two parts, hinged to the back. There is also a movable partition through the center to keep the chicks close to the Hover. This can be removed in a few days or as soon as the chicks learn where the warm place is. By this method everything is so simply arranged that it can be removed, cleaned and stored ready for use at another date, and the house used for other purposes, or it can be reset in almost no time. If the *Adaptable Brooding Hover* is given the most ordinary decent kind of attention, it will take care of itself.

J. E. JARGO.

"I ENTRUST MY BEST CHICKS IN IT"

Gouverneur, N. Y., May 23, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I am running your *Self-Regulating Portable Hover*, and have only words of praise for it. Started same in March, when outside temperature went below 10 degrees, and was able to maintain a 95-degree heat under the Hover with ease. This speaks for itself. In all my experience with poultry I have never found anything the equal of this Hover. I entrust my best chicks in it, for I know it will be found in the morning where it was placed at night. The point of importance to the average poultryman is the small amount of oil it requires. I fill mine only once in three days. It's a cracker-jack, and another year will find several more of them in my yards.

HARVESTDALE POULTRY YARDS, H. A. D. Leggett.

"LOST HALF THE CHICKS WITH CHEAP BROODER"

Martinton, W. Va., June 19, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have my *Adaptable Hover* in a home-made brooder. Through the cold spring months I had it set in a brooder house, but as the weather warmed up I put the hover out of doors, and in both places raised nearly all the chicks hatched. I kept in my hover from fifty to seventy-five chicks. I remove them when about four to five weeks old.

Last spring I lost about half the chicks with a cheap brooder. The lamp would go out and the chicks would freeze to death. I thought it might be the grade of oil. I sent away and got 10 gallons of oil made for that purpose, but it went out just the same.

Last spring I did not use Cyphers' Chick and Developing Foods, but this spring I did—and the chicks grew twice as fast. I guess that is all I need to say about the value of these products.

WALTER HOBART.

"PURE AIR WINNING POINT"

Hinckley, Ill.,

November 4, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

The *Adaptable Hover* has given me excellent results. It was placed in a coop, air tight on all sides excepting the front, which allowed plenty of fresh air to enter. I consider the *Adaptable Hover* perfect, and will use nothing else. The regulator I consider a necessity. The passage of pure air into the Hover is the winning point of your Hover, and strong, growing chicks must be the natural result.

Yours truly,

DR. GEO. C. FRY.

ADAPTABLE HOVER IN COLONY HOUSE

Shows Use of Hover in Shed-Roof Poultry House or Colony Rosting Coop. Can be Installed or Removed in One to Three Minutes Time. When Taken Out The Chicks are Left to Roost in Quarters to Which They are Accustomed.

"PURCHASED TWO MORE"

Clarke, Neb., June 19, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I am using three of your Adaptable Hovers, and they are giving satisfaction, as do all of Cyphers' products I have ordered thus far. I installed my first hover in a case made out of a goods box, with a pitched roof, shingled. In the front of the case I placed a window 24 inches square. The floor is raised 8 inches from the ground. *The first Hover proved so satisfactory that I purchased two more*, and installed them in cases 4 feet square on the ground, 4 feet high in front and 3 feet high in the rear. Each case has a shingled roof, windows, and the floor is 8 inches from the ground like the first.

HARRY L. BRYANT.

TRIED FOUR—BOUGHT SIX MORE

Rehoboth, Mass., March 29, 1910.

Cyphers Incubator Co.,
Buffalo, N. Y.—

We've already installed, and with success, four Cyphers Adaptable Hovers, and six more will be installed this week.

They are indeed fine. We have decided to use the Cyphers poultry implements exclusively, and will send you another order soon.

ROCKY HILL

FARM,

Mr and Mrs. P.
Martines, Est.

EASILY CARED FOR—FIRE PROOF.

Lamp can be Removed and Replaced While Door, Window and Chick-exit are Wide Open and Flame Cannot Suck Out. Device is Warranted to be Absolutely Fire Proof, No Matter Where Used.

"INCREASED BUSINESS THREE FOLD"

Dover, Mass., June 27, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

This season I increased my supply of Adaptable Hovers, and I have the pleasure to state that they are surely the best article of the kind on the market. I have used your Adaptable Hovers in two ways: placing them in two-apartment brooders of my own make, and in colony houses. I generally put about 75 chicks in the brooder, and at the end of three weeks place them in the colony house, except in severe weather. By means of your self-regulating heater I have increased my business three-fold, rearing chicks in zero weather with fine success. At one time I put 94 chicks in a brooder and after six weeks removed them, losing only one chick during this time. I breed R. and S. C. Rhode Island Reds exclusively.

F. A. PARMENTER.

"ABLE TO RAISE GREATER NUMBER"

Lumberville, Pa., June 26, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I bought three of your Adaptable Hovers this year, and they gave excellent satisfaction. We used the hovers in colony houses, 8 x 8 feet. We kept chickens under the hovers for four weeks, then moved them to other colony houses with fireless hovers, with excellent results. We placed from 50 to 66 chickens under hover when taken from incubator. *We have been able this year to raise a greater number of chicks under hovers than we ever could with hens.*

S. L. PAXSON.

"HAVE NINE HOVERS"

Westport, Conn., July 6, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used your Adaptable Hovers with success, and have taken pleasure in recommending same to interested parties who have visited my plant. *I have nine of your Hovers—five in a 6 x 10 brooder house, and four in colony houses—two in each of the houses.* The Hovers have home-made cases, 30 inch square base, 21 inches high, covered with muslin and with removable top and front. I have raised 1,700 chicks in your Hovers.

SAUGATUCK POULTRY FARM,

R. F. D. No. 11.

Geo. W. Harris, Prop.

"WITH THE LEAST TROUBLE"

Lancaster, Mo., September 26, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I consider that the Adaptable Hover has raised some of the best birds I have ever owned, and *with the least trouble*. I put from 40 to 50 chicks in the hover, placing the hover in one end of a colony house large enough to carry these chicks to maturity. I constructed a temporary roof or ceiling about 30 inches above the floor that the hover sets on, across the end of the house, 3½ feet wide, dropping a heavy canvas down in front. As long as the chicks needed heat I had the hover in this house, and then removed the hover to another house.

B. F. McDANIEL, R. F. D. No. 5.

"AS FINE AS AN EIGHT-DAY CLOCK"

Mt. Gilead, Ohio, September 28, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I tried the fireless plan of raising chicks, but could not use it on account of being away from home so much, so *I bought your Adaptable Hovers, and the success with them has been all that I expected and more*. I have two of them, each in a small colony house 4 x 6 feet. This plan has worked as fine as an eight-day clock, and I would not think of trying anything different. The chicks were placed under these Self-Regulating Hovers right from the incubator in February and March, remaining there through all the changeable weather, growing every day.

DR. R. L. PIERCE.

"NO TROUBLE HOLDING HEAT"

Apulia, N. Y., June 24, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used one of your Adaptable Hovers in a home-made brooder, and *have had no trouble in holding the heat*. After a hard trial through all kinds of weather I have found the Adaptable Hover all you claim for it. The hardest wind does not affect the lamp in the least. Have lost no chickens from crowding or chilling. I shall want more Hovers next season.

H. J. KNAPP.

"WANT TWELVE OR FIFTEEN MORE"

Franklin, Va., September 24, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I received the Adaptable Hover which I bought of you, and in order to make a selection *I purchased three others*. Your Hover is by far the best of those I bought and have tested. I will want twelve or fifteen more Adaptable Hovers just as soon as I can build my brooder house. Some time in the near future I propose to build a brooder house heated by steam, on the plans I purchased of you.

C. W. GARY.

INDIVIDUAL BROODING IN BROODER HOUSE.

View (from photograph) of Fire-Proof Heaters and Standard Adaptable Hovers in use in Brooder House on Cyphers Company Poultry Farm, Buffalo, New York. House is supplied with auxiliary heat from the hot water pipes located waist high along rear wall of house. By use of this system, one brooding device, or two, or a dozen can be started when needed, thus avoiding waste of fuel.

Economical Brooding of Chicks

Plan Devised by R. P. Ellis, Brooklyn, N. Y., Founder of the Aurora System of Branch Egg Farms. Utilizes Regular Laying Houses for Brooding Purposes During Proper Season. Strongly Endorses Cyphers Company Adaptable Hovers

DESCRIBING his efficient and economical method of converting laying houses into brooding houses by installing the Cyphers Adaptable Hovers, Mr. Ellis writes:—

"It was not until the Cyphers Company's Adaptable Hover was put upon the market that I found a satisfactory solution of many problems in brooding. Using a few outdoor brooders is all right, but when it comes to attending to forty or fifty oil lamps and broods of chicks, all in the open, one longs for something more labor saving and comfort giving.

Fig. I.—Diagram shows arrangement of Six Cyphers Company Adaptable Hovers in type of Laying House used on Aurora Leghorn Farm, Brooklyn, N. Y.

The house is 4½ feet high on the sides (inside measurement) and 7 feet in the ridge (inside measurement). It is the lowest laying and brooding house I know of, hence the air space is reduced to the minimum. This house we equip with six Adaptable Hovers, three on a side, with a 3 to 3½ foot center aisle—see diagram herewith, Fig. I.

"The hovers are set on a temporary platform, running the length of the house, high enough to allow the lamp to rest in the center aisle on the floor of

the house. At this point the lamp can be cared for without entering the pens or disturbing the chicks.

"Each of the hovers is surrounded or enclosed by a muslin frame, which we make ourselves. The frame is made of 1 x 2 inch furring strips, and ordinary unbleached muslin is tacked on. The sides of the frame stand 18 inches high, and as it rests on the floor it covers a floor space of 3 feet x 3 feet. The top of the frame is hinged so as to lift up and allow access to the hover. There is a door on one side of the frame to allow the chicks to enter and leave the hover. Over this opening hangs a curtain of felt—to conserve the heat.

"When the chicks no longer need artificial heat, the hovers and the platforms they rest on are removed. By this time all cockerels are removed, leaving from 125 to 150 pullets in the house. When these get to the colony house size, all wire partitions are removed and half of the pullets are taken to a new laying house (built for them), or else are put around in cheap colony coops. In this way the laying and brooding house is used straight through the year.

"Also find herewith a diagram illustrating our yarding plan—Fig. IV. A study of this drawing will show that each chick has from 8 to 10 square feet of yarding room outside the house, depending upon the number of chicks placed under one hover. I would advise that no more than fifty chicks be placed under any hover.

TRIED "FIRELESS" BROODER PLAN

"Before learning of and adopting the Cyphers Adaptable Hovers, I tried the 'fireless' plan. In

R. P. ELLIS,
Brooklyn, N. Y.

Fig. II.—Aurora Farm Combination House in Process of Erection.

Fig. III.—The Aurora Farm Combination Laying and Brooding House Complete.

the summer of 1909 I experimented with various fireless brooders, and, backed up by the experience of 1910 as well, I reached the following conclusions concerning fireless brooders:—

"First—It is possible to raise *some* chicks by the fireless method.

"Second—The death rate is far too great unless weather conditions are ideal—which they seldom are.

"Third—The economy, so-called, in a fireless brooder consists in making it much smaller than heated brooders, because the saving in oil is offset *five to one* by the item of extra labor.

"Fourth—A fatal objection to the 'fireless' method is that the attendant must practically *live with the chicks*. The care and attention the 'fireless' chicks require make the plan entirely impracticable on a commercial poultry farm where a person's time is an important item of value, and labor is expensive.

"I must confess that I turned reluctantly from the 'fireless' field—what its advocates claimed for it were so tempting! But we tried the best advertised methods and followed them faithfully, only to meet with loss—both loss of labor and an excessive loss of chicks.

"It was no wonder, therefore, that we were glad indeed to find complete success in the use of your Adaptable *self-regulating* Hovers. They have proved to be exactly what we were looking for. For us this hover *has filled ideally every condition*, to enumerate:—

"First—The cost is far below that of any individual brooder or pipe system of the same capacity.

"Second—The principles of self-ventilation, with heat from above, etc., are correct, not only in theory, *but in practice*.

"Third—Its installation—immediate and simple.

"Fourth—Its construction (all galvanized sheet iron, solidly bolted and riveted together) makes it indestructible—so much so that its purchase becomes *an investment*, not an expense. It will last for years—perhaps a lifetime.

"Fifth—Its maintenance (cost of repairs) is practically nothing, whereas any wood-work requires expensive repairs, as I have found to my cost.

"Sixth—Its efficiency—*of the highest*, because we have raised *larger percentages of chicks* in it than in any other brooding device we ever used.

"Seventh—Its economy of time and labor. Six of these hovers in our 14 x 14 feet laying house enable us to care for 300 chicks *under one roof*.

Fig. IV.—Diagram showing the Ellis Combination House equipped with Hovers and Chick Runways, also the arrangement and size of the yards enclosed by temporary wire fences surrounding the Laying House while it is being used as a Brooding House by having Cyphers Company Adaptable Hovers temporarily installed.

"Eighth—The low cost of oil—using only a one-inch wick, and its *dependability*. It 'stays on the job' day and night, and *the self-regulation* adds much to the care-taker's ease of mind.

"We used the above-described brooding plan on the home farm of the Aurora System and on most of our branches during the season of 1911 *with the greatest success*."

SPECIAL NOTICE

Mr. Ellis has worked out this combination plan in detail in a complete set of blue-prints and has published printed instructions not only for building a house and installing the Adaptable Hovers, but for operating the latter, including feeding and general methods, as practiced on his farms. These blue-prints are for sale and can be obtained by applying to Mr. Ellis at his Brooklyn, N. Y. address—No. 2406 Flatbush Avenue.

Using 200—Will Use 300 More

AURORA LEGHORN FARM

R. P. ELLIS, Proprietor

Day-old Chicks
and Hatching Eggs

SINGLE COMB WHITE LEGHORNS EXCLUSIVELY—BRED TO LAY
New Main Farm at Tenafly, N. J.

High-Record Trap-
nested Breeders

Cyphers Incubator Company, Buffalo, N. Y.—

2406 Flatbush Avenue,
Brooklyn, N. Y., December 12, 1911.

Our main farm and *numerous branch farms* are using your Adaptable Hovers *with excellent results* for brooding purposes. I cannot speak in too high praise of this *superior brooding device*. It is economical, efficient, indestructible and hygienic. Its principle of introducing warm, fresh air under the Hover and of *having no central drum or other spot warmer than the rest*, thus not inducing huddling or crowding, are features that *meet my unqualified endorsement*. Such also is the mechanical perfection of the lamp and heating chambers that *I have never had a lamp go out in one of your Adaptable Hovers on my farm*. If I could say this of the several other brooding devices I have used in the past five years, *I would be better off to the extent of a good many hundreds of dollars* that were lost in the form of valuable chicks. Have bought nearly two hundred of these Adaptable Hovers thus far and expect to use about three hundred more on our new branch farms this season, *additional to thirty ordered by me for our main farm*.

Cordially,

R. P. ELLIS.

GUARANTEED TO YOU —PERSONALLY

There's a lot of difference between an agreement that guarantees an Incubator or Brooder to you, personally, and one that merely warrants a device to be "as represented."

Note your protection in the Cyphers Company Guarantee.

This Guarantee covers every vital point of Incubator construction and Incubator efficiency.

Note also that this Guarantee gives you ample time for the necessary fair trial—fair to you and fair to us. It gives you time for four hatches—time to thoroughly test our machine and prove its superior merits.

THE CYPHERS COMPANY GUARANTEE

To Whom It May Concern:

*We, the Cyphers Incubator Company, legally incorporated under the laws of the State of New York, and each member thereof, hereby agree, as a Company and as individuals, that if in any case Cyphers Incubators, Brooders or other Manufactures are found not to be as described by us in this catalogue, **or will not do the work claimed for them**, they can be returned at any time within ninety (90) days of the date of purchase, and if in good condition, less reasonable wear, we will immediately refund the price paid for the same.*

Special Guarantee on Cyphers Incubators

THE PATENTED, EXCLUSIVE FEATURES of the genuine Cyphers Incubators place us in a position to positively warrant and guarantee all Cyphers Patent-Diaphragm, Non-Moisture, Self-Ventilating and Self-Regulating Incubators manufactured by us and sold under registered trade-mark, either by this Company or its authorized agents, as follows:

First—To be precisely as represented in construction, materials and workmanship, and, if given reasonable care, to last ten years without repairs.

Second—To be easy to set up and *positively automatic* in operation (except as to trimming the wick, filling the lamp and turning the eggs) and to operate with less expense than any other make of incubator.

Third—To be in all essentials the simplest and easiest to operate and control, requiring less attention than any other make or style of incubator.

Fourth—To be self-regulating, being equipped with the most reliable, sensitive and durable regulator thus far invented.

Fifth—To require no supplied moisture, under normal conditions, thus solving and disposing of the troublesome "moisture question."

Sixth—To be self-ventilating, the air in the egg chamber remaining pure at all times by its own gentle but positive action.

Seventh—To produce larger, stronger and healthier chicks and ducklings than any other style or make of incubator.

Eighth—That when it is run in competition with any incubator of a different make, it shall, in three or more hatches, bring out a larger average percentage of the fertile eggs in good, healthy chicks and ducklings than does its competitor.

Finally, we guarantee every Cyphers Incubator and Brooder to be Insurable, in compliance with the rigid requirements of the National Board of Fire Underwriters.

Signed,

CYPHERS INCUBATOR COMPANY.

Buffalo, N. Y., December 1, 1911.

Attest:

Grand M. Curtis
President.

W. H. Mc
Vice-President.

J. H. Gillies
Secretary.

Price List of Standard Cyphers Incubators

Fire-Proofed—Insurable

No. 0—Capacity, about	70 Hen Eggs,	56 Duck Eggs	\$15.00
No. 1—	"	144 " "	22.00
No. 2—	"	244 " "	32.00
No. 3—	"	390 " "	38.00

We supply an X-Ray Egg Tester, a tested Standard Cyphers Incubator Thermometer, and our booklet, "Directions for Operating and Hints to Aid the Operator," packed in every incubator.

SPECIAL NOTICE.—The prices of incubators and brooders given in this catalogue are those charged by us and by our authorized agents in all territory east of the Rocky Mountains and north of Texas. Beyond this boundary line agents' prices range somewhat higher, owing to the freight, which is especially high to inter-mountain points. If you live in high-freight territory write us for prices; also for name and address of nearest agent who buys in car lots and carries our goods regularly in stock.

Terms.—Cash with order. Send money by bank draft, express money order, post-office money order or registered letter. *Please do not send personal checks.* In the United States and Canada, goods will be sent C. O. D. when 50 per cent. of price accompanies order, but not to other countries, owing to ocean freight rules.

Weight (about) Crated

No. 0.....	90 pounds	No. 2.....	215 pounds
No. 1.....	145 "	No. 3.....	260 "

Weights and Measurements for Foreign Shipment.—For the convenience of those wishing to send our Incubators to other countries, we print the following table of weights and measures when specially crated for ocean shipment.

	Net Weight	Gross Weight	Cubic Feet		Net Weight	Gross Weight	Cubic Feet
No. 0 Incubator....	70 lbs.	110 lbs.	9½	No. 2 Incubator....	170 lbs.	290 lbs.	32
No. 1 Incubator....	108 lbs.	200 lbs.	20	No. 3 Incubator....	210 lbs.	360 lbs.	42

Standard Incubators Furnished in Rights and Lefts

For the convenience of those who are fitting out large plants, and all who, when purchasing a number of Standard Cyphers Incubators, desire to economize space in their incubator cellars, we manufacture No. 2 and No. 3 size machines that are *rights* and *lefts*. By this is meant that the heater is on the right or left-hand side of the machine. This permits arranging the machines along the sides of the incubator cellar in such a manner that space is saved, and two heaters are brought next to each other for the greater convenience in tending the lamps. If you desire your machines *rights* and *lefts*, please so specify in your order, naming the number of each desired. *Unless otherwise ordered, rights invariably will be furnished. No. 0 and No. 1 Incubators are not made in lefts.*

Floor Space Required for the Standard Cyphers Incubators

(Figures allow for projection of heater.)

No. 0.....	1 ft. 10 in. x 2 ft. 7 in.	No. 2.....	3 ft. 3 in. x 4 ft. 1 in.
No. 1.....	2 ft. 5 in. x 3 ft. 8 in.	No. 3.....	3 ft. 11 in. x 4 ft. 9 in.

"Directions for Operating Standard Cyphers Incubators"

An illustrated booklet, entitled "Directions for Operating Standard Cyphers Incubators and Hints to Aid the Operator," is supplied with each standard-pattern machine. This book contains full and complete instructions for setting up, regulating and operating the Standard Cyphers Incubator. The purchaser is told where to locate his machine, how to place it in the proper position, how to adjust the regulating device, how to care for the lamp, and how to heat up the machine, with full particulars concerning proper temperature, turning the eggs, cooling and airing; also special instructions for operation of Cyphers Incubators in high altitudes and exceedingly dry or tropical climates.

A large portion of this book is devoted to a chapter entitled "Hints to Aid the Operator," consisting of questions from amateur operators of incubators or brooders, with answers by an experienced operator. Besides these questions and answers, considerable space is given to Incubator and Brooder "Don'ts," which tell the beginner what he should not do. A careful study of this booklet is advised. Supplied only to purchasers of Standard Cyphers Incubators.

Price List of Standard Cyphers Brooders

Fire-Proofed—Insurable

CYPHERS ADAPTABLE HOVER , Self-Regulating, Self-Ventilating, for use in home-made Brooders, Colony Houses, etc.; may be moved from one Brooder or Coop to another at will; complete with Standard Cyphers Regulator, Tested Brooder Thermometer and bearing "Inspected Brooder" label, safely boxed.....	\$ 8.50
CYPHERS STYLE A OUTDOOR , Self-Regulating, Self-Ventilating, Two-Apartment Combination Brooder and Colony Roosting Coop, equipped with Adaptable Hover, Complete, and bearing "Inspected Brooder" label.....	12.50
CYPHERS STYLE B OUTDOOR , Self-Regulating, Self-Ventilating, Three-Apartment Combination Brooder and Colony Roosting Coop, equipped with Adaptable Hover, Complete, and bearing "Inspected Brooder" label.....	16.50
CYPHERS STYLE C OUTDOOR , Self-Regulating, Self-Ventilating, Three-Apartment Combination Brooder and Colony Roosting Coop, with Double-Wall and Double-Glass Insulation, equipped with Adaptable Hover, Complete, and bearing "Inspected Brooder" label.....	18.50
CYPHERS STYLE D INDOOR , Self-Regulating, Self-Ventilating, Brooder equipped with Adaptable Hover, Complete, and bearing "Inspected Brooder" label.....	11.50

SPECIAL NOTICE.—The prices of brooders and incubators given in this catalogue are those charged by us and by our authorized agents in all territory east of the Rocky Mountains and North of Texas. Beyond this boundary line the prices range somewhat higher, owing to the freight, which is especially high to inter-mountain points. If you live in high-freight territory write us for prices; also for the name and address of nearest agent who buys in car lots and carries our goods regularly in stock.

Terms.—Cash with order. Send money by bank draft, express money order, post-office money order or registered letter. *Please do not send personal checks.* Goods will be sent C. O. D., in the United States or Canada, when 50 per cent. of price accompanies order. Prices are F. O. B. Buffalo and all Branches except Oakland.

Weights (about) Crated

Adaptable Hover.....	net weight, 29 lbs.; weight crated, 37 lbs.; cubic feet, 5¾
Style A Outdoor Brooder (knock-down).....	net weight, 80 lbs.; weight crated, 135 lbs.; cubic feet, 8½
Style B Outdoor Brooder (knock-down).....	net weight, 138 lbs.; weight crated, 200 lbs.; cubic feet, 13¾
Style C Outdoor Brooder (knock-down).....	net weight, 148 lbs.; weight crated, 220 lbs.; cubic feet, 13¾
Style D Indoor Brooder (knock-down).....	net weight, 69 lbs.; weight crated, 120 lbs.; cubic feet, 7

REGISTRATION DEPARTMENT FOR POULTRYMEN

LOOKING FOR A POSITION? DO YOU NEED A POULTRYMAN?

In order to extend the usefulness of our Bureau of Information, we have established a Registration Department through which those seeking competent poultry farm managers or assistants and those open to engagement as such can be brought into communication. We furnish to any one asking for it a complete list of available applicants who have registered with us; they then open correspondence and arrange matters between themselves.

Applicants for positions need not go into details with us as to qualifications. State name and address, also the kind of a position you are competent to fill, you to agree to notify us as soon as you have accepted a position. We also ask employers to notify us whom they employ from those whose names we furnish them, so that we can drop these names from the list of available men.

No charge is made for this service. In time past we have missed many opportunities for bringing employers and competent men together, through inability to recollect names and locations—and for this reason we established the above department. Customers and friends are welcome to avail themselves of it.

Cyphers Company's Six Places of Business

OWING TO the rapid growth of this Company's business, and the widespread demand for goods of its manufacture, we recognized twelve years ago the necessity of establishing branch houses and distributing depots, provided we were to serve the interests of our customers promptly and satisfactorily. At that time we opened modest trial offices at Boston and Chicago, which since have grown in volume of trade until the former Boston location proving inconvenient for our customers, we have opened a new store at 12 and 14 Canal Street, which will result in a saving of time to the many out-of-town customers who make it a point to call upon us when in Boston. (See page 24.) Our growing business at Chicago also required increased accommodations and our branch house in that city now occupies a double store located in the business center at 340-342 North Clark Street (see page 26). Also see page 114 for picture of our warehouse building and poultry food and alfalfa mill erected in the summer of 1910 in the Central Manufacturing District, Chicago, Ill. This district is called Central because it is located in the geographical center of the corporation limits of the western metropolis. Ten years ago we opened an office and salesroom in New York City, but the quarters soon proved inadequate, and in 1902 this branch was moved to No. 23 Barclay Street (corner of Church Street), which location for eight years has been most convenient for our customers in and around New York City on account of its nearness to depots and docks. (See page 22.) November 1, 1904, a branch house was opened by us at Kansas City, Mo. Our Kansas City Branch is now located at 317-319 Southwest Boulevard, where we occupy an entire building located on a railroad switch and have every facility for handling an increased business, both retail and wholesale (see page 28). In December, 1904, we opened a store and branch office on the Pacific Coast, which since the San Francisco fire has been located at No. 1569-1571 Broadway, Oakland, Cal. (See page 30.)

It was, and is, highly important that we place our goods as near our customers as practicable, so that they can receive our printed matter, obtain answers to correspondence and have their orders filled with the least possible delay. *To save time and money, therefore*, we ask all customers (meaning retail customers) to address our nearest office invariably (see above map). No matter to which office you write, you may rest assured of prompt and courteous treatment. At each of these branch houses and salesrooms we carry on display a full line of incubators, brooders, appliances, foods, and all other goods manufactured and sold by this Company. **Customers and visitors are always welcome.** Call to see us if you can, and buy "on sight."

As heretofore, all Cyphers Company goods for the American and Canadian markets (except poultry foods and alfalfa products) will be manufactured at Buffalo, N. Y. We ship them in carload lots to New York City, Boston, Chicago, Kansas City and Oakland, ourselves paying all *transportation charges to these cities*, thus not alone working an important saving in time to our customers, *but also in money*, the purchaser paying the charges only from our place of business nearest his home town or railway station.

Very truly yours,

CYPHERS INCUBATOR COMPANY.

BUFFALO, N. Y., Court and Fourth Sts.
BOSTON, MASS., 12-14 Canal St.

CHICAGO, ILL., 340-342 North Clark St.
KANSAS CITY, MO., 317-319 Southwest Boulevard.

NEW YORK CITY, N. Y., 23 Barclay St.
OAKLAND, CAL., 1569-1571 Broadway.

Low Freight Rates on Cyphers Company's Goods

On this page will be found freight rates on the various articles manufactured by the Cyphers Incubator Company, from Oakland, Kansas City, Chicago, Buffalo, New York City or Boston, to prominent points located in the territory accessible to our home office or branches. Shipments of retail orders are always made from the office nearest to destination.

The freight rates given on this page are only intended for the convenience of our customers, in estimating the approximate cost of delivery of their orders to their freight station. These rates are subject to change without notice, and in no case are we to be held responsible for freight charges or any changes therein.

Intending purchasers should bear in mind that no bill of lading is made out for less than 25 cents, and to obtain the cheapest freight rates from their station, they must buy in sufficient quantities to obtain the lowest rate. For instance, it costs 25 cents to send one bag of grit from Boston, Mass., to Nashua, N. H., and it costs the same for two bags, while four bags will be delivered for 36 cents. It is advisable for customers to combine with their neighbors and buy goods in as large quantities as possible, so that they may obtain the benefit of the best prices and lowest freight rates. See "Assorted Order" notice at bottom of page 153.

Incubators take first-class rate in all territory. Brooders take third-class rate in Northeastern States, second-class in about all territory south of the Ohio River, and first-class west of the Mississippi River. Feed takes fourth-class west of the Mississippi River, fourth-class in Northeastern States, and even lower in many of the South-eastern States. We will be pleased to quote rates to any point upon request.

Freight Rates per 100 Pounds from Buffalo, N. Y., to

	1st class	3d class	4th class		1st class	3rd class	4th class
Atlanta, Ga.	\$1.28	\$0.96	\$0.74	Norfolk, Va.	\$0.59	\$0.41	\$0.28
Baltimore, Md.	.39	.28	.19	Ottawa, Ont.	.44	.30½	.21½
Binghamton, N. Y.	.33½	.22½	.15½	Pittsburg, Pa.	.35	.22	.14½
Cincinnati, Ohio.	.42	.27	.18½	Raleigh, N. C.	1.09	.76	.56
Cleveland, Ohio.	.27½	.20	.13	Rochester, N. Y.	.18	.11	.09
Harrisburg, Pa.	.36	.28	.19	Syracuse, N. Y.	.27	.18	.13½
Jacksonville, Fla.	.95	.75	.70	Toledo, Ohio.	.36	.23	.16
Louisville, Ky.	.45	.30	.21	Toronto, Ont.	.30	.20	.15
Montgomery, Ala.	1.31	.97	.75	Troy, N. Y.	.34	.24	.17
New Orleans, La.	1.16	.79	.61	Washington, D. C.	.49	.41	.34

Freight Rates per 100 Pounds from New York, N. Y., to

	1st class	3d class	4th class		1st class	3d class	4th class
Atlantic City, N. J.	\$0.34	\$0.23	\$0.19	Kingston, N. Y.	\$0.20	\$0.14	\$0.12
Bridgeport, Conn.	.17	.12	.09	Newark, N. J.	.08	.06	.05
Burlington, N. J.	.22	.15	.12	Newburgh, N. Y.	.15	.11	.10
Camden, N. J.	.22	.15	.12	Philadelphia, Pa.	.22	.15	.12
Cape May, N. J.	.36	.23	.20	Poughkeepsie, N. Y.	.21	.13½	.11
Carmel, N. Y.	.20	.15	.12	Reading, Pa.	.30	.21	.15
Danbury, Conn.	.19	.14	.11	Stamford, Conn.	.15	.11	.09
Easton, Pa.	.22	.15	.12	Trenton, N. J.	.20	.13	.09
Goshen, N. Y.	.26	.19	.14	Waterbury, Conn.	.20	.14	.11
Hudson, N. Y.	.24	.14	.12½	Wilmington, Del.	.28	.19	.14

Freight Rates per 100 Pounds from Boston, Mass., to

	1st class	3d class	4th class		1st class	3d class	4th class
Augusta, Maine	\$0.30	\$0.20	\$0.18	New Haven, Conn.	\$0.24	\$0.18	\$0.15
Ayer, Mass.	.12	.10	.07	Newport, R. I.	.20	.16	.12
Bangor, Maine.	.30	.20	.18	North Conway, N. H.	.26	.21	.16
Bellows Falls, Vt.	.30	.20	.15	Portland, Maine.	.20	.12½	.10
Brattleboro, Vt.	.25	.19	.15	Providence, R. I.	.17	.11	.08
Concord, N. H.	.18	.15	.11	Rochester, N. H.	.19	.14	.11
Dover, N. H.	.19	.14	.11	Rutland, Vt.	.30	.22	.19
Fitchburg, Mass.	.15	.11	.09	Springfield, Mass.	.21	.15	.13
Greenfield, Mass.	.23	.18	.14	St. Johnsbury, Vt.	.45	.31	.21½
Lewiston, Maine.	.30	.20	.17	Westerly, R. I.	.24	.18	.15
Manchester, N. H.	.15	.12	.09	Woonsocket, R. I.	.16	.11	.08
Nashua, N. H.	.13	.10	.09	Worcester, Mass.	.13	.10	.08

Freight Rates per 100 Pounds from Chicago, Ill., to

	1st class	3d class	4th class		1st class	3d class	4th class
Billings, Mont.	\$2.55	\$1.75	\$1.42	Natchez, Miss.	\$1.10	\$0.76½	\$0.56
Blamack, N. D.	1.58	1.05	.74	Owensboro, Ky.	.48	.30	.22
Cheyenne, Wyo.	2.05	1.25	.97	Pierre, S. D.	1.22	.80	.60
Indianapolis, Ind.	.31½	.21½	.14	Portland, Ore.	3.00	2.20	1.90
Lansing, Mich.	.36	.23	.16	Springfield, Ill.	.38½	.24	.19
Madison, Wis.	.38½	.25½	.17½	St. Louis, Mo.	.44½	.28½	.23
Nashville, Tenn.	.84½	.58½	.47	St. Paul, Minn.	.60	.40	.25

Freight Rates per 100 Pounds from Kansas City, Mo., to

	1st class	3d class	4th class		1st class	3d class	4th class
Denver, Colo.	\$1.25	\$0.80	\$0.65	Des Moines, Iowa.	\$0.60	\$0.35	\$0.27
Ft. Worth, Texas.	1.47	1.12	1.02	Little Rock, Ark.	1.10	.74	.62
Guthrie, O. T.	.95	.74	.64	Natchez, Miss.	1.15	.77	.60
Santa Fe, N. M.	1.70	1.35	1.20	Omaha, Neb.	.40	.25	.20
Topeka, Kas.	.29	.19	.15				

Freight Rates per 100 Pounds from Oakland, Cal., to

	1st class	3d class	4th class		1st class	3d class	4th class
Boise, Idaho (via Portland)	\$1.95	\$1.60	\$1.55	Lewiston, Idaho.	\$1.80	\$1.26	\$1.03
Los Angeles, Cal.	.60	.42½	.37½	Ashland, Ore.	1.63	1.34	1.26
Portland, Ore.	.51	.41	.41	Logan, Utah.	2.13	1.53	1.29
Seattle, Wash.	.96	.74	.70	Spokane, Wash.	1.80	1.26	1.03
Bakersfield, Cal.	.83	.72	.68	Fresno, Cal.	.53	.47	.44
Phoenix, Ariz.	2.24	1.69	1.55	Hollister, Cal.	.29	.24	.22
Salt Lake City, Utah.	1.72½	1.28½	1.07	Corning, Cal.	.60	.52	.46
Tucson, Ariz.	2.15	1.60	1.45	Hanford, Cal.	.63	.54	.51

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

INTERESTING—ASTONISHING

Cyphers Incubators will Hatch Successfully Anything "Hatchable," from the Invisible Eggs of Insects up to the Four Pound Eggs Laid by Ostriches—the Proof

ANY kind of hatchable eggs can be incubated successfully in Cyphers Incubators, ranging from the invisible eggs of insects up to ostrich eggs that weigh three to four pounds apiece and have

Special Ostrich Chicks Hatched in Cyphers Incubators by Roelof B. Kotze, on Ostrich Farm at Middleburg, Cape Province, British South Africa.

shells a sixteenth of an inch in thickness. This broad statement has been proved repeatedly under widely varying conditions.

For twelve to fifteen years, Standard, lamp-heated incubators of our manufacture have been used by bacteriologists, entomologists and biologists in their technical, scientific laboratory work and during the last ten years we have sold hundreds of our regular No. 3 machines for ostrich hatching in British South Africa, in Florida, Arizona and California.

These so-called 'ostrich machines are simply our regular No. 3 Incubators equipped with an extra deep and extra strong egg tray or drawer—each such machine having a capacity of thirty-six to forty ostrich eggs, in place of 390 normal sized hen eggs.

In 1901, at the Pan-American Exposition, Buffalo, N. Y., Frank Bostock, the world-famous animal trainer, hatched snake eggs in a Cyphers Incubator on public exhibition and the Buffalo daily papers reported the successful hatches.

Among the kinds of fowl and bird eggs that have been hatched with good success in Cyphers Incubators, reports have been sent to us in time past covering the following: Humming bird, canary, English sparrow, quail, pheasant, partridge, grouse, pelican, swan, pea fowl, pigeon, ostrich, guinea fowl—also the eggs of chickens, turkeys, ducks and geese.

As evidence of the splendid and universal hatching ability of the genuine Cyphers Incubators, we publish on this page and the page following three recent sample reports that tell their own story and fully sustain our strong claims for the "World's Standard Hatching Machines."

Highly Superior Work of Standard Cyphers Incubators in Hatching Ostrich Eggs in South Africa

Following is a letter that was published in the November, 1910, issue of the "Agricultural Journal of the Cape of Good Hope," a monthly paper in magazine form issued under the direction of the British Government:—

"Bowden Hall, Middleburg, Cape Province, Dec. 7, 1910.

"To the Editor,
"Agricultural Journal,
"Cape Town.

"Sir:—

"Certain it is that some of our most successful breeders as regards numbers of healthy chicks per nest keep their breeding birds under as natural conditions as possible and make little or no use of the incubator."

"The above is an extract from the reply of Professor Duerden to Mr. A. G. Erlank of New Bethesda, re. sterility in ostrich eggs, and published in your last issue.

"Out of fairness to the incubator, I am forwarding you the following particulars:

"All our chicks are incubated in Cyphers Incubators and most of the parent birds were also incubated. You will see by our egg record that we have sixteen camps of breeding birds, one cock and two hens to a camp. Of these only fourteen laid; the other two were only mated this year.

"For reasons of our own we separated our birds at the end of September, although you will notice they were mostly all laying well at the time, but of the 603 eggs we hatched 410 chicks, nearly 400 of which are alive and doing splendidly.

"This, in a year when so many are complaining of having few or no chicks you will admit speaks well for the incubator.

BOWDEN HALL EGG RECORD, 1910

Total, July.....	110
Total, August.....	238
Total, September.....	255

Grand total..... 603

SOME OF OUR BEST HATCHES

40 Fertile eggs.....	40 chicks
38 Fertile eggs.....	35 chicks
38 Fertile eggs.....	36 chicks
37 Fertile eggs.....	37 chicks
39 Fertile eggs.....	38 chicks
41 Fertile eggs.....	40 chicks

"Altogether, out of 603 eggs laid, 430 were fertile, from which we got 410 chicks.

Yours truly,

ROELOF B. KOTZE.

A 100 PER CENT. HATCH.

Writing of this picture, Mr. Kotze said: "A machine just hatching out. From this lot I got 40 Chicks from 40 Fertile Eggs."

Breeding Quail Owned by State Fish and Game Commission, Storrs, Conn.

THE CONNECTICUT AGRICULTURAL COLLEGE

Storrs Agricultural Experiment Station

Department of
Poultry Husbandry

FREDERIC H. STONEBURN,
Professor of Poultry Husbandry

Storrs, Conn., August 14, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

For quite a series of years it has been evident to the sportsmen of this state that the supply of native game birds is decreasing with great rapidity. In fact, conditions have reached such a pass that many well posted men feel that there is danger of complete extermination of both quail and partridge.

In view of this fact the State Fish and Game Commissioners have been giving much thought to the problem of restocking the natural covers of the state with these birds. As a result of their investigation on the subject, they concluded to attempt artificial propagation, and this work was begun a few months ago. The experiment is being conducted on the grounds of this institution, State Ornithologist H. K. Job being in charge.

During the natural breeding season of the partridge several clutches of eggs were secured from nests in the vicinity. In some cases these eggs were practically fresh, while in others they had been partially incubated by the breeding birds. In all fifty-one eggs were secured, and these were placed in one of your small-sized incubators, with the following results:

Number of Eggs Set	Number of Eggs Hatched
10	10
12	11
13	13
16	16
51	50

Quail are being kept in confinement here and a considerable number of eggs have been produced by the quail in the small breeding pens. The fertility is not as high as in the case of wild birds, but is satisfactory when the conditions are taken into account. We have used two of your machines for hatching these eggs, running them through the entire twenty-four day period of incubation. Results have been satisfactory to all concerned, the average of all hatches being over 50 per cent. of the total number of eggs set.

The work thus far accomplished leads us to believe that in the near future methods of management will be worked out whereby our native game birds can be reared in large numbers under artificial conditions. Very sincerely yours,

F. H. STONEBURN.

THE MAPLEWOOD BIOLOGICAL LABORATORY

Embryological, Botanical and Other Zoological
Preparations for Schools, Colleges, Museums and
Private Collections

P. G. HOWES, Manager

Stamford, Conn., August 2, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

To be sure it does not seem like very much when we say that all one needs to hatch chicken eggs is **a proper and unvarying temperature** and a certain amount of care. But to obtain these essential points not once, **but on each and every occasion** that one has to raise embryos, was not such an easy matter until we began to use Standard Cyphers Incubators, **of which we now use four of the No. 2 size.**

We were many months in gaining what we wanted — what we had to have — **but we finally found it in these "hatching machines" built for poultrymen.** Not only did we find a heating plant which burns so steadily that the temperature remained always at the proper degree, but we also found that although it dropped one or two points when the doors of the incubators were opened for experiment or testing, **the remaining eggs were not injured in any degree,** so quickly did the heating plant dispel the cold air which had gained entrance to the egg chambers.

This is a valuable point in favor of the hot-air type of incubator, **particularly during the early stages of development within the egg, when the embryo is undergoing the most delicate changes.** Proper heat is what we have found most necessary in the formation of strong, vigorous chick embryos and the Cyphers is a machine that possesses this **most desired quality in an incubator.**

Very truly yours,

PAUL GRISWOLD HOWES,

Curator of Ornithology.

Group of "Mounts," Containing Chick Embryos Developed to Desired Stages in Cyphers Incubators at Maplewood Biological Laboratory, Stamford, Conn.

THE PARADISE BROODERS

**MOST SUCCESSFUL, CONVENIENT AND ECONOMICAL INDOOR BROODING
DEVICE OF THE AGE. SUITABLE FOR ALL-YEAR-ROUND USE IN ANY WELL
LIGHTED ROOM OR APARTMENT. MAKES EARLY CHICKS A CERTAINTY.
BEST POSSIBLE NURSERY FOR HARDENING NEWLY-HATCHED BROODS**

ANNOUNCEMENT: In 1909 Cyphers Incubator Company, for twelve years the world's largest manufacturers of incubators, brooders, poultry foods and standard supplies, bought a controlling interest in the capital stock of the Paradise Brooder Company, a New York State Corporation with an authorized capital of seventy thousand (\$70,000) dollars, *doing so because we desired to add to our line of manufactures* the Paradise Indoor Brooder, a strictly practical device that is built under broad and exclusive United States and Canadian patents owned by the Paradise Brooder Company. Cyphers Incubator Company, by contract with the Paradise Brooder Company, *has the sole right to manufacture these brooders.*

EQUIPPED WITH A CYPHERS INCUBATOR, any size, and with one or more sections of the Paradise Brooder (one section will answer nicely for a No. 0 or No. 1 Incubator, whereas a complete four section brooder should be used for the No. 2 and No. 3 Cyphers machines), the thrifty housewife or wide-awake poultryman can hatch and raise chicks *in any well-lighted living room* or other apartment with the minimum amount of labor and expense—and this can be done *early in the season* when prices are highest and the profits largest.

One or more Cyphers Incubators and one or more Paradise Brooders can be operated *in the same room*, the work thus being kept together, or the incubators can be operated to special advantage in a basement or cellar and the brooders in any ordinary living room—two brooders in a room that is 10 x 13

feet in size or larger, these brooders having a *combined capacity* of eight hundred chicks in sixteen separate lots of *fifty chicks each*, the ideal number per flock.

With this equipment there is no need of building costly poultry houses. The chicks in small or large numbers can be raised conveniently, economically and successfully *to broiler age* in this sectional one-lamp brooder, or they can be kept in the Paradise Brooder until the chicks have feathered, then they can be put out in cold brooders or roosting coops *with perfect safety* and will continue to do well.

For broilers that are to be raised to *eight, ten or twelve weeks old*, no better place can be found for their health, safety and rapid growth than the Paradise Brooder, but if the chicks are to be kept for breeding stock, requiring special development of *bone and muscle*, we advise that after the fourth or fifth week they be placed out upon the ground where they will get the full limit of exercise.

For brooding ducklings during their early and risky days, the Paradise Brooder is unexcelled. It furnishes a *continuous supply of fresh water* for them, yet the source and supply are protected so that they cannot get wet—a condition that often is fatal on account of chilling.

In brief, the Paradise Brooder can be used with ease, safety and success in any well-lighted apartment in any kind of a building and *by its use a man or woman who is resolved to do so can carry on quite an extensive business in raising chickens for the home table or for market with only a small outlay for reliable incubating and brooding equipment.*

THE PARADISE BROODER is just the thing for poultrymen dealing in day-old chicks who need comfortable and safe quarters in which to keep newly-hatched chicks a few hours or a few days until they are shipped away on orders. *It is equally valuable for all persons who buy day-old chicks.*

FIG. 1.—Four-Section Paradise Brooder. Capacity, 400 chicks in eight separate lots of 50 chicks each.

DESCRIPTION OF PARADISE BROODERS

How They are Made and How They are Used. Are Unlike Other Brooders. The Advantages are Numerous and Self-Evident

ON the basis of our many years experience in the manufacture and sale of all styles of brooding apparatus we believe the Paradise, one-lamp, sectional brooder to be *the best indoor brooding device* invented thus far as a practical, convenient and satisfactory *nursery* for newly-hatched chicks and ducklings.

This brooder embodies the *correct principles* of brooding chicks and ducklings by artificial means, namely, heat, light, ventilation, room for exercise, fresh water, etc., *combined to an unequalled extent* with economy of installation, of space occupied, of fuel consumed, of labor required, of money invested and of *time and attention* in caring for the chicks.

Futhermore, the attendant has the chickens *under perfect control at all times*—in fact, can see the three or four hundred inmates of this thoroughly lighted brooder *at any moment almost at a glance*.

Another highly important point is that the chicks are *up off the floor* of the dwelling house room or other apartment in which the brooder is located and therefore are *away from the coldest atmosphere and from dangerous floor drafts*. They also are safe from the attack of rats, cats, etc.

ON MARKET SIX YEARS: The Paradise Brooder is the

result of years of study and test by practical poultrymen. A number of these brooders were sold six years ago and it has been in *general public use five years*, giving great satisfaction. *It is sold in one, two, three or four sections*. The brooder complete consists of four sections and in this form is the most economical and convenient, where a capacity of three hundred to five hundred chicks is desired. *Each section consists of two entirely separate apartments*, the rated capacity of each compartment being fifty to seventy-five newly-hatched chicks. Fifty chicks in each lot is the number recommended.

The illustration of the Paradise Brooder that is shown on the preceding page has eight separate compartments and an equal number of long, well-lighted runways *for as many different lots of chicks*. Chickens can be of one age and size, or of eight lots, varying in age from just hatched to several weeks old. Operator can use *one section or several sections at a time*—one lamp and water tank does for all. If preferred, one section only can be purchased originally (see illustration on this page) and then other sections can be added later as needed to meet requirements.

The Paradise Brooder is 3 feet wide and 7 feet long. A single section is *equivalent to two brooders* of the ordinary size, giving a capacity of one hundred to one hundred and fifty chicks. Each section is twelve inches high. The base section (shown complete on this

page) stands nineteen inches above the floor, to allow space for the heater, etc. This brooder is very easily set up and can be carried through any ordinary doorway.

METHOD OF HEATING:

Economy of heat is important in any brooder and in the Paradise Sectional Brooder we have the limit of economy, because 300, 400 or even 500 chickens can be brooded successfully at one time, *with one lamp*, and in a *small amount of space*. The ages of the chicks may vary from one day to eight weeks and yet all may be given the *proper hover temperature*.

The floor space of each section is 36 x 84 inches. There are *two distinct brooders in*

FIG. II.—Complete Base Section of Paradise Brooder. Includes Heater, Fresh-Air Intake, Cover, Six Legs, Ventilating Cap and Large Water Can, which are sent with Base Section only. Section has two separate Hovers and Runways and is equal to two ordinary brooders, each having a capacity of 50 to 75 newly-hatched chicks.

each section, with a capacity of fifty to seventy-five chicks each.

The heat generated by the safety oil stove ascends through the several sections and by means of dampers *conveniently arranged on each section* the variation and regulation of the heat supply to any hover compartment can be readily governed. Heat enters the hover by slight radiation from above, less from below, a little from one side, while from the other side there is a *constant yet mild inflow of pure, fresh, warmed air* entering the hover at all times. Also a body of warm air passes over the backs of the chicks constantly while they are in the hover compartment. A half-width glass partition or curtain *partly separates* the hover compartment from the runway and retains a body of fresh, warm air *over the backs of the chicks* while they are in the hover. See (π) Fig. V.

The lamp is not a safety device *in name only*, but in reality. The oil tank is located away from the flame, there being at no time *more than a spoonful of oil under or near the flame*. In this lamp the oil is kept cool by a current of outside air passing up

through the center of the oil receptacle. This current of air also enters the center of the circular flame, **making combustion perfect** and thus insuring it against smoking. The filling of the oil tank is simple and in no way interferes with the flame. **There is only one lamp to look after**, whether you have one section or four sections.

THE PLAN OF VENTILATION:

Fresh, pure air is brought in through a pipe from outside the building and is warmed and distributed to each section. The shutting off of the heat supply does not interfere with the fresh air inlet. The constant movement of this current of air makes the ventilation perfect, regardless of weather conditions, there being **almost a complete change of air** in the hover every few minutes. This abun-

FIG. III.—Showing Paradise Brooder with four Sections, containing Eight Compartments and Eight Runways—Equivalent to Eight Separate Brooders, each having a capacity of 50 to 75 newly-hatched chicks. Notice the ease with which attendant can care for the chicks and clean the brooder.

dance of fresh air and oxygen makes the chicks **healthy, hungry and hardy**—the three essentials for success with chicks. The ventilator on the waste pipe above the machine carries out of the room all foul odors and thus **makes it safe and satisfactory** to brood large numbers of chicks in even a small room.

This automatic system of ventilation gives the chicks such outdoor conditions as are beneficial to them, while the detrimental conditions of outdoor brooding, **such as dampness, constant changes of temperature**, cold, driving winds and the many inconveniences in caring for an outside brooder,

are eliminated. The feeding, watering, caring for lamp and cleaning of the Paradise Brooder are all done indoors, **regardless of the weather**, making poultry keeping a pleasure instead of a hardship. Experienced poultrymen will acknowledge that fresh air is a feature sadly lacking in the average indoor box brooder, especially when **several of them** are used in one room or poultry building. The many lamps make the air foul. Thorough ventilation is one of the **strongest features** of the Paradise Brooder.

EXTRA WELL LIGHTED:

Light is as essential as oxygen, feed or water in the normal and rapid development of chicks. **The Paradise Brooder is the best lighted indoor or outdoor brooder on the market.** In this respect it has no equal. See illustrations. The hover compartment has a glass door which permits of a ready inspection of the chicks while in the hover, **without disturbing them.** The little chicks can be given their first meal in this hover compartment, where it is light, warm and comfortable. If the chicks are being forced specially **for broiler purposes**, a lamp, gas jet or electric light can be placed near the brooder at night, which will allow the chicks to eat and drink late at night, also extra early in the morning, and this plan will help materially in their quick development. When in use the brooder should be placed with the **screen end towards a window**, and in this position all parts of the runways and hovers will receive plenty of light during the day.

METHOD OF WATERING:

This is one of the best features of the Paradise Brooder. From a large can on top of brooder, the water is allowed to drip slowly into the first water cup in top section. This cup is placed in the middle partition **so that chicks from either side** can drink from it. The cups are **narrow and long** and the chicks cannot get into them and become wet or foul the water. From the overflow section of the top cup fresh water **direct from the large can** drops downward **through an open trough** to the supply cup in the next section below. All water in each section comes **direct from the fresh supply** in the can or reservoir.

The long cups permit **a dozen or more chicks** in each compartment to drink at one time. The cups **are removable** and can be cleaned and sterilized daily. The water in these cups, being **farthest from the heat** of the hover section, remains cool and refreshing at all times.

In the ordinary box brooder the water is liable to be neglected and becomes foul, and little chicks **that drink such water** soon develop bowel disease in one form or another and simply fade away, dying in large numbers. In the Paradise Brooder the running water, although the movement is merely drop by drop, **will remain clean and fresh.** It gives you a contented feeling when you are absent from the chicks to know that they **always have fresh water** before them. The final drip from the lowest section passes into a pail, or can be conducted by pipe outside the room.

FEEDING

It is a real pleasure **to feed and care for the chicks** in this type of indoor brooder. Each section or compartment receives its allowance of food—varied to suit the age and condition of the chicks. The

THE PARADISE BROODERS—HOW MADE AND HOW USED

opening of the slide doors on the *end or side of runway* does not lower the hover temperature, which is located in the rear *or closed end*. If short-cut or shredded Alfalfa is kept on the floor of the runway and Cyphers Chick Food is scattered in this, it is a delight to watch the hardy little chicks scratching away even on cold wintry days.

This exercise is *essential for growth and development*. In the slide doors which enclose the runways are located neatly arranged sheet metal troughs in which a supply of grit, beef scrap and charcoal can be kept. They also can be used for forcing food in growing broilers. These troughs *tip upward and outward while being filled* and fall back again into place so that the chicks can pick in them, but cannot scratch out the contents. With this brooder there is *no need to travel long distances* either indoors or outdoors to care for and feed several broods of chicks. The attendant merely stands at the side of the brooder and can feed three to five hundred chicks *in a very few minutes*, all work being done indoors and in a standing position.

EASY TO KEEP CLEAN: If a brooder is hard to clean *it will be neglected many times*. Filth is fatal to healthy chicks. While cleaning a compartment or section of a Paradise Brooder, the chicks are shut in the hover compartment by a dummy door and are kept there comfortably while the runways are brushed out. The slide doors in the side of brooder are removable and this *makes the runways easy to get at*, so that cleaning out does not seem like real work. The litter is all brushed out and falls in a long box kept under the brooder for this purpose. Each hover compartment is cleaned *from the rear end* through the slide door with glass panel. Moving this slide to one side *exposes the entire length* of the brooder. Meanwhile the chicks are in the runway end, eating and drinking in comfort.

It pays to clean daily, *hence the great practical value* of a convenient method for cleaning. In the Paradise Brooder there are no cloth curtains to retain filth and shut out health-giving light. The little chick can see from the end of runway, where it gets a drink, *right back through to the hover compartment*, and chicks always find their way back into the warm hover of this brooder without assistance. *There are no steps, no inclines* for them to learn how to use—*no dark corners* for the chicks to get lost in or to huddle in.

LARGE, LIGHT RUNWAYS:

The part of runway farthest from the hover compartment is enclosed by a screen slide door; both at side and end, and this section of the runway takes the temperature of the room which, to get the best results, should be about sixty degrees in cold weather. The part of the runway (between it and the warmest compartment) is enclosed by a glass slide door, which keeps the temperature a little

higher at this point than in the end of the runway farthest from the hover compartment proper.

To each section of the Paradise Brooder there are two distinct compartments, *each with its separate hover and separate runway*. A removable screen slide divides the section into these two compartments. Both compartments *can be used as one*, if desired.

The long, well-lighted runways with fresh, cool air make very satisfactory quarters for developing the chicks. Shallow boxes previously sown with rye *in about two inches of earth* will furnish the chicks excellent green food during the winter time and early

FIG. IV.—Showing how the sections of the Paradise Brooder are separable, including cover. The sections are light and easy to handle and will pass through any doorway. When tiered up the sections fit snugly one on the other, with cover on top.

spring. These boxes can be placed in the runways when the rye is about two inches high. After all is nipped off remove the boxes and *let the rye grow up again*. Several of these shallow boxes can be kept growing on shelves in the room or brooder house at all times. This plan is *of great help in raising winter broilers*.

Sprouted oats also are excellent for chicks four weeks old and older, but *should be given sparingly*. In the spring and summer white clover sod may be used with fine results—or any other tender green food that chicks are fond of on range. At all seasons of the year Alfalfa meal or steamed short-cut Alfalfa or Clover form a valuable substitute for fresh vegetation.

It is a fact that the broiler business has never been fully developed—chiefly because of the lack of proper

THE PARADISE BROODERS—HOW MADE AND HOW USED

Fig. V.—Rear End of Four-Section Paradise Brooder Showing Heating and Ventilating System.

The hot air fine (a) conducts the hot air and fumes from the lamp (b) up through the several sections to the ventilating cap (c) placed near the ceiling of the room which carries away both the foul air from the room as well as the fumes from the lamp.

The cold fresh air taken in by a 8-inch pipe connection from outside the room enters the cold air box (d) which surrounds the lamp (b) and passes into the heating and expanding chamber (e). By pushing in the damper (f) against the hot air fine (a) this fresh warmed air is directed through the space underneath the floor, outward, then up through the screen (g) at the side of the hover compartments (h).

The foul air is constantly being withdrawn from this hover compartment (h) and passes through the opening (i) in the side wall, into the space between the hot air fine (a) and the side wall of hover compartment (h).

If older chickens are kept in any section the bottom heat is taken away by pulling outward the damper (j) in (i), which allows the warm air to pass upward without passing under and heating the floor, thus lowering the temperature.

(k) is the small shield covering what would be the warmest side of the hover compartment. This makes all sides of the hover compartment equal in heat radiation.

(l) is the glass slide door in the side of the runway next to hover compartment (h), while (m) is the screen slide door on the side of the runway farthest from the hover compartment.

(n) is the glass curtain which partially separates the hover compartment from the runway, and retains a body of fresh warmed air over the backs of the chicks while in the hover at all times, and yet allows the light to penetrate all parts of the hover.

(o) are feed troughs arranged in the slide doors which permit feeding without opening hover compartments or disturbing the chicks.

The open space (q) allows the excess of heat and foul air from the several sections to pass up and away to the ventilating cap (c).

(r) is the conducting fine for supplying fresh air to each hover compartment.

brooding facilities *for the early chicks*. The Paradise Brooder now makes it possible to brood successfully practically all the early chicks that are hatched and to grow them to broiler size in safe, comfortable quarters *in a remarkably short time*—two pound broilers in eight weeks or pound and a half broilers in six weeks. On a test in a room 16 x 20 feet, more than 3,000 broilers were raised successfully in one season.

FURTHER

ADVANTAGES: If you are in the poultry business on a small scale, one section of the Paradise Brooder *with its two compartments* may be sufficient. As the business expands you can add more sections and tier them up; each fits securely on top of the other. *The one heating device does for all* and there is but one cover. As each new section is added the cover is raised and placed on top. See Fig. IV.

Chicks of different ages are right at home in this brooder—*each lot in a different compartment*, yet there is but one lamp to fill and care for. The temperature of any section can be regulated *for chicks of any age*.

It is a delight to feed, water and care for the chicks in this type of brooder—there is no heavy work, *no kneeling down on damp ground to fix the lamp*—everything is right up in front of you and indoors. The brooder is perfectly safe to use being doubly protected by metal and air space with a standard safety lamp.

BEST FOR

THE NOVICE: Being so easy to operate the Paradise Brooder *is just the thing for the novice or beginner*. Directions for operating are furnished with each brooder; also instructions as to methods of feeding. Chicks in these brooders do well from the very beginning and *grow steadily with no set-backs*. Unlike chicks kept in the average ill-lighted indoor box brooder, the chicks in the Paradise do not crowd, are not overheated, do not become chilled, *but have plenty of light and plenty of health-giving oxygen*, with fresh water to drink.

The experienced poultryman can readily see *the numerous advantages* of this brooder. Many such poultrymen are adopting it to replace old style box brooders of inferior construction, especially the indoor types. A single section requires more floor space than the ordinary box brooder, *but has a capacity of twice as many chicks*. Yet each one hundred chicks have a space of 3 x 7 feet. Remember that you do not have to shift the chicks in the Paradise Brooder to get a change of temperature. The dampers take care of the regulation of the temperature—a *separate damper for each compartment*.

CARE OF

THE CHICKS: Chicks in the Paradise Brooder do not have to endure a temperature detrimental to their growth. *They are at liberty at all times to select a temperature that suits them*—that suits their age and the weather conditions. Keep hover compartment always warm enough; if too warm at any time the chicks will move out in the first runway (protected by glass) and will still be comfortable. Chicks in ordinary box brooders that must huddle in the dark hover half the time to keep warm *will not develop as rapidly as they should*.

In the Paradise we keep the hover compartment warm enough so that the chicks *will feel the heat quickly* then they will hurry out again and hustle and scratch for a few more grains of chick food scattered in the litter of each runway. A chick that never gets a chill and has blood that is well oxygenated (which can only be the case in a well ventilated brooder)

THE PARADISE BROODERS—HOW MADE AND HOW USED

will spend but little of its time in the hover compartment except at night. Many times we have heard poultrymen say, "I can hatch chicks, but brooding is the stick." **To these poultrymen we recommend the use of the Paradise Brooder.** For the basis of this recommendation see the sample reports herewith from actual users. This brooder is the result of years of study and experimentation **by practical poultrymen** and was thoroughly tested before being offered to the public.

PLACES The Paradise Brooder can be operated with success in a dwelling house, store **TO USE:** room, stable, poultry building or other structure where the temperature does not go down to freezing. It will give excellent satisfaction in any of these locations. No better or more convenient place can be found than near a window in a room in an ordinary dwelling—a south or east room preferred, where the sun will shine in on bright days. Two brooders complete, four sections each, having a combined capacity of eight hundred (800) chicks, can be operated with every convenience in a room 12 x 14 feet in size. Dimensions of each brooder (floor space) are 3 x 7 feet, and an eighteen or twenty-four inch aisle is needed at sides, and twenty-four or thirty inch aisle at ends, for convenience of attendant.

SEPARATE CIRCULAR—There is room in this section of our catalog to publish only a few sample reports in condensed form received from customers who are using Paradise Brooders—see next page. If specially interested, please send a postal card for large, free circular, containing numerous other reports, also pictures showing where and how these brooders are being used to excellent advantage.

One of these brooders complete can be located to advantage in each runway of an ordinary brooding house that is heated by hot-water pipes or equipped with individual floor brooders and will serve as a first-class nursery for newly-hatched chicks, thus greatly increasing the capacity of the house and giving the owner a place in which to brood his youngest chicks where they will be under perfect control every hour of the day or night.

FOR USE Many customers will prefer to use gas, either natural or artificial. **WITH GAS:** instead of oil, and in such cases we can supply the Paradise Brooder equipped with the Cyphers Blue-Flame Gas Burner instead of the usual oil heater. If gas heater is desired it must be so stated on order.

Price of Paradise Brooders

F. O. B. Buffalo, N. Y., Boston, Mass., New York City, N. Y., Chicago, Ill., and Kansas City, Mo.

Base Section, complete (including Heater, Fresh-Air Box, Cover, Legs, Ventilating Cap and Water Can, which are sent with Base Section only), crated ready for Shipment, with complete Directions for use.....\$20.00

Additional Sections, each.....15.00

Shipping Weight, crated: Base section, about 250 pounds; other sections, each, 150 pounds.

TWO PARADISE BROODERS (COMPLETE) IN LIVING ROOM, 12 x 14 FEET.

Dwelling House Room, 12 x 14 feet, with two windows is an ideal location for two complete Paradise Brooders holding a total of 800 chicks—sixteen different lots of 50 chicks each, ages varying from just hatched to several weeks old. Leaves 2½-foot passageway at ends of brooders, 2 feet aisle against each wall, and 4 feet of space between the two brooders. Most practical, convenient, safe and economical way for the average poultry raiser to brood large numbers of chicks in winter and early spring while weather is cold and changeable.

Sample Reports—Paradise Brooders

"MINE WOULD BE PRICELESS"

Chardon, Ohio, August 4, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Too much cannot be said in buying your Paradise Brooder. If I had the *only one in the world*, without a chance of getting another, *mine would be priceless*. I start my machine and place 100 newly-hatched chicks in each section. Have *never raised better stock than this year*, and in your different brooders have *raised over 4,000 chicks*. I am sending you under separate cover a view of my Paradise Brooder in operation.

CHAS. W. ROSS.

Two-Section Paradise Owned By Chas. W. Ross, Chardon, Ohio. (See Report.)

NONE OTHER "IN THE SAME CLASS"

Greenville, Miss., July 14, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I know of no indoor nursery or brooding device that is in the same class with the Paradise—it is so easy to regulate and keep sanitary, is light and airy, without drafts, and the ventilating, heating and feeding devices are about perfect. *No more trouble to care for 400 chicks in the eight compartments than 100 in the average brooding device*. The percentage of loss of chicks that are strong when they come from the incubator is *almost nothing*, and the chicks *grow rapidly*. Had first-class success with it—several times had as many as 60 chicks in each compartment.

GEO. WHEATLEY.

"OUT OF 225 CHICKS LOST ONLY TWO"

Redfield, S. D., May 30, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I am more than pleased with the Paradise Brooder. *Out of 225 chicks placed in it I lost only two*. The first lot I kept in it until three and one-half weeks old and everyone who saw them said they had *never before seen as strong and healthy chicks in any brooder*. I have 118 in it at the present time, two weeks old. You could not give me any other kind of a brooder. *I do not think you advertise its good qualities strong enough*.

O. BENNETT.

LOST ONLY 20 CHICKS IN 3,000

Hope, Ind., July 10, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have been wanting to write you of the *splendid success* I had with one of your four-section Paradise Brooders this season. We have always heretofore had quite a loss among our little chicks for the first ten days of their lives, and it seemed to me that your Paradise Brooder would stop this loss, *which I am pleased to say it did*. We carried something like three thousand chicks through the Paradise Brooder and our loss was *not over twenty chicks out of the three thousand*. The first four hundred and fifty chicks run through this brooder resulted in a loss of but four chicks. *I think the death rate in baby chicks can be almost entirely done away with by the use of the Paradise Brooder*.

U. R. FISHEL.

Note:—1911, Mr. Fishel ordered three more of these Brooders. His brother, J. C. Fishel, upon learning of the fine work done by the first Paradise bought by U. R. Fishel, ordered one for his own use and had it sent to him by express.

WORKS RIGHT, BOTH WINTER AND SUMMER

Hawthorn, Pa., July 16, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

It affords us much pleasure to give our experience with the Paradise Brooder. The room in which it is located *dropped as low as 40 degrees last winter and went up to 95 degrees this summer*, but it kept the chicks comfortable at all times. We brooded about five hundred chicks in the Paradise this spring, *with very low mortality*. We have had experience with all the principal makes of brooders on the market and consider the Paradise superior to the others for these reasons—*convenience in feeding, chicks in view at all times, running water, good supply of pure air, facility in cleaning, and general sanitary qualities*.

ARBUTUS FARM,

per D. M. Dunsmore.

"NEVER HAD CHICKS LOOK SO FINE"

North New Salem, Mass., July 7, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I installed a two-section Paradise Brooder and used it through April, May and June for chicks and ducklings. *I kept forty to fifty chicks in each compartment until they were three weeks old*. They were fed Cyphers Chick Food in litter and I never had chicks *look so fine or grow as fast*, and I raised 98 per cent. Ducklings did equally well and grew like weeds. Raised 120 chickens and over 300 ducks. This brooder cannot be excelled and is *all you claim for it*.

WYOLETTE POULTRY YARDS,

R. L. Chamberlin, Proprietor.

"HIGHEST QUALITY BIRDS"

Urban Farms, Pine Ridge, Buffalo, N. Y., November 10, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Facts talk—and here are some facts:

September 26, 1911, we placed the following *fine quality chicks* in the three lower sections of our No. 1 Paradise Brooder: 28 White Rocks; 8 Anconas; 4 Houdans; 18 S. C. White Leghorns; 8 Silver Campines 14 Black Langshans—total, 80 chicks. Up to this date, November 10th, one chick has died and *only one—a White Leghorn*. *The other chicks are in fine healthy condition*.

October 23, 1911, we placed the following chicks in three upper compartments of our No. 2 Paradise Brooder:—38 White Wyandottes, 29 Plymouth Rocks, 1 Houdan, 10 Anconas, 5 Silver Campines, 10 Black Langshans, 2 Black Tailed Japanese Bantams—total, 95 chicks. Up to this date, November 10th, we have lost two chicks from this lot—one White Wyandotte and One White Rock. *The other chicks are in fine healthy condition and growing steadily*.

We regard the Paradise Brooder as the best device *thus far invented for starting young chicks, as a chick nursery*—and we prove our faith by entrusting to these Brooders our highest quality birds. Have now used these Brooders *three years with uniformly good results*.

GEORGE URBAN, Jr.,

Proprietor Urban Farms.

Two Four-Section Paradise Brooders Owned by Geo. Urban, Jr., Pine Ridge, Buffalo, N. Y. (See Report.)

HATCHING CHICKENS BY ELECTRICITY

EASIEST, CLEANEST AND SAFEST METHOD KNOWN TO MANKIND
FOR HATCHING AND BROODING CHICKS AND DUCKLINGS

IMAGINE the process of successful incubation by artificial means reduced to the mere task of unscrewing an incandescent lamp from its socket in any room, office or other apartment, by screwing into its place a screw-plug attached to a cord, then turning the key on the light fixture, the same exactly as you do when you turn on an electric light—imagine this simple operation and you have done *all there is to do* in furnishing heat, ventilation, moisture and automatic regulation to hatch chicks or ducklings in a Cyphers Electric Incubator, or to brood them in a Cyphers Electric Brooder.

Cyphers Incubator Company is the originator of Electric Incubating and Brooding Devices of practical value. Our investigations in this field were begun years ago, and successful hatches were made by us, using electricity as the heating element, as far back as the spring of 1899. After years of experimental work in the laboratories of the Company, Electric Incubation was demonstrated to be *practical, economical and desirable*. The different styles of apparatus that have been devised and patented by us are illustrated and briefly described herewith.

We are *proud to be the first in the field* in developing and introducing this process of hatching and rearing domestic poultry by artificial means. How popular it is destined to become *is fairly indicated by what the pioneer users of this method have to say* in the sample reports herewith—on pages 94, 95 and 96. Note that these reports are from all parts of the United States, also from Canada.

TWO IMPORTANT REQUIREMENTS

In devising and improving the electrical incubating and brooding apparatus offered for sale by this Company, particular attention has been paid to two important requirements:—

FIRST—These devices operate successfully by the use of the electric lighting current obtainable from an ordinary incandescent light fixture in any residence, office building or other structure that is equipped for electric lighting or with electric power, and where current is supplied twenty-four hours of every day, Sundays included, during the hatching season of the year.

SECOND—All electrical devices offered for sale by this Company *are built in strict conformity with the "National Electric Code"* of the Underwriters

National Electric Association and *are inspected and labeled by the Underwriters Laboratories (Inc.,)* under the direction of the National Board of Fire Underwriters.

These incubating and brooding devices can be used, therefore, in any building, *no matter how valuable*, without objection on the part of the fire insurance companies, when properly installed.

The advantages of the use of electricity for incubating and brooding purposes are many. Briefly, they are: Economy in use, labor included; convenience in location of incubator; absence of fumes and gases; perfect distribution of heat in the egg chamber; simplicity and accuracy of regulation.

COST OF OPERATION

Tests have demonstrated that it costs about one half more to operate an incubator of any given size by electricity, at the average rates for current, than it does by the use of kerosene oil,—when no account is taken of the labor saved. The actual cost varies from 50 cents to 80 cents per hatch for the No. 1 Electrobrator holding five dozen eggs, and from 60 cents to 90 cents for the No. 2 Electrobrator holding ten dozen hen eggs—see reports of users, pages 94-96.

An electrically heated incubator, being entirely free from odor and gases, can be operated in a living

"ELECTROBRATOR" (Registered Trade-Mark.)
No. 1—Capacity 60 Eggs.

Fig. 1.—An Electrically Heated and Regulated Incubator designed expressly for poultry keepers who require small hatching capacity. Fire-Proofed and bears Fire Underwriters "Inspected Incubator" label. See price list, page 93.

room where the temperature averages above 70 degrees and therefore comparatively little electric heat (or current) is required to create and maintain a hatching temperature of 103 degrees in the well-insulated egg chamber.

When electricity is used the labor item *is practically nothing*. There is no lamp to be cleaned and filled, no wick to be trimmed, no dirt, no waste, and the machine can be located where it will be the most convenient for the caretaker.

An electrically operated incubator or brooder has another advantage over a lamp-heated machine. We refer to the fact that in the electric incubator the heat (or current) is "cut out" as soon as the temperature in the egg chamber reaches 103 degrees, and thereupon *all expense stops instantly*, whereas when the regulator on a lamp machine opens the damper above the lamp flame, the consumption of oil continues, the surplus heat being discharged into the apartment in which the machine is located.

CURRENT SHUT OFF

Persons who read these lines may ask, "What about accidents to electric power plants, shut-downs for repairs, etc.?" Little anxiety need be felt on this score. In the first place, a shut-down or "absence" of current during a period of *one to ten hours* will not harmfully affect the hatching of chicks and ducklings by use of the electric devices here described. We make this statement on the basis of repeated tests, ranging from one to twelve hours.

In the second place, comparatively few shut-downs now occur from any cause in operating electric light and power plants, and those that do occur seldom last more than thirty to sixty minutes. If in any doubt on this point, consult the management of your home-town electric light plant. In cities these shut-downs are now decidedly infrequent. Buildings that rely upon electricity for light cannot be left in darkness for any considerable length of time—nor are they.

"THE ELECTROHEN" (Trade-Name.)

Fig. 3.—An Oval Glass, Electric Hatching Device used for Advertising and Educational Purposes—For Advertising Purposes in Store Windows, at Poultry Shows, etc.; for Educational Purposes in College and High School Laboratories, in Classrooms and Kindergartens for Nature Study, etc. Each device bears Fire Underwriters' "Inspected Incubator" label. Price list, page 93.

ELECTROPLANES

"Electroplane" is our trade name for an asbestos board, metal-bound, electrically heated and regulated diaphragm, designed for use in the upper part of the egg chamber, either in an Electrobator, our registered trade-mark name for an electric incubator, or in an ordinary lamp machine such as the No. 0 and No. 1 Standard Incubators, or in the Electrohover, our electric brooding device. Fig. 4 shows an Electroplane, equipped with an electric thermostat invented by us expressly for this use.

Fig. 5 shows the method by which an oil-heated Standard Cyphers Incubator can be readily converted into an electrically heated and regulated machine—the owner quickly and easily making the alterations. Numerous customers have made this change and we have not received a single report of failure. As a rule, excellent hatches have been obtained.

ELECTROBATORS—TWO SIZES

"Electrobator" is our registered trade name for an electric incubator, built in two sizes, designed for the use of poultry raisers who reside in cities or villages where ordinary electric lighting current is obtainable, and who do not require large hatching capacity. The No. 1 Electrobator holds five dozen (60) eggs, and the No. 2 size holds ten dozen (120) eggs. Both sizes have wooden cases built of quarter-sawn oak with mission finish, which gives them an appearance as attractive as a music box.

To use an Electrobator, the operator has but to unscrew a glass bulb from an incandescent light fixture in any house, office building or store, and then screw the loose end of the cord to the fixture in place of the glass bulb. *Nothing could be simpler.*

"ELECTROBATOR" (Registered Trade-Mark.)
No. 2—Capacity 120 Eggs.

Fig. 2.—Can be used in any building, in any room, with perfect safety. No dirt, fumes or smoke. For price list see page 93.

HATCHING CHICKENS BY ELECTRICITY

THE "ELECTROPLANE" (Trade-Name.)

Fig. 4.—An Electric, Self-regulating, Non-inflammable, Fire-proof Heater for use in Standard Cyphers No. 0, No. 1 and No. 2 Incubators. Each Electroplane, as a separate heating device, bears "Inspected Incubator" label of Fire Insurance Underwriters.

Inasmuch as no odor, gas or dirt of any kind attaches to the use of an Electrobator it can be operated and will do satisfactory work in living apartments where the owner of a lamp machine would not find it desirable to run an incubator heated by kerosene oil.

The Electrobator is as odorless and as free from dirt in all respects as an ordinary electric light fixture and is practically as easy to use. The operator merely turns the button of an ordinary electric light fixture and "the silent current does the rest." The heat distribution is very equal, regulation is automatic and high percentage hatches of large, strong and vigorous chicks are the result.

ELECTROHOVER (Adaptable)

This device is shown to advantage in Fig. 7, on page 94. Its use is to take care of the chicks and ducklings after they are hatched. This hover is adaptable to almost any location. It can be inserted in an ordinary brooder, either indoor or outdoor, or can be used independently. Is fire-proof throughout and bears the official inspection label of the associated fire insurance companies.

We also furnish a wooden case similar to the Style D Oil-Heated Brooder (see Fig. 6, page 94) to customers who desire to operate the hover in a room not supplied with auxiliary heat.

ELECTROHEN, OR GLASS GLOBE INCUBATOR

"Electrohen" is our trade name for a unique and artistic oval glass electric hatching device that is used for advertising and educational purposes—for advertising purposes at poultry shows, in store windows, etc.; for educational purposes in college and high school laboratories, in class rooms and kindergartens for Nature study, etc.

As is the case with an Electrobator—also with Standard Cyphers lamp machines of the ordinary type that have been equipped with Electroplanes—this attractive novelty, the Electrohen, is readily connected to any electric lighting circuit, either alternating or direct current, of 104 or 110 volts, by use of the flexible cord and screw plug, which we furnish with every device. It is only necessary to "turn the button" and sufficient heat will be provided in the Electrohen for hatching and brooding the chicks at the same time in the one machine.

The Electrohen, like the other electrical apparatus here described, is entirely free from odors, escaping gas

or other offensive elements, hence can be introduced into the handsomely furnished and electrically equipped homes or offices of fastidious persons, including professional or business men, also into schoolrooms or laboratories without inconvenience or disagreeable effects.

PRICES

Each incubator or brooder is shipped complete, ready for immediate use, equipped with new style thermostat, special thermometer, necessary plugs and fixtures, ten feet of reinforced flexible cord, and an illustrated circular of directions for installation and use; boxed securely for shipment.

ELECTROPLANE, No. 0 size, dimensions 14 x 12¾ inches; for use in Cyphers No. 0 Oil Incubator; weight, 15 lbs. \$ 8.00

ELECTROPLANE, No. 1 size, dimensions 23 x 14¾ inches; for use in Cyphers No. 1 Oil Incubator; weight, 20 lbs. 10.00

ELECTROPLANE, No. 2 size, 12½ x 28 inches; for use in Cyphers No. 2 Oil Incubator; weight, 30 pounds complete, per pair 18.00

ELECTROBATOR, No. 1 size, 60-Egg Capacity; weight, 40 lbs. 16.00

ELECTROBATOR, No. 2 size, 120-Egg Capacity; weight, 65 lbs. 20.00

ELECTROHOVER, ADAPTABLE, dimensions, 21 inches in diameter, 9¼ inches in height; weight, 30 lbs. 10.00

ELECTRIC BROODER, complete, with Electrohover and Wooden Case; weight, 60 lbs. 14.00

ELECTROHEN, or Glass Globe Incubator; weight, 65 lbs. 25.00

"ELECTROPLANE" IN POSITION.

Fig. 5.—Shows Outline Drawing of No. 1 Standard Cyphers Incubator of lamp-hested type converted into an Electric incubator by substituting an "Electroplane" for removable top diaphragm and attaching outer end of 10-foot flexible cord to ordinary electric light lamp socket. Scores of these Electroplanes have been put to this use and are giving complete satisfaction.

Sample Reports—Electrical Incubators and Brooders

"PERCENTAGES PERFECTLY SATISFACTORY"

ELECTRIC POULTRY PLANT

Breeders of Single and Rose Comb Rhode Island Reds and Single Comb Black and White Orpingtons
All Stock Hatched in Electric Incubators
Winners Highest Awards Virginia State Fair and Virginia Poultry Exhibit, 1909 and 1910

Barton Heights, Va., August 29, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We have been using your Electric Incubators (the Electrobrothers) for two years, *hatching many fine chicks in them.* We first started with your 60-egg machine, in order that we might make a test of its ability to hatch. After using same for some time we decided to put in two of your 120-egg Electrobrothers, *so much pleased were we with the results.*

We have found these Electrobrothers to be of little or no trouble, as they are practically self-regulating. *The percentage of chicks hatched from fertile eggs has been perfectly satisfactory* and we have no hesitancy in recommending them to any one desiring a first-class incubator.

Several of your Electrobrothers have been sold in this city on the strength of our recommendation and *in every case they have met the requirements* of those purchasing.

The chickens hatched in our Electrobrothers *have proved to be as healthy as any we have raised by hens*—in fact, we consider the incubator chicks superior to those hatched by hens. We took first prize at the Virginia State Poultry Association on *birds hatched in our electric incubators.*

ELECTRIC POULTRY PLANT,

G. B. Mountcastle, Prop.

"MUCH BETTER THAN WITH HENS"

Lincoln, Neb., July 8, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have been breeding and exhibiting Barred Plymouth Rocks for thirty years and in that time I have used *many different kinds of incubators*, but have never had any that could compare with the Cyphers Electrobrother that I bought of you last winter. The only place in which I had electric current was in an old shop in which the temperature varied from 40 to 60 degrees and at times went below zero. In spite of this and other unfavorable conditions I had excellent hatches, *much better than with hens.* Once I was away from home on an important errand for two days, locked up the place and left no one to look after the machine, but when I returned I found it *running as nicely as when I left it.*

The Chicks hatched in your Electrobrother *are strong and plump* and I have noticed particularly the *absence of cripples.* Next season I am going to have one of your Electric Brooders. I am delighted with my Electric Incubator and in future will use *no other*, if I can get electric current.

Yours respectfully, F. C. HINMAN, M. D.

ELECTRIC BROODER, COMPLETE.

Fig. VI.—Shows Hover in Brooder Case for use anywhere that newly-hatched chicks can be kept with safety. Price list on page 93.

ELECTROHOVER—ADAPTABLE.

Fig. VII.—An Electrically Heated, Non-Combustible, Self-Regulating Brooding Device for use in any make of brooder, either indoor or outdoor, that is sufficiently large to accommodate a Hover twenty-one inches in diameter and ten inches in height. Is fire-proofed and each Hover bears Fire Underwriters' "Inspected Brooder" label. Also used separately in any moderately warm apartment.

"ALL CHICKS LARGE AND STRONG"

Ambler, Pa., August 2, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We are delighted with the 120-egg Cyphers Electrobrother. Have gotten as high as 90 per cent. of the fertile eggs—*all chicks being large and strong.*

The Electrobrother bears the same relation to the oil heated incubator that electric lights do to the oil lamp! *That expresses our opinion of your electric hatcher.*

As near as we can estimate the cost for current, it was in the neighborhood of \$1.00 per hatch—less rather than more. This cost is greater than with oil, but *considering all things we believe the cost is less.*

We turned the eggs twice daily and cooled them once a day, but *paid no further attention to the machine.* We have an elegant lot of Buff Orpingtons as a result of our test of your Electrobrother. With us oil incubators in future *will be relics of the past*—so long as we have access to an electric current.

W. F. PATTERSON.

OPERATED IN BUTLER'S PANTRY

Beloit, Kansas, August 6, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I used your Electric Incubator last season and *was highly pleased with it.* The automatic arrangement for regulating the heat is perfect. The *freedom from smoke and dirt* incidental to the use of oil lamps in the old style incubator, together with the *absolute protection from fire risk*, makes the electric system a perfect one for the hatching of chickens. I placed my Cyphers Electrobrother in the *butler's pantry* and the care for it was of no inconvenience at all.

MRS. R. M. ANDERSON, 909 North Mill St.

"RAISED BETTER THAN 90 PER CENT."

WHITE VILLAGE POULTRY RANCH

Boise, Idaho, July 11, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

This spring I completed my incubator cellar and brooder house, *equipped for brooding exclusively with electricity* and shall use from five to fifteen Cyphers Electric Hovers this season. I used one of your Electric Hovers all last season and *nothing else will suit me in future but electricity* for brooding.

On December 1st last, I put 140 chicks into the Cyphers Company Electric Hover and owing to a wide-open cellar, which was just the same as hatching out-of-doors, the *hatch was late in coming off*, therefore some of them were weaklings.

In spite of this fact, I raised *better than 90 per cent. of the chicks* with the Electric Hover. If I had brooded by any other method I would have raised 30 per cent. of them. My expense for brooding in mid-winter (December) *was less than one cent per chick per day.*

Have not hatched by electricity thus far, but expect to do so. Please send me some literature on this subject.

Respectfully, JAS. A. WHITMORE.

"WONDERFUL SUCCESS WITH YOUR ELECTROBATORS"

CHARLES R. HUNTLEY, President & Gen'l Manager
GEORGE URRAN, Jr., 1st Vice President
DANIEL T. NASH, Secretary and Treasurer

BUFFALO GENERAL ELECTRIC COMPANY

Cyphers Incubator Company, Buffalo, N. Y.—

Buffalo, N. Y., October 18, 1909.

You may remember that at the close of the Buffalo Industrial Exposition which was held during the week ending December 19, 1908, I got from you some White Leghorn chicks that you had hatched in your Electrobator which was on exhibition there. I saved nine pullets and a cockerel, and raised them in one of your Style C Brooders. They have done so well that I feel sure you will be interested in knowing of the record they have made.

When they were three days less than five months old they began to lay. That was on the 14th of May, and they have laid splendidly ever since. The following is their record beginning with the 14th of May and ending with the 30th of September, 1909: 14th May to 31st May, 35 eggs; June 1st to 30th, 140 eggs; July 1st to 31st, 181 eggs; August 1st to 31st, 145 eggs; Sept. 1st to 30th, 132 eggs. A total of 632 eggs in 136 days from nine young pullets.

During the above period you will notice that there were only two days on which we did not get an egg, and that was before they were fairly started, namely, on the 15th and 21st of May. From the 14th of May down to yesterday these nine pullets have laid 632 eggs. This speaks well indeed for the egg-laying qualities of the birds from your farm.

I have had wonderful success in hatching eggs in your Electrobators, of which I have had three in operation. The hatches have ranged from 85 per cent. to 92 per cent. of the eggs, and the chicks generally come out early, the hatch being complete by the 21st day of incubation; and the chicks are always very strong and active.

You will be further interested in knowing that on the 2nd day of July we hatched our first chicks from eggs laid by these nine pullets and it is my opinion that it will not be long before these newly hatched chicks will be laying. I am certain they will lay within a year from the time their parents were hatched. This will give me two generations, both laying within twelve months. I am sending you a photograph of the nine original pullets, now mothers; also a photograph of the nine chicks, their daughters. These photographs were taken on the 14th of August.

I can not speak too highly of the stock from your poultry farm, and the Electrobators and Brooders you manufacture. They excel anything I have used during the many years I have bred poultry for pleasure—and not without profit.

Yours respectfully,

"NEVER HATCHED CHICKS THAT WERE STRONGER"

Cyphers Incubator Company, Buffalo, N. Y.—

Champaign, Ill., November 15, 1911.

It is with pleasure that I recommend the Cyphers Incubators and Brooders. The No. 2 Electrobator which I purchased of you last spring gave the best of satisfaction, requiring no attention except to turn the eggs. I never hatched chicks that were stronger or that grew faster than those hatched in your Electrobator.

After having used a number of different brooders with anything but satisfactory results, it was with some doubt as to what I might expect that I bought one of yours, but the Cyphers Self-ventilating and Self-regulating Brooder happily surprised me, for at no time throughout the season was there a change of temperature at night that the regulator did not take care of to perfection. I consider your Incubators and Brooders the best on the market and in a class by themselves.

Yours truly,

R. W. GAULT.

DOMINION OF CANADA—DEPARTMENT OF AGRICULTURE

A. G. GILBERT,
Poultry Manager

CENTRAL EXPERIMENTAL FARM
Poultry Division

VICTOR FORTIER,
Ass't Poultry Manager

Cyphers Incubator Company, Buffalo, N. Y.—

Ottawa, August 30, 1911.

I send you photographs of chickens hatched in one of your incubators operated by electricity, and the same chickens reared in one of our home-made brooders fitted up with one of your electric hovers. It was very hard to get the number of chicks I would like to have had, because some would not come out of the brooder.

I also send you photographs of chickens hatched and reared in your electric fitted Standard Cyphers Incubators and Brooders. We had to take them in small groups, for there were 500 to 600 scattered about the place and the man with the camera would insist on placing himself where he liked.

We have been particularly successful in hatching chickens by electricity, as adapted to your incubators and brooders. On page 299 of the reports of the different experimental farms, you will find a paragraph on the use of electricity as applied through your machines. I trust this letter will afford you as much gratification as the use of your goods has given us.

A. G. GILBERT, Poultry Manager.

Photographic Views Showing Electric-Hatched and Electric-Brooded Chicks, Central Experimental Farm, Ottawa, Ont., Canada.

ARTHUR A. BRIGHAM.

South Dakota College of Agriculture

STATE COLLEGE OF AGRICULTURE AND MECHANIC ARTS

ARTHUR A. BRIGHAM, Ph. D., Principal

Brookings, S. D., November 9, 1910.

Cyphers Incubator Company, Buffalo, N. Y.—

We have here *one of your Electroborators* and I ran it during the summer school at the State College. *It operated nicely and I consider it a very fine hatching machine.* During the day time Sundays, when the electric current was off, we used flat water pans, filling them with hot water and thus maintained the temperature in the egg chamber with *very little trouble.*

Yours very truly,

A. A. Brigham.

"92 CHICKS FROM 96 FERTILE EGGS"

Huntington, L. I. N. Y., April 28, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

It gives me pleasure to inform you that we have just taken off *a hatch of 92 chicks from 96 fertile eggs* in your No. 2 Electroborator. There was a steady temperature throughout the entire hatch and we did not find it necessary to supply moisture. Needless to say, *I am much pleased with this splendid hatch,* my first one by the use of electricity. J. J. GEOGHEGAN.

"SHALL NOT USE ANY OTHER MACHINE"

Athens, Ga., August 5, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Want to say that your Electric Incubator is the *best and easiest operated hatching machine that I know of.* Through the Season I have averaged about 85 per cent. of the fertile eggs. The cost of operating has been about *seventy-five cents for three weeks.*

I shall not use any other kind of incubator this coming season. I hatched a few chicks with hens last season and *my Electroborator chicks were fully as strong and vigorous as those hatched by the hens;* in fact, you could not tell the difference today.

R. E. BRODBERRY.

RESULT IN FAVOR OF ELECTROBORATOR

Danville, Va., July 13, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have been operating one of your No. 2 Electroborators and being somewhat skeptical at the outset of what these machines were capable of doing, *I was greatly surprised at the results.*

Your Electroborator has hatched for me practically every hatchable egg, averaging between 80 and 90 per cent. and one-half of the eggs incubated *had been shipped hundreds of miles.*

To farther test its qualities I set hens with eggs from the same lot placed in the machine and the *result was in favor of the Electroborator.* Have had no trouble at all in keeping the temperature at the required point.

The little chicks to all appearances are *as strong or stronger than hen-hatched ones* and are as lively as crickets—none dying by disease, only a few through accidents. Prospects are bright for some fine Rhode Island Reds for my breeding pens this fall.

P. P. PATTESON.

Breeder of Rhode Island Reds, "The Red Kind."

"76 FINE LIVELY CHICKS"

Paris, Tenn., April 15, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Was waiting for a hatch in one of your Electric machines before writing you. *Your Electroborator is a success!* Mr. Dumas, this morning, took 76 fine lively chicks from our No. 2 Electroborator, one day ahead of time. *We shall want more of these machines for early fall delivery.*

J. W. BLANTON & CO.

"NEVER HAD SO MUCH COMFORT AND SUCCESS"

White Plains, N. Y., October 15, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

The past season I hatched in your Electroborators *about six hundred strong, healthy chicks—*every hatchable egg—*not one deformed chick in the lot.* The ease and simplicity with which these machines are operated makes them, in my estimation, *the best incubator that has ever been put on the market.* I have never had so much comfort and success in hatching as I have since I began using your Electroborators and while all around me the general complaint is "poor hatches," the friends who come to see my chickens say "How do you do it?" Remember *I am in my eightieth year and still working.* In future shall use nothing but Cyphers Electric machines for hatching.

CHAS. J. QUINBY.

"I NOW HAVE FORTY PULLETS"

Glen Cove, N. Y., August 10, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I wish to advise you that I purchased a No. 2, 120-egg Electroborator last February and *started a hatch March 1st* with 110 eggs, which tested down to 80 that appeared to be fertile. From the eggs left in the machine I obtained 68 fine chicks *at a cost of 90 cents for electricity.*

I ran this machine three times last spring and *on no hatch was my cost more than 90 cents.* I had just as good luck in the other hatches as I did on my first. *My chicks all lived excepting four* and their loss was no fault of the machine.

Out of my first hatch *I now have forty pullets* that should be laying within the next two or three weeks. I very much favor the electric incubator for several reasons, the chief one being the *small amount of labor in operating it,* also in doing away with the smell and danger of oil and the small cost of buying off the hatch. *I can honestly recommend your Electroborator to all poultrymen who are situated so that they can get electric current.*

H. W. VALENTINE.

MacDonald College

STE. ANNE DE BELLEVUE, QUE.

POULTRY DEPARTMENT

F. C. ELFORD, Manager

P. O. MacDonald College, Que., Canada

Cyphers Incubator Company, Buffalo, N. Y.—

November 8, 1910.

We have used your Electroborator and Electric Hover here *for the last two seasons* and for poultrymen having a constant supply of electricity *they should prove highly satisfactory.* The Electric Hover will rear chicks equal to any hover we have used. To get the best results out of the Electroborator we supply a little moisture. *Both of these devices are easily handled, neat in use and could be operated in a parlor, if necessary.*

Very truly yours,

F. C. Elford
Mgr. Poultry Dept.

F. C. ELFORD.

CYPHERS MAMMOTH INCUBATORS

FOR CUSTOM HATCHING, FOR THE DAY-OLD CHICK
TRADE AND FOR USE ON EGG FARMS, DUCK RANCHES,
ETC. CAPACITIES RANGE FROM 4,000 to 60,000 EGGS

CYPHERS INCUBATOR COMPANY, for fifteen years a pioneer in the development of improved methods of artificial incubation, began its experiments in the construction and operation of duplicate compartment, or so-called Mammoth Incubators, *twelve years ago*. During the last eight years these experiments have been carried on every season without interruption—and with gratifying results.

Six years ago we installed our first permanent Mammoth machine on the Cyphers Company's fifty-acre Poultry Farm, located at Buffalo, N. Y. This machine had a capacity of 12,000 hen eggs and *was a practical success*. We operated it experimentally during two seasons, hatching thousands of chickens and ducks in it.

The first Cyphers Mammoth Incubators offered to the public *were sold in 1907*. These big machines were erected on Long Island, N. Y., and were for duck hatching. A 38,240 egg machine was installed by him for A. J. Hallock, proprietor of the Atlantic Duck Farm, Speonk, L. I., and we installed an 8,250 duck-egg machine at about the same time on Forge River Duck Farm, Center Moriches, L. I., N. Y., T. V. Cox, Proprietor.

Both of these machines *did excellent* work, the result being that Mr. Hallock ordered another Cyphers Mammoth of 12,000 egg capacity, which we installed for him in the fall of 1908, and October 1, 1910, we were given an order to double the capacity of the Cox machine.

Furthermore, E. O. Wilcox, next door neighbor to Mr. Hallock, watched the work of the Hallock 38,240 duck-egg machine and in the fall of 1909 *gave us an order* to install a forty-compartment Cyphers Mammoth on

his plant, known as the Oceanic Duck Farm. After using this machine through an entire season, Mr. Wilcox, under date of September 12, 1910, gave us an order to install a second Cyphers Mammoth for him, consisting of twenty-four compartments.

EVERY HANDY FEATURE: The Cyphers Mammoth today is a practically perfect *hatching machine*.

In the first place, it was designed, built and thoroughly tested *by men of experience*; in the second place we carefully studied the practical, every-day needs of men engaged in *all branches* of the poultry business where *large hatching capacity* is required and we are certain, therefore, that the 1912 type of Cyphers Mammoth Incubator embodies *every handy feature* that could add to the efficiency, convenience and durability of the machine. For proof of these claims, please read the sample reports from customers on pages 100, 101 and 102 herewith, and send for special 20-page Mammoth circular and supplementary testimonial sheet, which will be mailed free to any address on request.

These cases set *a good example*, because repeatedly since those *early days* of Mammoth building

Latest Type Hen-Egg Cyphers Mammoth Incubator, Capacity 11,200 Eggs, in use on Cyphers Company Poultry Farm, Buffalo, N. Y. Compartments at Near End of Lower Tier Were Hatching When Photograph was Taken.

SINGLE COMPARTMENT OR "UNIT."

Showing single compartment of Cyphers Mammoth Incubator with door open on near side and four egg trays in place ready to receive eggs. Trays are square and interchangeable. Same kind and size of door on both sides of compartment, giving handy access in caring for eggs, also insuring uniform cooling of eggs.

and mammoth installation we have sold *the second machine* to customers who tried one, *put it to a practical test*, and then bought another Cyphers Mammoth or had the first machine enlarged. Two noteworthy sales of Cyphers Mammoths *made lately by us* consist of a 16,800 duck-egg capacity machine sold to Messrs. Weber Bros., New England's famous market duck growers, Wrentham, Mass., annual capacity 100,000 ducklings, and a 10,400 hen-egg machine sold to Mr. U. R. Fishel, Hope, Ind., the well-known breeder of "Best in the World" strain of White Plymouth Rocks.

Suffice it to say, as a general proposition, that in principles of construction and operation, in materials, workmanship and finish, the Cyphers Mammoth Incubators *are fully equal* to the small-sized, portable Cyphers machines that have been on the market fifteen years and are now recognized as "standard" in all parts of the civilized world. The Cyphers Mammoth is built in "units" or compartments, each compartment having a capacity of four hundred hen eggs. There are four egg trays to each compartment, each tray holding one hundred eggs.

ARE SHIPPED

KNOCK-DOWN:

The Cyphers latest type hot-water Mammoth Incubator is shipped knock-down, *thus obtaining low freight rates to all points*. Where machines are to be shipped long distances this saving is important. Blue-prints and photographs are furnished for use in setting up each machine. *Any man who is handy with tools can do the work*. Without exception the parts are *built in sections*, in a workmanlike, durable manner, using first-class, substantial materials. All parts can be put together quickly and easily. Every part is marked or lettered showing plainly where it belongs. The trays are dovetailed, nailed securely and the wire is tacked on. The piping can be quickly and properly put in place. During the fall of 1911 eight of these Mammoths, ranging in size from 4,000 to 16,000 eggs in capacity,

were shipped to points on the Pacific Coast, the installing to be done in every case by the purchasers.

WHERE CAN BE USED:

These Mammoth Hot-water Incubators (see heating system shown on next page) can be used in cellars built for the purpose, or *in any fairly large room or apartment built above ground*, such as a poultry house, store building, etc. Entire machine can be taken down on short notice without injury and moved away.

Every 42 inches *in length* of the Cyphers Mammoth Incubator gives the owner a capacity of 800 hen eggs. This is on a basis of *double-tier* construction. A room 10 x 40 feet in size is large enough for a machine of 8,000 hen-egg capacity and a room 18 x 40 feet in size is sufficient for a 16,000 hen-egg machine, with *plenty of room* between the sections or double tiers. It is entirely practical to install this type of Mammoth Incubator *two tiers high*, one above the other. The egg chamber doors of both tiers are at a convenient height and machines *installed in this manner* are easy to care for and operate.

LARGE SIZES COST LESS:

A 4,000 hen-egg machine is as small as we would recommend. Below this size the cost, as compared with an *equal capacity of lamp-heated machines*, is in favor of the portable oil-heated incubators. The smaller sizes of the Cyphers Mammoth are equipped with the same size of hot-water heater, with the same high-grade water thermostats and other regulating parts, with the same style of auxiliary tank and pipe connections; therefore, the larger the capacity of the machine, the lower the price can be made *per one thousand eggs*. For the 4,000 hen-egg Cyphers Mammoth we charge \$500; for a 5,600 hen-egg machine, \$650, F. O. B. factory, Buffalo, N. Y. For each additional 1,000 egg capacity, up to 10,000 hen eggs, add \$100. From 10,000 to 16,000 hen-egg capacity, add \$90 per 1,000 egg capacity. *The price in every case includes all parts complete*, also thermometers, etc., and detailed blue-prints and directions for setting up and operating.

TRAY ELEVATING DEVICE—CYPHERS MAMMOTH.

Showing four Egg Trays located on Tray Elevating Frame or platform; also crank, ratchet and chain mechanism for raising or lowering the eggs, as may be desired. Each of the four trays has a capacity of 100 hen eggs.

CYPHERS MAMMOTH INCUBATORS

At the present time *a large majority* of the men and women engaged in the day-old chick trade *are using small portable incubators*, and the same is true of most of the duck ranches and other big practical plants. If a capacity of less than 4,000 eggs is desired, or if you wish to begin on a modest basis and test out the work as you go along, we would advise that you use the Standard lamp-heated Cyphers Incubators of 244 or 390 hen-egg capacity and *buy as few or as many of them as you need.*

In other words, there is a place in the rapidly growing poultry industry for the Mammoth Incubator, also for the small-sized portable machines. It is for you, reader, to decide which of the two is better suited to your conditions and will serve your interests to special advantage. In either case, if you entrust your order to us *we hereby agree to co-operate*

with you in the work and to give your commands the prompt and careful attention to which you will be entitled as a valued customer of ours.

SPECIAL 20-PAGE MAMMOTH CIRCULAR:

Readers of this catalogue who think favorably of installing a Mammoth Incubator are asked

to write for our 20-page (9 x 11-inch) special circular which fully illustrates and describes the Cyphers Mammoth Incubators; contains numerous pictures of these incubators in successful operation in widely separated parts of the country, reports from numerous operators, and gives price list, floor space required, etc., for Cyphers Mammoths ranging from 4,000 to 16,000 hen-egg capacity. CIRCULAR WILL BE SENT FREE TO ANY ADDRESS ON REQUEST.

HEATING SYSTEM CYPHERS MAMMOTH INCUBATOR.

(Patent Applied For.)

Picture shows the Heater in pit and the pipes leading to auxiliary and expansion tanks. Also shows twelve radiating pipes in each tier of a double-tier Mammoth machine with Regulating Device above auxiliary tank. Light lines show wall of heater pit, wood-work of incubator compartments, etc.

Sample Reports—Cyphers Mammoth Incubators

THE MIDLOTHIAN POULTRY FARMS

JOHN G. POORMAN, Manager

Quality Baby Chicks
White Orpingtons
Buff Orpingtons
S. C. Rhode Island Reds
R. C. Rhode Island Reds

Eggs for Hatching
White Plymouth Rocks
Barred Plymouth Rocks
White Wyandottes
S. C. W. Leghorns

Cyphers Incubator Company, Buffalo, N. Y.—

At the close of *our second year* of operating a 6,000-egg Cyphers Company Mammoth Incubator we find that our increasing business in baby chicks *demand a larger incubator capacity.*

We have just taken off a 4-compartment hatch of *1,624 chicks from a total of 1,998 eggs set.* Our eggs have been running about 75 per cent. fertile, therefore the record shows that we *have hatched practically every fertile egg.*

Next week the carpenters will begin to increase our incubator house to double its present size and *we herewith enclose our order* for a second Cyphers Mammoth to consist of 30 sections, of 500 hen-eggs each (15,000-egg capacity,) *to be delivered October 1, 1911.*

Tinley Park, Ill., July 12, 1911.

JOHN G. POORMAN, Mgr.

6,000-Egg Capacity Cyphers Mammoth Incubator (From Photograph) In Use Two Years
On The Midlothian Poultry Farms, Tinley Park, Ill. (Near Chicago.)

"UNHESITATINGLY RECOMMEND IT"

Moriches, L. I., N. Y., Oct. 9, 1911.
Cyphers Incubator Co., Buffalo, N. Y.—

I take great pleasure in reporting my experience with the Mammoth Incubator. On account of *simplicity of construction* any person of ordinary intelligence can run it, and it requires much *less labor and attention* than I formerly was compelled to give to the incubating process. I find there is a saving of about 60 per cent. in fuel. *The hatches have been wonderfully good*—about 90 per cent. of the fertile eggs coming out, producing *strong, healthy chicks full of vitality.* I am thoroughly pleased with my Cyphers Mammoth and *unhesitatingly recommend it to every poultryman.*

ERNEST LANGE.

TRIED ONE—BOUGHT ANOTHER

P. C. FISH

POULTRY YARD AND HATCHERY

Baby Chicks, Incubators, Large Orders—of Popular Varieties
Custom Hatching Baby Chicks—Our Specialty
4334 Bellevue Capacity, 20,000 Eggs Visitors Welcome

Kansas City, Mo., October 12, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Early in the year 1910 you installed for me a 10,220-egg Cyphers Mammoth. With this large capacity was unable to take care of my rapidly growing trade in day-old chicks, therefore *gave you an order for another slightly larger* Cyphers Mammoth, which you installed in February, 1911, and must say that with your automatic damper control, large auxiliary hot-water supply tank, master compartment thermostatic valve control of water flow, and your simple device for raising and lowering the egg trays in each compartment, *it is practically impossible to injure the eggs from overheating or chilling.* The heat control in each compartment is all that could be desired. These features, combined with your scientific moisture and ventilating method, *is what produces these large, blocky, healthy chicks in percentages heretofore unobtained in artificial incubation.*

P. C. FISH.

SAVES FUEL AND LABOR

CONEJO FARMS

A. E. WRIGHT, Manager

Barred and White Plymouth Rocks and White Wyandottes
The Kind that Win Prizes

Fancy Table Poultry
Broilers, Roasters
and Fresh Eggs

Eggs for Hatching and
Day-Old Chicks Every Month
in the Year

Huntington, L. I., N. Y., July 13, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

The 11,000-Egg Mammoth Incubator you installed for us a year ago last winter *continues to give excellent satisfaction.* We have found by our own experience that it will do first-class work *at all seasons of the year.*

At the present time we are getting *very good hatches of large, strong chicks* right along, although the thermometer for the last two weeks, for example, has been from 95 to 102 degrees in the shade *nearly every day.*

I have *never had as good chicks* as those produced by the Cyphers Mammoth and we can run the big machine *with 50 per cent. less fuel,* can save *at least 75 per cent. on labor* and we get from three to five per cent. better hatches right along than we do with lamp machines.

A. E. WRIGHT, Mgr.

SAMPLE REPORTS—CYPHERS MAMMOTH INCUBATORS

S. C. White Leghorns
Baby Chicks
Eggs for Hatching

THE BABCOCK POULTRY FARM

White Plymouth Rocks
Capacity 30,000 Annually
Custom Hatching

Cyphers Incubator Company, Buffalo, N. Y.—

Fredonia, N. Y., October 11, 1911.

After having operated our 14,000-Egg Mammoth Incubator for *two complete seasons*, we are glad to say that we are highly pleased with its workings, both as to *low operating expense and results in hatching chicks*.

As compared with the oil machines we formerly used, we find that the cost of fuel is *approximately one quarter* of that used in incubating an *equal capacity* of eggs with oil lamps and as near as we can figure it your Mammoth machine *saves over 50 per cent. in labor*.

We have used Cyphers Incubators for the past seven seasons and have had *ample time to find out that they are the best machines on the market*, and you are at liberty to use our name in any reference you wish.

The sale of an incubator or any of your products *is merely the beginning of a helpful acquaintance*. You are always willing to be of assistance, even though the sale was made years before, and *your co-operation under such circumstances* reflects great credit upon your company.

BABCOCK POULTRY FARM, Frederick M. Babcock, Prop.

"THE KIND THAT LIVE"

INWOOD FARMS

N. Y. Branch Store, 243 Columbus Ave.

All Products Are Guaranteed of
Finest Quality

Deal Beach, N. J.,

August 26, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

In regard to your inquiry about the 12,000-egg size Cyphers Mammoth Incubator which you installed here at Inwood Farms, would say that *it has done fine work*, hatching from five to ten per cent. *more chicks* than the lamp heated machines (with eggs from the same breeding pens, at same time) *and the chicks were big fluffy fellows, the kind that live*.

Yours truly,

THOMAS LOCKWOOD,

Poultryman for Inwood Farms.

Cyphers Mammoth Incubator, Owned by the Babcock Poultry Farm, Fredonia, N. Y. Capacity, 14,000 hen eggs. Mr. Babcock First Tried a 6,000-Egg Cyphers Mammoth, Then Increased to 14,000 Egg Capacity. See Report.

"EVERYTHING SATISFACTORY"

THE MODEL CHICK HATCHERY

FRED. H. McCUNE, Proprietor

Custom Hatching by the Hundred or by the Thousand

Ottawa, Kan., May 25, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

The 20-section, 8,000-egg Cyphers Mammoth Incubator you installed for me the past season *has not been a disappointment in any particular*—hatching as large percentages of good, strong chicks as we have obtained with the small, portable machines after years of experience with them.

The contract entered into by your company for installing this Cyphers Mammoth has been faithfully carried out—in fact you have gone "the limit" in making everything satisfactory.

For a long time I have used the small-sized, lamp-heated Standard Cyphers Incubators with excellent success, as my neighbors and customers are well aware *and I can honestly recommend the Cyphers Mammoth to prospective purchasers* and any one coming here to visit my plant and see the big machine will not be disappointed.

FRED H. McCUNE.

"HEN EGGS AND DUCK EGGS"

NIAGARA POULTRY FARM

W. R. CURTISS & CO., Props.

Market Poultry and Fancy Poultry. Eggs and Stock For Sale

Poultry Supplies and Cut Clover

Capacity of Plant 100,000 Head Annually

Ransomville, N. Y., October 16, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

We have used one of your large Mammoth Incubators this last season *with excellent results on both hen eggs and duck eggs*. This machine has hatched about five per cent. better than the small machines, *on an average*. The cost is only about one-tenth as much for fuel and labor, provided the poultry raiser wishes to hatch a large number of eggs.

We find that the stock hatched from the Cyphers Mammoths *is stronger and easier to raise* than chicks and ducklings *hatched naturally*, or with small machines.

We shall install more large machines as fast as we have use for them and *want you to quote us price on another Cyphers Mammoth*.

W. R. CURTISS & CO.,
Per W. J. C.

SAMPLE REPORTS—CYPHERS MAMMOTH INCUBATORS

C. M. Austin
Imperial Pekin Ducks
Breeder and Eggs For
Sale In Season

C. E. Austin

C. M. AUSTIN & CO.

L. A. Richards
Rhode Island Green Geese
Geese Feathers, Geese Quills, Etc.

Cyphers Incubator Company, Buffalo, N. Y.—

Mansfield, Mass., July 5, 1911.

Last Fall you installed for us a Mammoth Incubator holding 7,200 hen eggs, or 5,400 duck eggs. This machine, we are pleased to report, has given **complete satisfaction**—in fact, the simplicity and ease with which it was operated from the very start made us feel at once that we had not made a mistake in purchasing same. We are still hatching, and on **June 8, out of two compartments, holding 300 eggs each, we received 420 ducklings**, which we consider excellent for this time of the year.

When the hot weather broke in we rather expected to have some difficulty in keeping the heat down, **but we were agreeably surprised to find that this was not the case**. We consider this feature a decided advantage for the reason that in warm weather as high a temperature is not required for duck eggs as during the cold weather. For **ease and efficiency of operation**, as well as **low cost of labor and fuel**, we can heartily recommend the Cyphers Mammoth Incubators.

C. M. AUSTIN & CO.

"FAR BEYOND EXPECTATIONS"

MILLS AND GOLD COMPANY

Proprietors, Gold-Mills Poultry Farms
Lower Preakness, N. J., July 15, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Relative to the Mammoth Incubator (4,000-egg capacity) which you installed for us last spring, **the results obtained therefrom have been far beyond our expectations** and we consider it much superior to the small machines.

The Cyphers Mammoth is not alone a useful piece of mechanism, **but is ornamental as well**, and therefore adds greatly to the appearance of our incubator cellar, which we took pains to construct **in keeping with this fine piece of workmanship**.

In operating on a large scale, without the benefit of your Mammoth Incubator, **the cost of operation would be increased considerably**. At the first opportunity we propose installing another Mammoth and **shall be highly pleased** if it works as well as this one does.

MILLS & GOLD COMPANY.

R. F. D. No. 1.

7,200-Egg Cyphers Mammoth owned by C. M. Austin & Co., Mansfield, Mass.

THE FIRST DUCK-EGG MAMMOTH SOLD BY US

ATLANTIC FARM

A. J. HALLOCK, Proprietor, Speonk, L. I.
BROOKSIDE FARM, Center Moriches, L. I.

Speonk, L. I., N. Y., October 29, 1909.

Cyphers Incubator Co., Buffalo, N. Y.—

The Mammoth Hot-Water Incubator that you installed for me **in January, 1908**, has given **excellent results**. The machine requires very little attention, as regulators on heaters **do the work satisfactorily**.

We consider that we save over **50 per cent. in fuel and 70 per cent. on labor** in operating, as compared with the old style lamp-heated machines. With the eighty-three old-style lamp-heated incubators of another make we formerly used, **it required one man's entire attention** for the filling and trimming of lamps, regulating the machines and turning and cooling the eggs.

We hatched 49,000 ducks in the Cyphers Mammoth Incubator this year and we **would have hatched more** if we had had enough eggs on the home farm to keep it filled.

A. J. HALLOCK.

MR. HALLOCK TRIED ONE—THEN ORDERED ANOTHER

ATLANTIC FARM

A. J. HALLOCK, Proprietor, Speonk, L. I.
BROOKSIDE FARM, Center Moriches, L. I.

Speonk, L. I., N. Y., September 8, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Three years ago this season you installed a ninety-six compartment Hot-Water Mammoth Incubator on my Duck Farm and **last season we ordered of you another Cyphers Mammoth**, this second machine consisting of thirty compartments.

Our ordering the thirty-section Cyphers Mammoth after using the ninety-six compartment machine two seasons **is the best proof we could give you of our continued confidence** in the Cyphers Mammoth.

Our hatches averaged 66 per cent. for the entire season of 1910 with the Cyphers Mammoths, as shown by the records. Our best monthly average was 74 per cent.

Experienced duck men who operate on a large basis will appreciate the fact that these are high hatching averages.

A. J. HALLOCK.

CYPHERS' COMPANY HOT WATER BROODING SYSTEM

THE CYPHERS PATENTED AND THOROUGHLY TESTED HYGIENIC, CRADLE-BACK BROODING SYSTEM IS STRONGLY RECOMMENDED FOR BEST RESULTS

CYPHERS INCUBATOR COMPANY has in its employ a number of men who are competent to plan, lay out and direct the construction and equipment of *large, practical poultry plants*. On request we will furnish men for this work, charging a reasonable sum per day, plus their actual expenses. We are prepared to equip large, practical plants and to *co-operate with the builder* in obtaining suitable materials of all kinds at the lowest prices. *Where the advice of our men is followed we guarantee the equipment of these large plants to do the work required.*

We are able to point with pride to the fact that the poultry plants on many of the best known private estates in the country have been constructed *entirely in accordance with our ideas*, and the same is true of many of the largest commercial plants, both east and west. On these plants the incubating rooms and brooding houses have been constructed exactly in accordance with our plans. The numerous testimonials received by us—see back pages of this catalogue—prove that our plans have enabled Cyphers Company customers *to hatch and raise the maximum of strong, healthy chicks at the minimum cost.*

It should be understood by persons intending to enter the poultry business that a plant laid out especially for the production of exhibition fowl *is not well suited* for breeding market poultry, and the reverse also is true. The houses should be planned differently, located differently and as a rule there is a *considerable difference in the cost*. Furthermore, houses and runs that are well fitted for one breed *may not be the best adapted* to the needs of some other breed or variety.

Fig. 1.—Separate Hygienic Cradle-Back, Cyphers Company Hover for use with Hot Water Pipe System in Brooder House. Illustration shows the rear of Hover, closed.

During the past seven years this Company has been making a close study of brooding house requirements *on its own poultry farm* located in the

Fig. 2.—Separate Hygienic Cradle-Back Cyphers Company Hover. Illustration shows the chick runway side or front, where chicks pass in and out.

suburbs of Buffalo. Thus far we have expended more than \$50,000 in establishing this farm, our main object being to test and develop *practical systems* that will enable our customers to raise poultry to the best advantage.

The attention of all interested poultrymen is directed to our new booklet entitled, "Cyphers System of Hot Water Brooding," illustrated and described on page 106, which gives in detail the results of our several years' experimental work in brooding chicks on Cyphers Company Farm.

HYGIENIC BROODING SYSTEM

On the Cyphers Company Poultry Farm we have developed a system of brooding that we *believe to be unequalled* by any other plan that employs the circulation of hot water through pipes as the heating element. The Cyphers special brooding house heaters are used, as per illustrations herewith, and the Cyphers Company's Patent Hygienic Cradle-Back Hovers are used. These hovers do away with all cold corners and insure *continuous automatic* ventilation without drafts striking the chicks at any time, from any source. Herewith are shown two illustrations of the type of brooding house hover invented and patented by this Company. Fig. 1 shows the rear view of hover, closed, and Fig. 2 shows the chick runway side or front.

Illustrations are shown herewith of the Cyphers Hygienic Cradle-Back Hovers, as used *during the last six years* on Cyphers Company's Poultry Farm with uniform success, the death rate ranging from 2 to 6 per cent., depending on the season of the year. *The chick mortality at no time in the six seasons has exceeded six per cent.*

HYGIENIC CRADLE-BACK SYSTEM

Several years ago we started on the Cyphers Company Poultry Farm experiments in brooding chicks along several independent and indefinite lines. One experiment involved the use of a new type of hover which we termed the Hygienic Cradle-Back Hover. The object of this experiment was to find a satisfactory way of circulating heat through the hovers so as to accomplish three things; namely, a free circulation and even distribution of warm air through the hovers without causing draft. Second, an application of heat that chicks of all sizes could get the benefit without crowding or bunching up. Third, to distribute a portion of the heat into the house without the necessity of its radiating from the hovers, thereby overheating them.

Our first experiments with the Cradle-Back Hover proved so satisfactory that we studied and improved this style of brooding until we developed and perfected what we now term the Hygienic Brooding System and we firmly believe that this system of brooding is unequalled by any other plan that employs the circulation of hot water through the pipes as the heating element.

We use a boiler specially designed for this class of work and the water is maintained at the correct temperature by an auxiliary circulating system as described on page 105, the water being conveyed through the hovers by eight lines of $1\frac{1}{4}$ inch pipes.

Figures 1 and 2 show the front and rear views of the Hygienic Cradle-Back Hover above referred to.

PRICES FOR HYGIENIC CRADLE-BACK HOVER

With the Right to Manufacture Duplicates for Purchaser's Own Use Exclusively

Although this Cradle-Back Hover is fully patented and protected by law, we are pleased to give other poultry breeders the benefit of our experiments in brooding by offering one or more of these hovers as

Fig. 3.—Shows Interior View of Nursery Section in Brooder House on Cyphers Company Poultry Farm, with Hygienic, Cradle-Back Hovers in Use (closed).

samples or working patterns, with the right to manufacture as many duplicates of it as any one purchaser may desire for his own use, at the following prices and conditions:

One Sample Hover, set up complete, safely crated, with the right to manufacture duplicates for own use, \$50.00.

Ten Hovers, complete, one set up and safely crated, the other nine packed and shipped knock-down with the right to manufacture duplicates for own use, \$100.00.

The purchaser in every case is to agree in writing not to manufacture these hovers or parts of them for sale or to enter in any way, shape or form into the manufacture of any hovers except those required for his own personal use. Purchasers of one or more Hygienic Cradle-Back Hovers will be supplied with any of the Blue Print Plans of poultry buildings offered in this book and will further be supplied with a copy of the book, entitled "The Cyphers System of Hot-Water Brooding," without further charge.

Fig. 4.—Shows Interior View of Nursery Section of Brooder House (same House as Fig. 3), with Covers of Hovers raised, and the Removable, Drawer-like Floor of Hover (second Hover from front) pulled out for Cleaning.

Fig. 5.—Shows Interior View of Fresh-Air Brooder Section of House on Cyphers Company Poultry Farm, with Inner and Outer Covers raised to show construction; also with one of the Removable Floors pulled out for Cleaning and Rebedding.

CYPHERS BROODING SYSTEM

Cyphers Incubator Company has spent fifteen years of hard work and careful study, on how best to hatch the chicks, and after they are hatched,—how to raise the greatest number of them in the easiest, most economical and satisfactory manner.

We have spent a great deal of money experimenting with different brooding devices on our Experimental Poultry Farm, near Buffalo, always striving to develop some new or improved idea and to be in a position always to give our customers—the poultry public—the newest and best in brooding systems.

The new features of the Cyphers System of Hot-Water Brooding are:

First—An auxiliary tank to provide a constant circulation of water at an even temperature, irrespective of the hover temperature.

Second—An effective regulator on the boiler to control the draught directly from the temperature of the water as it leaves the boiler.

Third—A dependable valve regulator on the flow pipe which controls the flow of hot water through the pipes.

Briefly, the advantages of this improvement will immediately appeal to everyone having any knowledge of hot water heating systems. In brooding systems of the past, the hover pipes were connected up with the boiler, in a free flow system of water circulation, so that the water at whatever temperature would constantly circulate through the hover; a regulator of some sort was placed under the hover to open or close the boiler draught, or in some

Cyphers Damper Regulator for Brooding Houses. Price, \$30.00.

cases a float regulator has been used in the expansion tank to regulate the draught.

The objection to this equipment has been an uneven and inconsistent heat under the hover, at an unnecessary consumption of fuel. For instance, the draughts in the boiler would be open, the fire would burn up briskly and gradually increase the temperature of the water which is always circulating through the hover, the heat radiating from the hover pipes. When the hover reaches the required temperature the thermostat shuts off the draught,—but it does not shut off the increase of heat.

With our new system of auxiliary tank and regulators, we keep the water circulating through the boiler to the auxiliary tank, and back to the boiler again, at the correct temperature always, and the boiler draughts are operated directly from the regulator placed on the flow pipe. The minute

the hover temperature raises too high the flow of water is cut down and on the other hand, if the hover temperature has a tendency to run a bit too low an increased flow of hot water is fed into the hover pipes direct from the auxiliary tank. In this way we not only control the temperature of the water in all parts of the system but we also control the flow of the water. Yet these features are offered to the public at a very slight increase over the cost of the old system of brooding, and the regulators are substantial and absolutely reliable. In fact, we use on this brooding system the same system of regulation that we use on our Mammoth Incubators, and which we have found by three or four years of severe test, to be wholly satisfactory.

Cyphers Brooding House Heater.

CYPHERS ELECTRIC REGULATOR FOR BROODING HOUSES

We have devoted much study to an electric regulator that would govern the temperature of a large room, and this electric regulator for brooding houses is the result. The electric regulator illustrated herewith has been used by us on the Cyphers Company Poultry Farm and by numbers of our customers during several years, and can be relied upon to do the work. The Cyphers Electric Regulator consists of a thermometer, motor, battery, wire, chain, etc. Price, each, complete, \$22.00.

Showing Cyphers Electric Regulator in Use.

"CYPHERS SYSTEM OF HOT WATER BROODING"

Our new booklet illustrating and describing the Cyphers System of Brooding.

This book of helps and information has been compiled to meet more particularly the requirements of those who contemplate building and equipping a brooder house. In other words, it tells the poultry raiser how to take care of the chicks after they are hatched, what kind of building to erect, what style of construction to use and

how best to equip it and with what material. The book shows what kind of heating apparatus to install, what kind of boiler to use, where to locate the boiler, number and size of pipes, with full outline of how the entire equipment is put in, piece by piece. It is illustrated with full-page drawings, to which drawings reference is made in describing different parts of the house or equipment. It contains a description of a practical laying house and the importance of trap-nests, and shows how these are built and used. It contains valuable data on feeding and rearing chicks. This information is not theory; we give the figures showing the results of experiments in feeding that we made on the Cyphers Company Poultry Farm covering a period of four years. The book also contains other information that can be used to advantage by every breeder of poultry. Price 50 cents, postpaid.

Blue-Print Plans and Specifications for Poultry Buildings

TO MEET the demand for plans of poultry buildings we offer for sale at small cost a complete set of blue-print plans and specifications for practical, time-tried poultry buildings.

All drawings we supply are planned with a view to *economy in construction* and a *saving of labor in caring for the fowls*. To save labor means to save money. These plans are carefully drawn to scale by experienced architects, acting under our direct supervision.

An additional charge is made for *architect's specifications* when supplied with blue-prints of breeding, laying and combination houses, as noted below. These specifications are the same as would be supplied by an architect if the buildings were especially planned *for each individual customer*. Such service from an architect would cost from \$25.00 to \$100.00, according to the size of the building.

Equipped with our blue-print plans and specifications the customer will be able to place same in the hands of a carpenter or contractor and can learn just what the buildings will cost before beginning their construction.

FOR LARGE POULTRY PLANTS

Blue-print plans of combination building for large poultry plant, including incubator cellar, food and storage rooms, with upstairs sleeping rooms for the workmen, heater-pit and nursery brooder wing adjoining, also cool brooder wing, all conveniently arranged and admirably planned, price \$1.50, postpaid.

A small combination house with feed room, heater-pit, and nursery brooder wing, price \$1.00, postpaid. If architect's specifications for either combination building are wanted, add \$2.00 each to the price of the blue-print plans.

BREEDING HOUSE PLANS

Breeding house blue-print plans, 16 feet wide by 120 feet long, divided into 8-foot pens, price \$1.00, postpaid. These houses can be built any length desired. If architect's specifications are desired, add \$1.00 to price of the blue-print plans.

PLANS FOR LAYING HOUSES

Laying house blue-print plans, 16 feet wide by 120 feet long, divided into 16-foot pens with a room at one end floored over to be used as a feed room or otherwise, price \$1.00, postpaid. These houses can be built any length desired. If architect's specifications are desired, add \$1.00 to above prices.

CYPHERS LAYING HOUSE

This plan shows a type of laying house that is used exclusively on the Cyphers Company Poultry Farm and which we have found to be highly satisfactory. Complete building notes as supplied by the architect are supplied with each drawing. Price, 75 cents, postpaid.

BROODER HOUSE PLANS

Blue-print plans for brooding houses of the following sizes are *kept in stock* and will be mailed promptly, postpaid, upon receipt of price.

14 feet wide by	16 feet long,	25 cents postpaid
16 " " " 20 " "	30 " "	" "
16 " " " 25 " "	35 " "	" "
16 " " " 30 " "	40 " "	" "
16 " " " 50 " "	60 " "	" "
16 " " " 60 " "	70 " "	" "
16 " " " 75 " "	80 " "	" "
16 " " " 100 " "	90 " "	" "

Specifications are not required for the foregoing brooder houses, as the blue-print plans *contain the contractor's notes* giving necessary information.

Round Fireless Brooders

Not to be Used Outdoors Except in Boxes, Brood Coops, Roosting Coops, Etc.

THESE handy, all-metal "fireless" brooders or hovers will do satisfactory work in mild climates and during moderate weather, such as we have in the vicinity of forty degrees north latitude during April, May and June. They should not be used out of doors (by themselves) as a separate or complete brooding device, *but in all cases should be enclosed* in goods boxes, brood coops, colony roosting coops, etc. Indoors they can be placed almost anywhere

Round, All-Metal Fireless Brooder Ready for Use.

and in a fairly moderate temperature will be found to give excellent satisfaction.

For best results—especially when cold nights are still the rule—*not less than twelve nor more than fifty chicks* should be placed in one of these fireless brooders. They are made in three sizes—small size holding twelve to twenty chicks, the medium size twenty to thirty chicks, and the large size thirty to fifty chicks. Less than twelve chicks is inadvisable because the little chicks *must rely on their own bodily heat* to keep warm at night, whereas more than fifty chicks in one brooder or hover will *invite danger from crowding*.

When ready for use, the fireless brooder has two or three inches of cut clover, cut alfalfa or some other warm litter or "bedding" material placed in the bottom; then the chicks are put in the nest and the thick cushion or pillow (see illustration) made of muslin and filled with cotton batting is *lowered until it rests on the chicks' backs*. They are now snug and warm—both above and below. Their warming or sleeping apartment is ventilated by a series of small openings that do not allow a direct draft to blow in upon them. As they grow in size the cushion is raised to give them head room and more air.

The chicks soon learn to run in and out of this type of brooder, and there are *no corners in which they can crowd*, as is the case with fireless brooders built square and of wood. These circular, all-metal fireless brooders *are easy to clean*, are practically indestructible and will last many years if taken care of when not in use.

Persons who buy day-old chicks after cold weather has passed and it is *safe to ship newly-hatched chicks by express*, will find these fireless brooders well adapted to the care of the chicks that have been hardened by their journey. In cold weather, however, we do not advise placing chicks in any type of fireless brooder—especially *chicks just taken from an incubator*. Many valuable chicks have been sacrificed by poultry raisers who have made this experiment. On the other hand, it has been found that after chicks are ten days to two weeks old they will get along in this circular type of fireless brooder and do well, provided the outdoor temperature is not too severe.

Prices of Circular, All-Metal Fireless Brooders:

Small Size, 12 to 20 Chicks	\$1.50
Medium Size, 20 to 30 Chicks	2.00
Large Size, 30 to 50 Chicks	2.50
Per Set of Three (One of Each Size)	5.00

F. O. B. Buffalo, N. Y., and any Branch House, except Oakland, Cal., and London, England.

SECTIONAL VIEW OF FIRELESS BROODER, SHOWING ELEVATING CUSHION.

The cushion is raised or lowered to suit the size of the chicks, and also the temperature of room in which Brooder is operated. The illustration shows a part of the cushion cut away to indicate method of packing.

"FIFTEEN YEARS AGO"

Greenville, Miss., July 14, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have been using a 200-egg Cyphers Incubator that I purchased from the Cyphers Incubator Company fifteen years ago. This machine has given satisfaction all these years without a dollar's worth of repairs, and during the last season made an average hatch of above 80 per cent. of all fertile eggs.

GEORGE WHEATLEY.

"A FEW MINUTES EVERY DAY"

Hawthorne, N. J., November 9, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I find your Cyphers Incubators no trouble to operate. A few minutes every day to fill the lamp and turn the eggs is all that is required. Often I do not take the trouble to look at the thermometer, feeling confident that the temperature is correct. The machine is absolutely self-regulating and self-ventilating and solves the moisture question.

G. L. RIVERS.

WON FIRST PRIZE—2,000 HATCHES RECORDED

The Average Farm is Still the Cheapest Place to Produce Poultry and Eggs for Profit, and the Farmer is Still the Natural Poultryman

IT IS STILL the poultry produced annually on the farms of the United States that form the solid foundation of the Billion Dollar Poultry Industry of this country! The basic value of domestic fowls is found in the world-wide use of poultry meat and eggs as human food. The poultry-fancier, so-called, has done and will continue to do a truly great work for poultry, but the farmer is the natural poultryman and it is on the farms of America that the thousands of tons of poultry meat are produced and the millions of dozens of eggs are laid each year.

Frank Vernum, Altoona, Kas., Farmer who hatched 478 chicks from 480 Barred Plymouth Rock and White Orpington Eggs and Won First Prize in the Fourth Annual Hatching Contest of the Farmers Mail and Breeze, Topeka, Kansas.

The farmer and his wife, son or daughter are still very much in the lead when we come to tabulate the immense figures that pile up into a Billion Dollar Poultry Industry. The poultry instructor is doing his work; the poultry press is indispensable; the active fanciers in every locality are leaders in creating a demand for "better poultry and more of it," but when all is said and done it is the farmer and his every-day helpers who are sending the train loads of poultry to market and supplying the breakfast tables of the world with new-laid eggs.

As an example of the kind of hatching a farmer can do with a first-class, dependable incubator, we submit the following letter and public evidence:—

Letter from Frank Vernum, Farmer, Altoona, Kansas.

Altoona, Kas., September 11, 1911.

Manager, Kansas City, Mo., Branch House, Cyphers Incubator Company

"I am going to write to you just as soon as I can and tell you about this incubator contest as reported on newspaper sheet enclosed.

"The Incubator is the one I got of you in March. The papers never told it was the 'Cyphers' and I have received letters from all over, this soon, asking me the name of that incubator. I answered fourteen cards and letters this morning.

"I live on a farm and I have just the most work to do, but I will try and answer every one. The account in the paper is just as it was.

"I am so glad I got this machine and I am going to tell you what I am going to do with that money. I want another incubator just like the one I have, and a Cyphers Brooder or a Hover. And what are you going to ask me for both? I will send my order just as soon as they send the prize money to me.

Yours truly, FRANK VERNUM."

With the foregoing letter Mr. Vernum enclosed a two-column clipping from the September issue of "The Farmers Mail and Breeze," an agricultural paper published weekly at Topeka, Kansas, from which clipping we quote as follows:—

THE 1911 INCUBATOR CONTEST

Two Thousand Hatches

"**FIRST PRIZE**—Cash price of his incubator to Frank Vernum, Altoona, Kas. Set 240 eggs March 25; tested out none March 31; hatched 240 live chicks April 16. Per cent. of first hatch, 100 Set 240 eggs April 17; tested out 2, April 24; hatched 238 live chicks May 6; Per cent. of second hatch 99.1 Report sworn to and witnessed.

"The fourth annual incubator contest of Farmers Mail and Breeze was won this year by a man, Frank Vernum of Altoona, Kas., in a contest in which 2,000 hatches were recorded.

"Mr. Vernum with a record of 100 per cent. and 99.1 per cent. respectively, for two hatches with a

240-egg incubator, wins first prize this year. The prize is a check covering the cash price of his machine. His first hatch was 240 live chicks from 240 eggs. Second hatch, 238 live chicks from 240 eggs. These are records hard to beat.

"More than 2,000 records of hatches were submitted in the contest between January 1 and May 30, 1911, when it closed. These records came from all parts of the Middle West and South-west. Some came from far-distant states.

Object of the Contests

"The object of these annual incubator contests is not a test of the various makes of incubators—the purpose is to test the skill of the operator and to promote greater interest and knowledge in up-to-date methods of poultry culture, the methods that pay the profit.

HOW MR. VERNUM WON

"Mr. Venum's report of the two hatches which won him the incubator, follows:—

(FIRST HATCH)

Number of eggs set.....	240
Date set.....	March 25
Number of eggs tested out.....	none
Date tested.....	March 31
Total number of live chicks hatched.....	240
Date hatch was taken off.....	all April 16
Per cent.....	100 (perfect hatch)

(SECOND HATCH)

Number of eggs set.....	240
Date set.....	April 17
Number of eggs tested out.....	2
Date tested.....	April 24
Total number live chicks hatched.....	238
Date hatch was taken off.....	May 6
Per cent.....	99.1

KIND OF EGGS HE SET

"People came from quite a distance in his vicinity to see Mr. Venum's hatches. He writes as follows concerning his success:—

"I got my incubator in March. I liked the way a certain maker of incubators advertised his machines and sent for his catalog. I selected a 240-egg machine and my success has been perfect. I set it the first time March 25, on 240 Barred Plymouth Rock eggs. They hatched April 16, every egg, 240 chickens. These eggs were carefully tested.

"My next hatch was set April 17. I set 200 Barred Plymouth Rock eggs and 40 White Orpington eggs. All hatched May 6 but two of the White Orpington eggs. My incubator is the only one of its kind in this vicinity and people have come for miles to see it and the chickens."

FRANK VERNUM.

Altoona, Kas., May 13, 1911.

Thousands of farmers, or other members of their families, are having fine success, year after year, with Cyphers Incubators—are getting big hatches of healthy, vigorous chicks and are making large profits from the production and sale of poultry and eggs. The farmer is the natural poultryman and the farm the *cheapest* place to raise poultry. On the farm there is no land rent to pay, so far as keeping poultry is concerned. The buildings required are few and *inexpensive* and the flocks on range not only pick up most of their living during a good portion of the year, but are "worth their keep" as vigilant destroyers of harmful insects, bugs, worms and larvae. Fowls are *careful gleaners* of waste grain and do more good to fruit-bearing trees, bushes and vines than all the spraying ever done on the average farm. And there is far more waste food, waste grain, waste fruit, etc., *on a farm* than most people imagine, because as a rule no attention is paid to it.

The prices of poultry and eggs for human consumption have been increasing steadily, in fact rapidly, during the last dozen years. The records show that these prices have about *doubled* in the last decade and the increase is still going on. The prices of all forms of meat are certain to *range high in future* and there can be no doubt that the prices of poultry and eggs will continue to do likewise. One set of prices follows the other.

These higher prices have proved attractive to *many thousands* of farmers and farmers' wives, as well as to poultrymen who are engaged regularly in business. The result has been that the farms of the United States and Canada are today producing *several times* more poultry and eggs than was the case only a few years ago. Poultry raising is now an important branch of farm work—not merely raising enough fowls and eggs for the home table, but a *large surplus* for the nearby or distant market. Improved methods are being used and the latest appliances are in demand. *Poultry Husbandry today is a profession.* This is true whether it is taught at a college or is practiced on the average farm by an intelligent and progressive member of the farmer's household.

Free Poultry Instruction in Country Schools

POULTRY Raising for profit, health and pleasure is now being taught in State Agricultural Colleges, in the Public Schools of cities and in Country or District Schools. The accompanying illustration, made from photograph, shows some of the Prize Winners in the boys and girls Poultry Contest conducted under the direction of the Green County, Mo., Educational Authorities and held at Springfield, Mo., October 20, 1911. In front of the winners will be seen a number of choice birds that were given as prizes.

Cyphers Shed-Roof, Canvas-Lighted House

*Simple in Design. Inexpensive. Easy to Set up.
No Windows to Break. Roomy, Healthful, Convenient.*

THIS is the simplest type of poultry house that can be built, and is also the least expensive. While it is not ornamental in any sense, it is strictly serviceable and will answer the purpose as well as though it had a mansard, gable roof, with a gold-leaf rooster on top of it for a weather vane.

The dimensions are as follows: Floor space, 5 feet 10 inches x 6 feet. Height in front, 6 feet. Height at rear, 4 feet. Droppings board, 26 inches x 6 feet. The door opening is 2 feet wide—the inner or screened door slides while the canvas covered door swings out. The house is provided with three nests.

Material used, $\frac{1}{8}$ -inch, kiln dried selected white pine, dressed on both sides, tongued, grooved and closely matched.

The droppings board is made of the same material, thus insuring light weight and low freight rates. The roost is of basswood, therefore is tough and strong.

There is no glass to this house, water-proof sheeting being used instead, thus removing all danger of broken

a dirt floor; for winter use a board floor. If young chicks are to be kept in this house at any time of the year, in a neighborhood where rats abound, and a board

Shed-Roof, Canvas-Lighted House, closed.

Shed-Roof, Canvas-Lighted House, open, showing Canvas Door and inner Wire-Mesh Door.

windows, either in shipment or when moving the house from place to place, and while in storage. The best quality of water-proof, paraffined sheeting is used, which freely admits the light, but keeps out wind and rain.

We regard this low-priced and simple shed-roofed house as one of the best, cost considered, that can be designed for use on large poultry farms where ample range is afforded, or for a pen of fowls in any small enclosure. Such a house can be readily moved from place to place. With 40 such houses we could "house" 400 head of laying stock, and give them such care, with a minimum of labor, that they would thrive well and pay big returns on the outlay.

With the object of saving cost, also expense in freight charges, no floor is furnished with this house. The purchaser can either furnish a rough-board floor locally, or set the house up on brick or stone, and then fill it in to a level of the sills with cinders, gravel, sand or dry earth, as preferred. For summer use we advise

floor is not provided, then one-inch-mesh wire netting should be securely nailed across the bottom of the house, and then the gravel, earth or sand filled in on top of this, thus rendering the house rat-proof when closed for the night.

Style and price considered, we regard this as the best portable poultry house devised to date. It is painted attractively in two colors—green with red trimmings, double coat. Will accommodate 8 to 15 fowls, depending on size of breed—8 of the Asiatics, 10 to 12 of the American or English breeds, or 15 of the Mediterranean class.

Price, complete, f. o. b. cars \$22.00

Shed-Roof, Canvas-Lighted House, Sectional View showing interior, including Nests, Droppings-board, and Roost.

Cyphers Large Size Colony House

For Growing Stock on Range and for Use with Adaptable Hovers or Fireless Brooders in Raising Day-Old Chicks to Time of Separation

The Cyphers Colony House in Use.

CYPHERS COLONY HOUSE, in addition to its widely popular use for growing chicks, makes one of the best single-pen breeding houses that has thus far been designed. It is also an *ideal place in which to locate an Adaptable Hover or Fireless Brooder* and raise little chicks, either those you hatch yourself or day-old chicks that you buy. Fifty or more chicks can be raised with fine results in this roomy and substantial coop until the time comes to separate the cockerels from the pullets.

This Portable Colony House is 3 x 6 feet in size, is 36 inches high in front and 24 inches high at the back. It is built of a high grade of $\frac{1}{2}$ -inch dressed lumber, tongued and grooved, and is put together in a *thoroughly workmanlike manner*. The bottom is of matched boards laid on cleats and is removable, making it easy to set the main coop to one side, thus rendering the cleaning of it much less burdensome than is the case with houses that have stationary floors.

The Cyphers Colony House (shipped in knock-down shape) is built in sections and is easily put together. A door, in two sections, 17 inches wide and 34 inches high, gives the caretaker free access when necessary. The adjustable hoods offer protection against the sun and rain, and during cold weather they may be lowered flat against the front.

The sides and ends of the Cyphers Colony Houses are painted a neat shade of green, and the roof is red. A comfortable perch is provided. We have sold great numbers of these houses, some customers buying from 20 to 50 each. We ship them in knock-down shape, thus securing the low freight rates charged on ordinary lumber.

Price of Cyphers Colony Houses

Each \$12.00 In lots of six, each . \$11.50
WEIGHTS: One, 120 lbs.; six, 720 lbs.

The Cyphers Colony House, Showing Roost in Position, Hoods Closed, and Upper Section of Door Open.

Cyphers Model Brood Coop for Raising Chicks

For Hen with Chicks, for Raising Day-Old Chicks and for Colonizing Growing Stock

THE Cyphers Model Brood Coop is intended for a hen with chicks, but may be used as a home for the chicks long after they are weaned by the hen; also for day-old chicks that are being raised in warm weather without artificial heat; also for chickens that are old enough to be taken from the brooder or brooder house and colonized out of doors.

Cyphers New Model Brood Coop is 4 feet 6 inches wide, 2 feet deep, 1 foot 9 inches high in front, and 1 foot 3 inches high at the rear. As will be seen in the illustration, it has two apartments—a *closed or house part*,

and a wire-enclosed shelter or exercise room. The house part—1 foot 9 inches x 2 feet—is provided with a removable floor, and is separated from the exercise room by a *wooden partition* with galvanized wire-cloth window and door which admit light and air. The exercise room—2 feet 6 inches x 2 feet—is closed at the end and screened with fine-mesh galvanized-iron wire back and front, providing a roomy shelter for the inmates. The combination door in the front of coop permits the chicks to enjoy the advantage of free range, while the mother hen is safely confined. A number of these coops with broods of chicks may safely be placed in the garden or berry patch, *where the little chicks can range at will* and thrive on bugs and worms without injury to the garden or crops. In addition to protecting the chicks from the weather, the Cyphers New Model Brood Coop provides safety from cats, rats, etc.

Cyphers New Model Brood Coop is attractively painted in green and red, and if properly cared for *will last many years*. It not only will serve all purposes for which it was designed, but at the same time will make more attractive the part of the farm or yard that so often is disfigured by ill-advised attempts at cheap construction. The price of Cyphers New Model Brood Coop is lower than a coop of equal quality and workmanship can possibly be built for by home mechanics.

Price of Cyphers New Model Brood Coop

Each \$4.00 In lots of six, each . \$3.85

WEIGHTS: One, 42 lbs.; six, 252 lbs.

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Cyphers Model Coop for Raising Chicks.

CHAPTER I

HOW TO GET TWICE AS MANY EGGS FROM THE SAME NUMBER OF HENS

Means by Which the Egg-Yield of the Average Flock of Layers Can be Doubled. Some Hens Lay Twice and Three Times as Many Eggs as Others. Let us Weed Out the Drones. Trap-Nesting is the Means of Proof. Value of Comfortable Quarters, Suitable Food and Good Care

(Copyright January, 1912, by Cyphers Incubator Co., Buffalo, N. Y.)

HOW to get twice as many eggs from the same number of hens" is not a catch phrase, is not some "fake" idea or "system" plan—it is a straight and simple business proposition. The average farmer or farmer's wife, we might say the average poultryman, can double the egg yield without keeping any more hens than at present, if they wish to do so and will follow the plan here described and recommended.

This desirable result cannot be obtained where the layers are given free range, not definitely and satisfactorily, because there is no way to make sure, under such conditions, how many eggs each hen in the flock is laying—not while they are depositing their eggs in hedge rows, under barns, in hay lofts, etc. To put this plan into successful use, it is proposed that the fowls shall be comfortably housed and yarded—also that they shall be fed and cared for in a manner that will enable them to do their best work in egg production.

Food that is eaten by domestic fowls has three main functions to perform—to supply flesh, bone and feather tissue, to supply heat, and to supply the materials of which the eggs are composed. If the food is insufficient for the bodily requirements of the fowl, including warmth, we cannot reasonably expect her to produce a large yield of eggs. Her bodily wants must first be supplied—then if she has a surplus of "food units" she can convert this surplus into eggs.

First, as regards suitable quarters. The hen should be given enough food to keep up her bodily weight, to restore all waste in body tissue, and enough more food to supply heat—to keep her blood rich in fats and her body warm. Comfortable quarters for the fowls, especially in cold weather, will save "food units" that otherwise would go to produce bodily heat. Hens that are permitted to roost in open sheds or other exposed places, cannot be brought to lay well in the winter time. Too many of the "food units" consumed by them are used in keeping the body temperature up to normal.

USE OF TRAP-NESTS.

Showing Leghorn Hens waiting to be released from type of Trap-Nest used in Passageway Poultry House on Cyphers Company Poultry Farm.

PARTS OF HOME-MADE TRAP-NEST.

Fig. I—A—Galvanized Iron Door, 9 x 9 inches square. Edges turned to stiffen. Upper edge has No. 9 fence wire inserted in fold, this wire extending about $\frac{3}{4}$ of an inch at each end beyond sides of door. B—Wooden Trigger, $\frac{3}{8}$ x $\frac{3}{4}$ of an inch in width and thickness, by $2\frac{3}{4}$ inches in length. Has notch cut in lower end. Upper end has common wire staple driven in part way, with an extra staple looped through this one. Is fastened to cross Top Rail (see Fig. II) so that galvanized iron door will just clear it nicely when raised. C—Top Rail $\frac{3}{4}$ of an inch x 2 x 12 inches. Trigger (B) is to be attached to this Rail. D and E—Front and back of nest—duplicators, $12\frac{1}{2}$ inches wide x $10\frac{3}{4}$ inches high. Bottom Rail, $\frac{3}{4}$ of an inch x 3 x $12\frac{1}{2}$ inches. Top Rail, $\frac{3}{4}$ of an inch x $1\frac{1}{4}$ x $12\frac{1}{2}$ inches. Side Rail, $\frac{3}{4}$ of an inch x 2 x $6\frac{1}{2}$ inches. Strips are $\frac{3}{8}$ x $\frac{3}{4}$ of an inch x $10\frac{3}{4}$ inches. Back of nest can be made solid if desired. F and I—Sides of nest each $\frac{5}{8}$ of an inch x $10\frac{1}{2}$ x $20\frac{1}{2}$ inches. G—Bottom of nest or floor, $\frac{3}{8}$ of an inch x $12\frac{1}{2}$ x $20\frac{1}{2}$ inches. H—Strip $\frac{3}{4}$ of an inch x $2\frac{3}{4}$ x 12 inches. Used mid-way between front and back of nest to hold nest material in place. See Figs. II and III, next page, for construction of nest and nest in use.

The farmer, therefore, who prefers to allow his hens to run at large and shift for themselves, will not be able to double the egg yield of his flock, unless he is willing to adopt a different and better method of keeping poultry. Fowls running at large on the average farm are profitable—no doubt of that; but in order to double the egg yield and thus increase the profits to a large extent the poultry keeper or farmer-poultryman will find it necessary to adopt a plan that will enable him to know definitely what results are being secured by his extra efforts.

HOW TO GET TWICE AS MANY EGGS FROM THE SAME NUMBER OF HENS

ENTERING TRAP-NEST.

Fig. II—Shows hen entering Trap-Nest that is built of pieces shown in Fig. 1. Near side of Nest Box is omitted in picture to show construction and use. Letters agree with Fig. 1.

According to the United States census of 1900, the average American hen twelve years ago laid only sixty-six eggs per year—and this was not at all bad, when we consider the indifferent way in which a large majority of farm fowls are kept and fed. We are told that in 1910 the yearly egg yield of the average American hen had been increased to eighty eggs, a gain of fourteen eggs per hen per year in the ten years between 1900 and 1910, but the official United States census figures covering this matter have not been made public up to this date, December 1, 1911.

We should judge that if the average farm hen is laying eighty eggs per year at the present time, she is doing quite well, considering the average conditions under which she is compelled to do the work. Of course this average, low as it is, is helped out greatly by the pure-bred poultry now found on many farms and by the good laying that is being done by farm fowls that are well housed and that receive favorable treatment.

But allowing that the average farm flock is now producing eighty eggs per hen per year, this number of eggs can easily be doubled—can readily be increased to an average of one hundred and sixty eggs per hen per year for the twelve months of heaviest egg production in the lifetime of each layer, *i. e.*, between the ages of six months and eighteen months, on the average. Many a hen in the average farm flock is laying less than eighty eggs per year—a good many less. Some are laying less than sixty eggs, others less than forty and plenty of them only twenty-five to thirty eggs. Testing the matter will prove this surprising statement to be a fact.

In starting out to double the egg yield without increasing the number of layers, we should provide suitable quarters, should select long-bodied, deep-bodied birds, should use pullets and yearling hens, should feed well on egg-forming foods, and should adopt some simple plan of trap-nest that will enable us to "prove up" our success—that will make it possible for us to tell which layers are doing good work and to weed out the drones, the poor layers.

Six and seven years ago when we began the work of establishing heavy egg-yield strains of fowls on the Cyphers Company Poultry Farm, Elma, N. Y., (see pages 130 to 141, inclusive, this catalogue) we were surprised to find that we had Leghorn hens in our flocks that laid less than ninety eggs each per year, Barred and White Plymouth Rocks that laid less than eighty eggs each per year, and White Wyandottes that laid less than seventy eggs each per year—all of these hens being less than three years old at the time. And the original stock had been purchased from some of the foremost poultrymen of this country.

At present, after five, six and seven years of special care and trap-nesting, we have scores of Leghorns with egg records ranging from 200 to 251 eggs per hen, have Barred and White Rocks with records of 200 to 236 eggs, have White Wyandottes that have laid 200 to 237 eggs

per hen in one year, and Rhode Island Reds and White Orpingtons that have done quite as well.

Selection of the best individuals will help a great deal, good care and proper feeding are necessary and comfortable quarters are essential, but it takes the trap-nest to "tell the story"—to enable the owner of the birds or the caretaker to find out, to know positively, which hens are producing the most eggs; therefore, we are presenting herewith illustrations of a simple style of trap-nest, with dimensions and instructions for home manufacture. There are a dozen or more trap-nests on the market, most of them selling at low prices. The one illustrated and described herewith can be built in an hour's time by any person who is handy with tools, and will serve the purpose first-rate. For type of trap-nest used in long passageway poultry houses on Cyphers Company Poultry Farm, see Cyphers Company Service free bulletins Nos. 17 and 18, entitled respectively "Trap-nesting to Increase Egg Production" and "Line Breeding to Increase Egg Production." Full liberty is hereby given to Cyphers Company customers to use either of these trap-nests in any number desired.

The layers that are to be trap-nested should be equipped with leg-bands, each band bearing a different number. These bands are made in several styles.

There should be about three-fourths as many trap-nests as there are layers—that is, for eight or ten large-breed hens like Brahmas, Langshans, Orpingtons, Plymouth Rocks, etc., we would recommend six to eight nests to the breeding pen, or eight to ten nests for every twelve to fourteen Leghorns.

Despite your best efforts, and even if a nest were provided for every hen in the pen or flock, some of the pullets or hens will persist in laying on the floor of the house or will drop some of their eggs on the roost boards, or out in the yard. This is inevitable, and such eggs should be marked "Not trapped." They cannot be credited to the hen or hens that laid them.

Where trap-nesting is practiced the layers should be released and the eggs marked and gathered three or four times daily, especially during freezing weather. The hen cannot leave the nest box until she is released. There is plenty of room for her to get off the nest, thus saving the egg from breakage, and there also is plenty of air. At the time the hen is released her leg-band number is marked on the egg, also the date, in case it is desired to keep track of the freshness of the egg. The eggs are removed from the nest at this time and the trap-door is reset, thus placing the nest box in readiness for the next layer that desires to use it. And this is all there is to the operation. By this simple process, however, we are able to learn which hens are laying and which are not; also exactly what size and shape of egg is produced by each layer in the trap-nested flock; also which hens lay fertile eggs and which lay the infertile ones.

HEN ON THE NEST.

Fig. III—Shows interior of Nest Box allowing ample room for hen to move about after she has laid.

CYPHERS COMPANY'S NEW POULTRY FOOD AND ALFALFA MILL.

This substantial and strictly modern building was erected during the summer and fall of 1910, in the Central Manufacturing District, 37th Street and Ashland Ave., Chicago, Ill., by Cyphers Incubator Company, and is by far the largest and best equipped mill of the kind in the world. It represents an investment of \$140,000, and is complete in all details. Ground dimensions, 60 x 240 feet; floor heights, 12, 16, 14 and 12 feet. Inside grain storage room, 60,000 bushels; outside, 150,000 bushels. Present daily capacity, twelve cars, one shift; two shifts, twenty cars. Prospective daily capacity, thirty-six cars. Double railroad switches on both sides of building with capacity of twenty loaded cars. Mill section is devoted exclusively to manufacture of Cyphers Sealed-Bag Brand Poultry Foods and Alfalfa Products.

CYPHERS POULTRY FOODS

INCLUDING CHICK, DEVELOPING, GROWING, LAYING,
FATTENING, SCRATCHING, FERTILE EGG AND PIGEON
FOODS, GREEN ALFALFA, HIGH PROTEIN BEEF SCRAP

NOTICE For the protection of our customers, all Cyphers Ready-Mixed Poultry Foods and Alfalfa Products are put up in 50 and 100-pound sealed bags and packages, bearing the Cyphers Trade-Mark, each bag being sealed with a lead seal with the word "Cyphers" stamped on one side and the word "Buffalo" on the other. Photographic reproductions of both sides of seal are shown herewith. Customers should refuse all bags which do not bear our seal, also those on which the seal has been broken or removed

CYPHERS Incubator Company is conducting at Elma, N. Y., a suburb of Buffalo, *the largest and best equipped all-purpose poultry plant in the world.* We place special emphasis on the term "all-purpose." On this farm we raise chickens, turkeys, ducks and geese—everything *standard-bred*, no mongrels, no nondescripts. June 30, 1911, at inventory time, there were *more than 11,000 head of poultry* on the Cyphers Company Poultry Farm.

All work on this fifty-acre poultry plant is done with some definite object in view. Here we are *testing different methods*, proving or disproving different theories and claims—weeding out the worthless and *holding fast to that which is good.* And this work, in nine cases out of ten, is being done with the object of benefiting Cyphers Company customers—of placing them in a position *to attain greater success*, because the better they are able to do *and the larger profits they are able to make*, the more of our manufactures they will need *in carrying on an increased business.*

By "all-purpose" is meant that we are testing and proving on Cyphers Company Poultry Farm practically every popular and worth-while branch of the poultry industry. The main point is that we desire to be in a position *to know what we are about*—to be able to instruct and advise our thousands of customers *on the basis of actual experience*—on the solid ground of *proved results.* That is why we call our poultry plant an Experiment and Demonstration Poultry Farm. Here we test and prove all goods of our manufacture, *but what is of even greater importance*, on this fifty-acre poultry plant which has cost us more than \$50,000.00, exclusive of the value of the fowls thereon, we are *testing and proving the methods we recommend and the advice we give.*

This is not strictly a *commercial poultry plant.* It is not conducted with the object of seeing how much money we can make each year or season by the sale of poultry and eggs. Yet we want it to be self-supporting and mean that it shall be. But the *main objects* of conducting this poultry establishment *are as here stated.* It is essentially an experiment and demonstration poultry farm, and the chief aim is to find out for ourselves "what is what" in the profitable production of poultry and eggs, so that we can be of *great practical service* to Cyphers Company customers.

Three Problems of Far-Reaching Importance to Poultrymen

FOR TWELVE YEARS Cyphers Incubator Company *has been working hard*, at large expense, trying to help solve three problems of *great and far-reaching importance* to the Poultry Industry and to individual poultry raisers. These problems are:—

First—How to reduce the *enormous loss* of newly-hatched chicks that is caused by improper feeding;

Second—How to enable poultry raisers to produce the best broilers and roasters *in the least time*, at lowest cost;

Third—How to increase the *average egg-yield per hen* and thus add greatly to the profits of the poultrymen and to the sum total of National wealth.

Every year in this broad land *millions of eggs* are set and many hundreds of thousands of chicks are hatched, but who can tell us what per cent. of these chickens *are raised to maturity?* One thing is sure: If the census takers for 1910 had reported on this death rate, *on this enormous national loss*, the facts would have been astonishing. And this great, but needless, waste occurs every year of our lives!

THE MAIN CAUSE of this country-wide waste in chick-life is the very general practice of feeding the chicks wet mash, sour or unclean food and guess-work,

TESTING FOOD VALUES.

A Nine Pound and Four Ounce Barred Plymouth Rock Capon on the Scales. Produced on Cyphers Company Poultry Farm Summer and Fall of 1911.

VIEWS IN CYPHERS COMPANY'S POULTRY FOOD MILL—FROM PHOTOGRAPHS.

Producing Clean and Wholesome Balanced-Ration, Ready-Mixed Poultry Foods that are Uniformly Granulated and of Exact Proportions is a Complicated Process—Far more than the average Poultry Man or Woman would imagine.

coarse-grain mixtures. *The absolute remedy* is the use of dry-grain, *well-granulated*, machinery-mixed chick food, composed solely of sound, wholesome grains that are *rightly balanced* to supply every need, every requirement of the growing chick—*bone, sinew, flesh and feathers*.

Greatest of Modern Discoveries in the Poultry Field

Among all the valuable discoveries made in behalf of poultry keepers during the last dozen years, the greatest *in vital importance* is the use of dry-grain, evenly granulated, properly-balanced food *for little chicks* in place of the raw and "cooked" messes and the coarse-grain, irregular mixtures that were fed to chicks "any old way" *until recent years*, even by well-informed poultry raisers.

Open-front or curtained houses for adult fowls, thereby doing away with frosty walls and moisture-soaked, *disease-breeding* litter was a valuable discovery. The self-regulating and self-ventilating type of brooding hover *without central heat dome*, which prevents the chicks from over heating, from chilling and crowding and from *breathing vitiated air at night*—this also was a long step in advance. And the introduction of *hopper-feeding* for adult fowls and of *deep-litter feeding* for chicks was an important addition to the practical knowledge of up-to-date poultry keepers.

But the discovery of the great *benefits* to be obtained by the use of a dry-grain, well-granulated, properly-balanced, scientific ration for *little chicks*, whether hatched in incubators or by hens, *was by long odds the most valuable*, because of the actual saving it produces for *each individual poultry raiser* and the enormous annual waste it is certain to stop *as soon as it is everywhere adopted*.

VIEWS IN CYPHERS COMPANY'S POULTRY FOOD MILL—FROM PHOTOGRAPHS.

These Sample Pictures Illustrate the Character and Amount of Machinery Required in Manufacturing The Cyphers Company's Sealed-Bag Brand of Special-Purpose Poultry Foods—Foods that Positively Will Produce 20 to 50 per cent. Better Results Than Any Other Brand on the American Market.

Roasting Chickens (Soft Roasters) Produced on Cyphers Company Poultry Farm, Season of 1911. By use of Cyphers Company Balanced-Ration Poultry Foods. Birds were killed when 20 weeks old and averaged 6 lbs. each dressed.

For example, take this matter of producing choice market poultry—of forcing broilers, or of developing soft-meated, plump, yellow-skinned roasting chickens for the table. Are you sure, Reader, that you are conducting your poultry work in the best way for your own profit?—that you are feeding your chicks and fowls in the right manner and feeding *the right ration*? If you are not sure about this, would it not be a good idea—a safe plan—to try our method, our special Fattening Mash just once? The experiment *will mean far more to you* than it can possibly mean to us.

By adopting *our method*—by purchasing *one single bag* of our Sealed-Bag Brand Forcing and Fattening Food—you get the *full benefit* of our twelve years' experience. And we ask you in this connection to remember that we have spent *thousands of dollars* in experiments, have paid for many costly analyses of grain and food formulas, have invented and patented *special mixing machinery*, have established a \$50,000.00 poultry farm of fifty acres in extent *for demonstration work*, have sent men to foreign countries to study the poultry feeding problem, and last, but by no means least, have erected at Chicago, Ill., the world's great central grain market, the *largest, best equipped and most modern* poultry food and alfalfa mill in existence.

ALL THIS HAS BEEN DONE IN THE BEST INTERESTS OF OUR CUSTOMERS. Today we offer the patrons of Cyphers Incubator Company the benefit of every dollar we have expended, of every fact we have learned, of every bit of knowledge we possess—*the fruits of our twelve years of hard work in this important field of investigation and progress*. That is what a Sealed Bag of Cyphers Poultry Food *actually contains*—and the most successful poultry raisers in America have found it out, *to their immediate and lasting profit*. If you, Reader, are going into any branch of the poultry business, *go in right*. If you are now in the business, make sure that you are *up-to-date*, that you are keeping *abreast of the times*, that you are using good judgment and doing *the self-evident things* which will enable you to get out of the poultry business *all there is in it*.

The Average Egg Yield of Hens Can and Should Be Doubled

According to the census of 1900 the average American hen laid only sixty-six eggs per year. What the average egg yield per hen was for 1910 no one can tell until the complete census figures are published. But it is now a well-known fact that a pullet-hen (a hen six to eighteen months old) can easily be brought to

The Profitable Production of Broilers, Soft Roasters, etc.

It is odd how little we know, as a general rule, of what other people are doing, *even in our own line of trade or business*. Keeping abreast of the time is not an easy task! Doing things "in the same old way" becomes a habit with most of us. But it is very likely to be a costly habit—because of losses sustained, because of chances missed, because of wasted energy, because we are growing older *one day at a time*.

Barred and White Plymouth Rock Capons produced on Cyphers Company Poultry Farm during 1911 by use of Cyphers Company Sealed-Bag Brand Poultry Foods. These birds at 7½ to 8 months old, weighed 9½ to 11 lbs. each.

CYPHERS POULTRY FOODS—THEIR VALUE IN PRACTICAL RESULTS

lay *twice sixty-six eggs* during this most productive period of her life and it is well for us to consider what it would mean to poultry raisers and to the National wealth of the country *if an average of one hundred and thirty-two eggs per hen could be established in place of sixty-six eggs per hen.*

Hon. James Wilson, Secretary of Agriculture, Washington, D. C., reported in his Ninth Annual Report dated November 22, 1905, that the hens of the United States that year *laid twenty billion eggs.* This enormous production could have been increased *at least one-half* by special care and feeding—the result being an enormous addition to the National wealth of the country and *a great increase in the profits of poultry keepers.*

CYPHERSEGG-YIELD MASH, SHORT-CUT ALFALFA AND HIGH PROTEIN BEEF SCRAP, when fed according to the few and simple directions found in our booklet "Foods and Feeding," *will positively increase the egg yield* of the average flock of hens twenty-five to fifty per cent.

These food products, fed as we direct, *have never failed* to produce satisfactory results where fowls are given a fair chance in houses, barns or other quarters that protect them to a reasonable extent on stormy days and at night. We do not warrant our foods and feeding methods to make hens lay that are left to roost in trees and that must eat snow, for example, in place of having water supplied them; but if they

are housed in ordinarily comfortable quarters you can rely on getting *one-fourth to one-half more eggs* if you use Cyphers Laying Food, Green Alfalfas and Beef Scrap. *In many cases the egg yield has been more than doubled within two weeks time by the use of these foods.* Order an assortment of five bags (two of Laying, two of Short-Cut Alfalfa and one of Beef Scrap) and *test our claims.*

Figure up what this increase will mean to you in the fall, winter and early spring when eggs are most in demand—*when prices are highest* and the profits largest. Consider also what it will mean to the Poultry Industry when enterprising, progressive poultrymen and women by the use of reliable, guaranteed methods are able to add ten billion eggs to the annual production of the American hen! The increase in National wealth will be something enormous, and the much greater profits to poultry raisers *are well worth striving for.*

Pair of Roasting Ducks (Pekins) produced on Cyphers Company Poultry Farm, 1911. Raised on Cyphers Company Foods. Weight of pair at 14 weeks old, 12½ lbs. (Not fattened.)

PREMIUM-PRICE POULTRY

Fancy Prime Roaster produced on Cyphers Company Poultry Farm, 1911, by use of Cyphers Company Sealed-Bag Brand Poultry Foods. Weight (dressed) 6 lbs. at 20 weeks old.

CYPHERS INCUBATOR COMPANY is doing its share to help bring about this great increase. Are you, Reader, doing yours? Our interests are practically the same. The Poultry Industry of *which we form a part* is no longer a small and insignificant affair. Today it is of immense proportions and is worthy of our best thought and efforts. Furthermore, it is highly profitable if gone at in the right manner. *We are doing our best to help point the way.*

More Than \$250,000 Worth Used Last Season

Last year down-to-date poultry raisers of the United States, Canada, Mexico, Europe, South America and South Africa used *more than a quarter of a million dollars worth* of Cyphers Sealed-Bag Poultry Foods and Alfalfa Products. During 1912 they will use still larger quantities. And these successful, progressive, wide-awake poultry men and poultry women have not hesitated to tell others the good news! Brief extracts from their letters of endorsement will be found scattered through the pages of this catalogue. On pages 125, 126 and 127, are quite a number of reports of this kind selected from the many we received.

We ask you to read what these customers say, many of whom have been using our poultry foods *exclusively* for years. *They*

READY FOR PACKING

Fancy Prime Roaster Produced on Cyphers Company Poultry Farm, Wrapped and Ready for Packing in Special Carton on which it rested when photograph was made.

know! They have paid the price, *used the goods*, watched the results, *benefited* by the difference in value—therefore their signed and dated statements of fact should carry weight, should convince you that there is truth in what we say, *in our strong claims of merit and superiority*. Cyphers Ready-

Two-lb. Fancy Broilers produced on Cyphers Company Poultry Farm by use of Cyphers Company Sealed-bag Brand Poultry Food. Broilers are wrapped ready to be packed in cartons and marketed.

Mixed, Sealed-Bag Poultry Foods cost a few cents more per bag than do the ordinary brands sold in bulk or in unsealed bags, but the difference in value is there *every time*. *What our customers have said* has convinced us that there is no other brand of poultry foods on the American market at the present time that comes within twenty to forty per cent. of equalling the Cyphers Poultry Foods *in feeding value and in practical results*.

The Cyphers Company Poultry Foods are Guaranteed by Us

CYPHERS POULTRY FOODS, as they exist today, are the result of years of careful investigation on the part of men who have gathered the world's best knowledge on the value of food stuffs—*who have studied the science of feeding domestic fowls*, and have applied this information to the practical, every-day needs of poultry raisers *in all branches of the industry*. This work has been faithfully performed, *our customers have testified to its success*, and we hereby assure them that the quality of these foods *will not be allowed to deteriorate*, regardless of competition in the form of inferior foods sold at lower prices.

We grind, mix, sack and seal all Cyphers Poultry Foods and guarantee them to consist of sound and wholesome grains. *No weed seeds, by-products or inferior materials of any kind are used in their manufacture*. As a word of warning, let us state in this connection that the ordinary miller positively cannot duplicate these balanced-ration, machinery - mixed poultry foods. This is true, *first*, because he does not possess the special knowledge; *second*, he does not have the necessary machinery.

Owning our own mill, the most complete in the world, and *buying our grains solely for the purpose of making poultry foods*, we are in a position, on the authority of expert analyses and repeated experiments, *to guarantee all Cyphers Brand Poultry Foods to be sound and wholesome and to contain the proper ingredients in the right proportions to accomplish the results for which they are recommended*.

Remember that our foods are *twelve years tested*. When you buy and use them you take no chances. Look for the Cyphers trade mark! *Demand the sealed bags*. Accept no substitute as being "just as good." If you pay for the *genuine article*, see that you get it.

Our Book No. 8, "Profitable Poultry Feeding," Free to Customers

TO EVERY PURCHASER of Cyphers Poultry Foods it is our practice to supply free a sixteen-page booklet entitled "Foods and Feeding," which gives definite information on how to use Cyphers Poultry Foods. Additional to this (for the season of 1911-1912) we shall give *to every customer* who buys a 100-pound bag of Cyphers Chick, Developing, Fattening, Growing, Fertile Egg, Laying or Scratching Food, a copy of Book No. 8 of the Cyphers Series on Practical Poultry Keeping, entitled "Profitable Poultry Feeding," a book of sixty-four large pages

that contains much valuable information on the *most successful methods of poultry feeding*, both for chicks and adults. Only one copy sent to each customer. Ask for your copy when you send in your first order.

DURING 1912 we shall give away thousands of copies of this book so that every Cyphers Company *poultry food customer* will be sure to profit by the timely and important information it contains. Reading this book will help you to raise a *larger percentage* of the chicks you hatch, will ensure *more rapid growth*, will give you a *greater egg yield*, and will enable you to secure these results at *less cost for feed and labor*, thereby reducing the work necessary to be done in the care of chicks and fowls and *increasing your profits* therefrom.

Moreover, we look at it in this way: If you buy a 100-pound bag of our poultry foods (any kind) and *use it as we recommend*, this will place you in a position to compare the article itself with other brands on the market, also to test the actual results obtainable by the use of our foods and our methods—which *cannot fail to be to our mutual advantage*.

A copy of this Book will be mailed FREE to any one upon request.

One copy sent FREE to each Customer Buying Cyphers Company Poultry Foods.

Cyphers Chick Food

A Complete, Scientifically Compounded Food for Young Chicks. No Weed Seeds, By-Products or Grit. Is Composed Solely of Sound, Sweet Grain

WE WERE PIONEERS in the manufacture and sale of granulated, dry-grain food for little chicks. Our brand of chick food has been in successful use twelve years! *We sell millions of pounds of it every season.* Each spring and summer a rapidly increasing number of experienced, successful poultry raisers use no other grain food for their small chicks. Year after year the same customers buy and use it because they get *unequalled results* and

have found they can rely on its *uniform quality*. All chicks produced on the Cyphers Company \$50,000 poultry farm are fed this food and we grow them *every year by the thousands*.

CYPHERS CHICK FOOD consists of six different grains and is a properly-balanced, long-tested, *scientific ration*. It is a complete food for young chicks—no other grain ration being required or advisable. This food is guaranteed by us to be composed entirely of sound and wholesome grains—no weed seeds, no by-products, no waste materials, no grit. It is granulated and mixed by special, patented machinery and is always the same—*always reliable*.

CYPHERS CHICK FOOD—the genuine article—is put up in sealed bags to *prevent substitution* and to protect the interests of thousands of earnest men and women who year after year are raising chickens the “Cyphers Company way.”

CYPHERS CHICK FOOD is sold in 50 and 100 pound, tightly woven burlap bags. To every customer we furnish free, postpaid, full directions for *correct feeding*. A 100-pound bag will feed one hundred newly-hatched chicks the *first four weeks*, or will feed fifty chicks six to seven weeks. One pound of this balanced ration, well granulated food *will go as far and do more good* than two pounds of ordinary waste product “chicken feed.” It is always ready to use—and there is no waste. It *preserves* perfect chick health—the natural state; it *insures rapid growth* and is equally valuable for hen hatched and incubator chicks.

Prices of Cyphers Chick Food

F. O. B. Boston, New York City, Buffalo, Chicago and Kansas City.

50-lb. bag	\$1.40
100-lb. bag	2.50

F. O. B. Oakland, Cal.

50-lb. bag	\$1.65
100-lb. bag	3.00

SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for *assorted orders*, including foods, alfalfa and beef scrap.

Address nearest branch house. Sample mailed free on request.

Cyphers Developing Food

For Promoting the Growth of Young Stock. A Carefully Balanced, Dry Grain Ration, Prepared Expressly to Follow the Use of Cyphers Chick Food

AS ITS NAME IMPLIES, this is a special dry grain mixture intended for *properly maturing chicks* after they are ready to be weaned from Chick Food, and to carry them along to the age when it is desirable to place Scratching and Laying Mash before the pullets.

CYPHERS DEVELOPING FOOD is properly balanced to supply the materials required for the *rapid growth of bone, muscle and feathers*. It is the best food on the market for developing

young stock for *show purposes or the breeding pen*, both in size and plumage, and also for hastening the growth of chickens that are being raised for *market purposes*.

CYPHERS DEVELOPING FOOD contains a selected variety of grains, in *sizes and quantities* exactly suited to the purpose for which it is intended. It insures uniform and even growth, *with normal health and feathering*. During the period when the chicks are growing rapidly and *feathering out* it is as beneficial in results as our Chick Food. Should be fed between the ages of four and twelve weeks.

CYPHERS DEVELOPING FOOD is a dry grain mixture. It may be fed from hoppers if desired, but we recommend that for best results it be scattered broad

cast or in litter so that the sturdy, active chicks can work for it, as *exercise is required* to aid normal digestion and promote health. Developing Food should be fed three times a day in deep litter, and a hopper of Cyphers Growing Mash should be kept constantly before the growing stock. See that they are supplied also with oyster shell and grit.

The quality of the poultry meat produced, where Cyphers Developing Food is used in connection with Cyphers Growing Mash, will be found to be *much superior* to that of ordinary farm-fed chickens, and the Cyphers-fed specimens will be as plump and fat as it is desirable for healthy growing chicks to become.

CYPHERS DEVELOPING FOOD is sold only in 50 and 100 pound sealed bags, bearing the Cyphers Company trade mark and closed with a Cyphers lead seal. Directions for feeding supplied free to every customer.

Prices of Cyphers Developing Food

F. O. B. Boston, New York City, Buffalo, Chicago and Kansas City.

50-lb. bag	\$1.25
100-lb. bag	2.25

F. O. B. Oakland, Cal.

50-lb. bag	\$1.50
100-lb. bag	2.75

SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for *assorted orders*, including foods, alfalfa and beef scrap.

Address nearest branch house. Sample mailed free on request.

SPECIAL—Be sure to read “Assorted Order” notice, see page 153.

Cyphers Fattening Mash

Specially Designed to Promote Rapid Formation of Flesh in the Profitable Production of Broilers, Roasters and Capons

TO SECURE THE HIGHEST MARKET PRICE for dressed or live poultry, it is necessary to place the fowls on the market in an attractive condition so that they will possess both the *quality and quantity* of meat required by consumers who are willing to pay the top prices for an article of food that meets their wishes.

A **HEAVY FOWL** is not necessarily up to these requirements. The weight may be made up chiefly of bone—the frame of a

fowl may be big, but it may carry but little meat. To be entitled to the highest market price the fowl must be "finished;" it should have a liberal supply of soft, tender meat on its frame, and this can be obtained *only by the finishing or fattening process*, whether the fowl is intended for broiler, roaster or capon.

THERE POSITIVELY is no other finishing food on the American market that is worthy to be compared with Cyphers Fattening Mash. This is true for the reason that this composition, like all other Cyphers brand poultry foods, is the result of *years of experience* and is prepared

by *poultry experts*, by men who have studied carefully the *exact requirements* and who have at their command the best equipped poultry food mill in the world. Cyphers Fattening Mash, when fed according to our directions, *will produce results that cannot be obtained by any other method.*

FOR THE PROTECTION of our customers against adulteration or substitution, Cyphers Fattening Mash is put up in 50 and 100 pound sealed bags only, *every bag bearing our registered trade mark.* Directions for feeding are supplied free to every Cyphers Company customer.

Prices of Cyphers Fattening Mash

F. O. B. Boston, New York City, Buffalo, Chicago, and Kansas City.

50-lb. bag.....\$1.25
100-lb. bag.....2.25

F. O. B. Oakland, Cal.

50-lb. bag.....\$1.50
100-lb. bag.....2.75

SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for *assorted orders*, including foods, alfalfas and beef scrap.

Address nearest branch house. Sample mailed free on request.

Cyphers Fertile-Egg Mash

A Properly Balanced, Bulky Mash, the Purpose of Which is to Secure the Maximum Number of Fertile Eggs

EVERY experienced poultryman realizes that in addition to proper care and management, intelligent feeding is necessary, if he is to secure from his fowls the maximum number of strongly fertile eggs. To secure a large number of eggs is one thing—to have these eggs well-fertilized and rich in chick-forming materials is a different matter. Cyphers Laying Mash is meant to *increase the yield of eggs*, regardless of whether they are to be marketed as "sterile" or "germless" or are to be produced under ordinary conditions.

On the other hand, Cyphers Fertile-Egg Mash has for its special object the *production of well-fertilized eggs* in large numbers—eggs that possess in abundance, also in proper proportions, the rich materials needed to develop and feed the chick embryo so that the chick at hatching time will be large, vigorous and in perfect health.

Cyphers Fertile-Egg Mash, therefore, is not to be fed for the single purpose of forcing egg production. Its mission is to aid the fowls in producing the *maximum number of strongly fertilized eggs*—the largest number of such eggs that a fowl can produce in normal condition and still remain in perfect health.

Fanciers and market poultrymen whose aim it is to secure the best hatching results will find that this mash will do the work—that surprisingly satisfactory returns can be secured by its use.

Cyphers Fertile-Egg Mash may be fed dry in hoppers, keeping a supply before the fowls at all times, or can be used as a wet mash, feeding it in this form once a day. Cyphers Scratching Food thrown in deep litter to keep the fowls busy, should be used also.

Cyphers Fertile-Egg Mash is sold only in 50 and 100-lb. sealed bags, bearing the Cyphers Company trade mark and closed with a Cyphers lead seal. Directions for feeding are supplied free to every customer.

Prices of Cyphers Fertile-Egg Mash

F. O. B. Boston, New York City, Buffalo, Chicago, and Kansas City.

50-lb. bag.....\$1.25
100-lb. bag.....2.25

F. O. B. Oakland, Cal.

50-lb. bag.....\$1.50
100-lb. bag.....2.75

SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for *assorted orders*, including foods, alfalfas and beef scrap.

Address nearest branch house. Sample mailed free on request.

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Cyphers Laying Mash

A Balanced Ration of Ground Grains and Blood Meal, Ready Mixed for Hopper Feeding. Promotes Health—Increases the Egg Yield

THE POULTRY KEEPER who as a rule gets the poorest returns from his hens in the shape of eggs is the one who thinks that all they need is an irregular supply of wheat, corn, oats or some other one grain. To secure a large yield of eggs the fowls must be given an ample amount of strongly nutritious food that contains, in proper proportions, all the materials needed for egg making.

It was with the object of supplying these materials and thus inducing the hens to lay

more eggs that Cyphers Laying Mash was developed, based on years of experimenting. The number of eggs that are laid by the average hen may be said to pay for the cost of production; the additional 25 to 50 per cent. that can be obtained by proper feeding represents profit, and it is by feeding Cyphers Company's balanced-ration Laying Mash that these additional, profit-bringing eggs are obtained.

CYPHERS LAYING MASH is not in any sense a condiment or an egg stimulant. On the contrary, it is strictly A FOOD—a palatable, highly nutritious, balanced egg ration, ready mixed for the daily mash, and is manufactured by us to meet the demand of poultrymen, who as a result of unfavorable experiences with cheap mash foods manufactured from by-products and

inferior or damaged grain have learned the importance of using only such poultry foods as are produced from perfectly sound grains.

Poultrymen who wish to obtain the greatest food value for their money will realize that it is to their advantage to buy of manufacturers who are specialists in the production of poultry foods and who positively guarantee their goods under seal. We ask you to remember that there is a big difference between poultry foods made up of the *leavings and sweepings* of stock food and breakfast food manufactories, and the whole grains ground specially by us in our own mill—a mill that is devoted exclusively to the production of poultry foods.

FOR THE PROTECTION of our customers against adulteration or substitution, Cyphers Laying Mash is put up in 50 and 100 pound sealed bags only, every bag bearing our registered trade mark. Directions for feeding are supplied free to every Cyphers Company customer.

Prices of Cyphers Laying Mash

F. O. B. Boston, New York City, Buffalo, Chicago, and Kansas City.

50-lb. bag.....\$1.25

100-lb. bag.....2.25

F. O. B. Oakland, Cal.

50-lb. bag.....\$1.50

100-lb. bag.....2.75

SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for assorted orders, including foods, alfalfa and beef scrap.

Address nearest branch house. Sample mailed free on request.

Cyphers Growing Mash

An Easily Assimilated Food for Hopper Feeding. Promotes Rapid Growth of Bone and Muscle

DRY FEEDING of ground grains, properly balanced to accomplish definite results—using rat-proof food hoppers—is a practical and economical plan for feeding fowls that undoubtedly has come to stay. The early prejudice against "dry feeding by the hopper method" is rapidly giving way, because poultry men and women who try this plan invariably discover that it has important advantages.

Dry feeding of ground mixed grains, in rat-proof hoppers, saves labor, saves feed, and by this method the fowls

can be given the proper proportions of different food values, whereas if permitted to select their choice of grains, either whole or in cracked form, they will eat their fill of what pleases them, whether it is best for them or not. For example, the average fowl will eat whole corn to the entire exclusion of any other grain or food mixture, despite the fact that corn alone is not sufficient for their bodily requirements, nor as an egg-producing food.

We recommend that a hopper of Cyphers Growing Mash be kept constantly before the young stock. They will eat only such quantities as they require, but will go to this food frequently and its ingredients are such that the birds will develop rapidly, at the same time continuing in perfect health. This food contains ingredients not found in cracked grain mixtures—and it is these extra ingredients that fill out the ration and produce the desired result in the production of bone and muscle.

It should be remembered that when the object is to induce the rapidly growing birds to consume the maximum amount of food, a variety must be furnished. It was largely for this reason that Cyphers Growing Mash was placed on the market. We strongly recommend the use of Growing Mash in connection with our Developing Food until the chicks are three months old, when the Developing Food should be replaced by Scratching Food—both of these last named foods to be fed in deep litter.

Cyphers Growing Mash contains no by-products or damaged grains. It is composed exclusively of clean, sweet materials—absolutely nothing else enters into its composition. The results to be secured by its use will please you and prove highly profitable.

Cyphers Growing Mash is fed dry, just as it comes to you; therefore much labor is eliminated and the danger of sour food is entirely avoided. Our Growing Mash is sold only in 50 and 100-lb. sealed bags, bearing the Cyphers Company trade mark and closed with a Cyphers lead seal. Directions for feeding are supplied free to every customer.

Prices of Cyphers Growing Mash

F. O. B. Boston, New York City, Buffalo, Chicago, and Kansas City.

50-lb. bag.....\$1.25

100-lb. bag.....2.25

F. O. B. Oakland, Cal.

50-lb. bag.....\$1.50

100-lb. bag.....2.75

SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for assorted orders, including foods, alfalfa and beef scrap.

Address nearest branch house. Sample mailed free on request.

Cyphers Scratching Food

An Ideal Dry Grain Mixture—Affords Variety, Promotes Exercise, Insures Health and Vigor

SCRATCHING FOOD fills one of the most important requirements of the poultry raiser if correctly prepared. It is not sufficient to provide grain to be thrown into the litter of a "hen house," even if in imitation of the original Cyphers Company product it happens to bear the name of "scratching food."

A Scratching Food, rightly made up, is composed of such a variety of grains, properly balanced, as will meet a range of conditions extending throughout the

year, including the laying and breeding season, the moulting period, etc. A well composed Scratching Food must contain an attractive variety of grains such as will induce the fowls to scratch for more and keep at it. It must also be proportioned to meet the hen's requirements as an egg machine.

Such is CYPHERS SCRATCHING FOOD. Exercise is absolutely necessary to promote digestion, maintain health, insure a continuous egg yield and produce fertile eggs. Remember that breeding fowls cannot be kept vigorous and strong by any method that does not require exercise and plenty of it.

In selecting and preparing the grains and seeds for Cyphers Scratching Food we crack or cut them sufficiently small so that the fowls will have to work to find them and cannot eat the food all out of the litter in a few minutes. It would defeat the purpose to feed whole and not whole grains. While we leave some whole wheat in our Scratching Food, together with whole barley, buckwheat, sunflower seed, etc., still fully three-fourths of the mixture is as small as whole wheat. On the other hand, we screen out the meal and by this means avoid waste.

CYPHERS SCRATCHING FOOD is put up in 50 and 100 pound sealed bags, each bag bearing our trade mark. Directions for feeding are mailed free to every customer.

Prices of Cyphers Scratching Food

F. O. B. Boston, New York City, Buffalo, Chicago, and Kansas City.

50-lb. bag.....\$1.25

100-lb. bag.....2.25

F. O. B. Oakland, Cal.

50-lb. bag.....\$1.50

100-lb. bag.....2.75

SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for assorted orders, including foods, alfalfa and beef scrap.

Address nearest branch house. Sample mailed free on request.

Cyphers Pigeon Food

A Mixture of Properly Seasoned Grains, Specially Selected for Pigeons

IN COMPOUNDING a food for pigeons the proper selection of various grains is of great importance. The peas it contains should be of a certain age. The wheat must be red, never white. The proportions of millet, hemp-seed, kafir corn and all other materials that enter into it must conform to the known needs of the birds and be absolutely sweet and free from mustiness.

DURING THE BREEDING season and when squabs are to be

marketed, the importance of a correct food cannot be over estimated. The health of the birds and the rapid growth and weight of the squabs is dependent upon it. Squab raisers need to use every possible means to enable them to market squabs that will weigh above the average, as the largest profits are to be found in extra weight over and above the standard sizes. It costs no more to use a food that will produce these results than it does to travel in the old rut of haphazard feeding.

We have combined in CYPHERS PIGEON FOOD the most reliable and satisfactory mixture of the best

grains obtainable for this purpose. It is practically impossible for any feeder to purchase on the open market materials of this kind and quality and assemble them in the proper portions at as low a price as we offer our scrap-bag brand.

CYPHERS PIGEON FOOD is pronounced to be indispensable where the best results are desired and it is used extensively in lofts where the birds are in the healthiest condition and the output of squabs is heaviest. We advise that CYPHERS PIGEON FOOD be kept before the birds at all times in a suitable hopper, except in the case of Homers and Flying Tumblers in training, which should be fed at stated intervals, as this is an important part of the training.

Prices of Cyphers Pigeon Food

F. O. B. Boston, New York City, Buffalo, Chicago, and Kansas City.

50-lb. bag.....\$1.50

100-lb. bag.....2.75

F. O. B. Oakland, Cal.

50-lb. bag.....\$1.75

100-lb. bag.....3.25

SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for assorted orders, including foods, alfalfa and beef scrap.

Address nearest branch house. Sample mailed free on request.

1,000 TO 1,500 CHICKENS EACH YEAR

Pomfret Center, Conn., March 15, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Have used your Chick Food for five years and consider it the best feed on the market for small chicks. It is clean, free from dirt, pure and wholesome. It possesses the qualities to insure rapid growth of the chicks, early starting of the feathers and produces plump and vigorous bodies. Each year I raise from a thousand to fifteen hundred chickens on your Chick Food alone.

WALTER E. BROWN.

"CHICKENS ARE JUST CRAZY FOR THEM"

Chippewa Falls, Wis., May 2, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Send me as soon as possible another hundred pounds of Cyphers High Protein Beef Scraps and a fifty-pound bag of Cyphers Forcing Food. Your Beef Scraps are the best I have ever used. As soon as I put them in the hopper the chickens are just crazy for them. Your Chick Food cannot be beat. Therefore I am going to try Cyphers Forcing Food.

EDWARD WILKOMMEN.

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Cyphers Short-Cut Alfalfa

Guaranteed 95 Per Cent. Pure Alfalfa. Alfalfa Possesses From 14 to 17 Per Cent. Protein, Mangels, 1.5 Per Cent.; Grass, 6.65 Per Cent. Protein is the Most Valuable and Most Expensive Element in All Foods

AMONG GREEN FOODS for domestic animals and for poultry during the seasons of the year when fresh vegetation cannot be had *Alfalfa stands at the top*. For best results in the growth of chicks and to increase winter egg production, a vegetable food such as alfalfa is indispensable.

ALFALFA contains more protein than any other plant in general use as food, and if properly cured and pure it is cheaper. In other words protein, the most

valuable "content" of poultry foods, when bought in the shape of alfalfa, is low in price; but the alfalfa you use should be of good quality, free from weeds, grasses, etc., and should be *pea green when moistened*. Alfalfa must be properly cured and should be cut or ground immediately thereafter, otherwise it loses much of its nutritive value.

When used as the foundation of a moist mash, our **SHORT-CUT ALFALFA** is mixed dry with other foods and is then scalded or boiled with them, as the poultryman desires. When fed in connection with dry grains it should be scalded in a trough or other vessel and left for the fowls to eat at will.

CYPHERS FIELD-GREEN ALFALFA guaranteed 95 per cent. pure, is put up in 50 and 100 pound bags every bag bearing our trade mark and seal. Directions for feeding mailed free to every customer.

Prices of Cyphers Short-Cut Alfalfa

F. O. B. Boston, New York City, Buffalo, Chicago and Kansas City.

50-lb. bag	\$1.15
100-lb. bag	2.00

F. O. B. Oakland, Cal.

50-lb. bag	\$1.40
100-lb. bag	2.50

SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for *assorted orders*, including foods and beef scrap.

Address nearest branch house. Sample mailed free on request.

Cyphers Mealed Alfalfa

Guaranteed 95 Per Cent. Pure Alfalfa. Specially Suited to Small and Growing Chicks

MEALD ALFALFA is a boon to poultrymen when it is pure in quality and properly ground. We say this advisedly because there are a number of brands on the market sold as ground Alfalfa, mealed clover, etc., that are not pure alfalfa and are not properly mealed.

This is true because it requires special machinery to properly grind alfalfa or clover and the process is an expensive one. These tough, fibrous plants are not like grain; they cannot be ground in an ordinary mill. It required six years of costly

experimenting for Cyphers Incubator Company to develop special machinery for the cutting, meal and shredding of alfalfa.

CYPHERS FIELD-GREEN MEALD ALFALFA is properly ground and is guaranteed to be 95 per cent. pure alfalfa. Mealed alfalfa should be used as the foundation of mashes for poultry of all ages, but it is especially valuable (in the mealed form) for young chicks on account

of its finely pulverized condition. It aids digestion and affords bulk to grain foods which are often too concentrated.

If more alfalfa meal were fed to young chicks there would be far less mortality, and this applies equally well to mature fowls, so far as improving their general health and vigor is concerned. *Nothing exists in the way of a food product that is of greater value than alfalfa to increase the egg yield and produces fertile eggs.*

CYPHERS MEALD ALFALFA is put up in 50 and 100 pound bags bearing our trade mark and seal. Directions for feeding mailed free to every customer.

Prices of Cyphers Mealed Alfalfa

F. O. B. Boston, New York City, Buffalo, Chicago and Kansas City.

50-lb. bag	\$1.25
100-lb. bag	2.25

F. O. B. Oakland, Cal.

50-lb. bag	\$1.50
100-lb. bag	2.75

SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for *assorted orders*, including foods and beef scrap.

Address nearest branch house. Sample mailed free on request.

"SIMPLICITY OF THE METHOD"

Canton, Ohio, January 3, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I am an ardent advocate of Cyphers Chick Food for the simple reason that I have raised more and better chicks by feeding it exclusively from the first, than by any other method. By use of this food I am able to avoid the customary chick ailments and can readily bring my stock to weigh 2 to 2½ pounds at eight to ten weeks old. *Coupling these results with the simplicity of the method*, one could hardly ask for more.

OLD ORCHARD POULTRY YARDS.

Howard V. Kell, Prop.

"RAISED 96 PER CENT. OF ALL CHICKS"

North New Salem, Mass., January 27, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Have used several different brands and mixes of poultry foods but am now using the Cyphers and prefer it to all others. *Chicks eat it greedily and grow better and faster than on all other foods I have tried.* Have raised 96 per cent. of all chicks hatched by the use of your foods, and my White Rock hen with a record of sixty-one eggs in sixty-five days, as well as my prize-winning birds were raised on Cyphers Foods.

RAY L. CHAMBERLIN.

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Fig. I—This Flock of Ducks was Reared Without Meat Food.

Fig. II—This Flock of Ducks was Fed Meat Food.

At the beginning of this test the number and size of both flocks were the same.

High Protein Beef Scrap

A Standard Meat Food for Poultry of All Ages—Thousands of Tons Used Annually

HIGH PROTEIN BEEF SCRAP is an especially valuable meat food for poultry and gives *very satisfactory results* when fed dry from a food hopper. "Any kind" of beef scrap will not answer for poultry feeding. Poor beef scrap scours the birds and otherwise injures them. Where a reliable brand of beef scrap is used the results are *uniformly good*.

WE GUARANTEE our brand of Beef Scrap to be *the best on the market*. Cheap scrap means cheap material used in its composition—*means low feeding value* and an article which, if fed to chicks or ducklings, may cause exceedingly harmful results. A trial will convince you of the superiority of our HIGH PROTEIN BEEF SCRAP. Two-ounce sample package mailed free on request. Address our place of business nearest you.

THE TWO FLOCKS of ducks illustrated on this page show the *value of beef scrap as a poultry food*. Figure I shows a flock of duck that was reared without meat food. Figure II shows a flock of ducks that was reared under the same conditions, except that these ducks were fed a ration of HIGH PROTEIN BEEF SCRAP from the start. At the beginning of this test the *number and size* of the ducklings in each flock were the same.

Prices of High Protein Beef Scrap

Please address nearest branch house (Buffalo, Boston, New York, Chicago, Kansas City or Oakland) for current prices of Beef Scrap. Prices vary twenty-five to fifty cents per 100 pounds at the different points on account of the cost of freight and storage.

SPECIAL PRICES can be quoted from each of our six places of business on five and ten bag lots, or by the ton and for *assorted orders* including beef scrap, foods and alfalfa.

Sample Reports—Cyphers Poultry Foods

"AND I HAVE LOST FEWER CHICKS"

Broadview, Mont., March 3, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

As for your Chick Food, I have used it for over two years and have *raised over a thousand birds on it*, and it is the best food I have found yet. It is clean and sweet, free from any waste and the chicks eat *every particle of it and come out with well-developed bodies—plump and feathered out well*, and I have lost fewer chicks from Cyphers Chick Food than from any other I have tried.

J. D. HIRST.

First prize White Orpington Cockerel and Pullet at Fremont and Hastings shows last winter. Raised on Cyphers Chick Food. Owned by J. B. Hirst, Broadview, Mont.

"CAN USE LETTER AS TESTIMONIAL"

Rockville Center, L. I., N. Y., March 2, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have raised about 1,500 chicks September, 1910, to February, 1911, feeding nothing else but your Chick Food and I want to tell you about it. I tried another brand of chick food, only to return it. There is nothing to equal your Chick Food and your Developing Food. Chicks fed on it are healthy and plump, are well covered with feathers and turn out better than if given some other food claimed to be "just as good." This I know from personal experience. Have found your Sealed-Bag Brand of Chick and Developing Foods absolutely free from dirt or waste material and sweet to the last morsel. You can use this letter as a testimonial.

CLEARVIEW POULTRY FARM,
W. O. Kroepe, Supt.

"ABLE TO RAISE 97 PER CENT."

Weirsdale, Fla., July 17, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used your No. 3 Standard Cyphers Incubator and your Outdoor Brooders this season and feel that they cannot be spoken of too highly. The regulation is perfect. Have repeatedly hatched 95 per cent. of the fertile eggs and always got big, strong chicks. My last hatch gave me 351 fine chicks from 360 fertile eggs. By the use of Cyphers Brooders, also your Chick Food, which I use exclusively, I have been able to raise 97 per cent. of my chicks. I am more than pleased with your goods, including Incubators, Brooders, Foods and Supplies, and expect to install a mammoth machine of your make in the near future.

Yours truly,

HUGO EBY.

"GROW FASTER AND LAY MORE EGGS"

Lake View, Me., November 16, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Have used large quantities of your prepared, balanced-ration Poultry Foods and consider them *the best on the market*. Have given your various foods a *thorough test* alongside of other brands and find yours *far superior* to any other. There being no waste to it makes it go much farther than other foods and pullets fed on Cyphers Scratching, Developing and Forcing Foods *grow faster and lay more eggs* than when fed on other commercial foods or on home-made mixtures.

In our opinion you manufacture the best Incubators and Brooders on the market today. Have used numerous poultry supplies made by you and they have given complete satisfaction.

Yours respectfully, WALTER COBB.

IS A "FARMER'S WIFE," NEVERTHELESS—

Griswold, Iowa, June 15, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

During my experience in raising poultry I have tried several brands of chick food and other poultry foods, but never have found any that equals the Cyphers. Have found it one of the most valuable preparations on the market today. I cheerfully recommend your Foods. *Being a farmer's wife, I nevertheless consider Cyphers Ready-Mixed Foods cheaper than we can grow them*, judged by results. I breed R. C. Rhode Island Reds that win for my Customers. *As Chicks they are all raised on your brand of Chick Food.* MRS ANNA M. LEMBEKE, Prop. Pleasant View Poultry Farm.

FOUR MONTHS OLD; WEIGHT 4½ LBS.

CALDER'S POULTRY YARDS

Kellerstrass Strain Crystal White Orpingtons and S. C. Rhode Island Reds

Fairbury, Neb., July 17, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

We are much pleased with the No. 3 Incubator we bought of you this spring. We have tried many other makes, but none of them filled the bill. With the Cyphers Incubator we have had no trouble at all to hatch good, healthy, vigorous chicks. It is very economical in the consumption of oil, using only a little more per twenty-four hours than a 120-egg machine of another make. We consider it the best incubator made.

We use your Balanced-ration Poultry Foods to raise our chicks and it *exceeds all other foods* we have tried. We have proved this to our own satisfaction *by actual test*. We breed and exhibit S. C. Rhode Island Reds and S. C. White Orpingtons. We have White Orpingtons four months old that *weigh over four and a half pounds* that are being raised on your foods *entirely*. This proves what the Cyphers Poultry Foods will do.

Yours very truly, CALDER BROS.

NINETEEN WEEKS OLD; WEIGHT, 7 LBS.

Mansfield, Mass., August 19, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I enclose some views of some of my Lily White Strain of White Plymouth Rocks. These birds were hatched in a Cyphers Incubator, raised in a Cyphers Brooder and fed your Chick Food and Beef Scraps. My birds did well on your Chick Food and developed rapidly. Some of the cockerels weighed seven pounds at four and one-half months.

H. G. WEBSTER.

White Plymouth Rocks hatched in Cyphers Incubator, raised in Cyphers Brooder, and fed on Cyphers Foods. Some of the cockerels weighed seven and one-half pounds at four and one-half months. Owned by H. G. Webster, Mansfield Mass.

"WEED SEEDS GAVE THEM DIARRHOEA"

Healdsburg, Cal.

July 9, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

About three years ago my little chicks ate some weed seeds that gave them diarrhoea. Knowing from experience that I could depend on your Chick Food I wrote your Oakland House to rush some up to me—which they did without loss of time. I penned up the chicks, fed nothing but Cyphers Chick Food and short-cut clover and it was surprising how soon they began to improve, and in less than a week were on the high road to recovery.

Your Short-Cut Alfalfa and Chick Food are a combination hard to beat. Have also used with good results your Forcing Food and Scratch Food. It gives me pleasure to recommend your poultry foods and supplies to people who want reliable goods.

MRS. S. SWAYSGOOD.

Sample of Round-Bodied, Full-Meated Chick Raised on Cyphers Co's Dry-Grain Balanced Rations. Weight, 3 lbs. at 10 weeks old.

"USING ONE AND ONE-HALF TONS EACH MONTH." TOP NOTCH POULTRY FARM

Bred-To-Lay S. C. Rhode Island Reds

Elcho, Wis., November 21, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

During the past nine years we have used your Incubators, Poultry Foods and Supplies and have found them to be the best goods I can obtain and fully up to all my representations.

Five per cent. will cover all my losses after chicks are hatched and this I attribute largely to the excellence of your Sealed-bag Brand Poultry Foods, though of course I know that chicks hatched in Cyphers Incubators are larger and stronger than when hatched in cheap, crowded affairs known as incubators.

Am using one and one-half tons of your poultry foods each month on Top Notch Farm, and while the first cost is more than most other brands, I consider them cheaper in the end, as there is no waste, all grain being sweet and clean. I have a fancy trade in eggs, getting five and ten cents a dozen above market prices, because my customers know my method of feeding and that my hens get no mouldy or dirty food. There is a different taste to eggs when hens are fed on clean, sweet grains.

Shall want more of your Incubators next year, as I have greatly enlarged my plant. I also wish to assure you of my appreciation of your courtesy and square dealing at all times.

Yours truly,

R. P. GUPTILL, Prop.,
Top Notch Poultry Farm.

"LOST FORTY OF THE SIXTY CHICKS"

Kenwood Park, Iowa, November 19, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

It gives me pleasure to advise you that I have used the different kinds of Cyphers Sealed-bag Brand Poultry Foods and have found them to be the best at any price. Last spring I raised two hundred chicks on your Chick Food exclusively and never lost one with white diarrhoea. Later I had a hatch of sixty chicks and being out of your food bought a different kind from a local merchant and lost forty of the sixty chicks with bowel trouble. Have found your Forcing and Developing Foods to be all you claim.

Also used your Full-Nest Egg Food and it, like all other goods manufactured by you, proved entirely satisfactory and I got good results from its use. I have found your company fair in all its dealings with me and you always seem to be greatly interested in my welfare.

Yours respectfully,

ELBERT L. POOLE.

NEIGHBORS HAD SAME EXPERIENCE

Marengo, Ill., March 3, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have fed your foods for young chicks the last five years and I raise six or seven hundred a year. *Have found your Chick Food by far the best for young chickens that I ever saw.* It is a balanced ration—proved so by test—and after my personal experience I would not try to raise chicks without it. A number of times I have run out of your Chick Food and for a few days would feed some other brand, but the chicks would begin to die, *but were all right again when put back on the Cyphers Food.* Others in this neighborhood have had the same experience. I know something about feeding live stock and the success of your poultry foods is largely due to the high-class, pure grains used in them. *Have been a poultry breeder and fancier thirty-one years* and would not consider a poultry plant complete without a supply of your Sealed-Bag poultry foods.

GEO. A. CARMACK.

"PLUMP-BODIED, WELL-FEATHERED"

West Alexander, Pa., March 7, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

For six years we have used your Chick Food and Developing Food. Our baby chickens do so well on these foods that *we have converted most of our poultry raising neighbors to the "Cyphers way."* Since using your Chick Food our little chickens have never been troubled with white diarrhoea. Out of 390 chickens last spring we lost only twenty-nine from all causes, including accidents. The others *grew up into plump-bodied, well-feathered fowls.* The pullets laid all winter. Most of the cockerels went to market and brought a higher price than common fowls, *because of their plump condition.* They were fed first, Cyphers Chick Food, then your Developing Food, finally your Scratch and Laying Foods—in fact outside of "green stuff" *they were Cyphers-fed chickens from egg to maturity.* Your foods are all sweet and clean and prove to be exactly what the chicken likes—there is not a grain wasted.

F. W. DONALDSON.

TWO CYPHERS FOOD CAPONS; WEIGHT, 27 LBS.

O. W. HOUGHTON

Breeder of Cycle Strain White Wyandottes

10 Marble St., Stoneham, Mass.

August, 16, 1910.

Cyphers Incubator Co., Buffalo, N. Y.

I can heartily recommend the Cyphers Chick Food for *best feeding results.* For the past seven years I have been favored with first and second prizes for single cockerels and pens at the Brockton Poultry Show. These birds were hatched in Cyphers Incubators and raised on *Cyphers Poultry Foods.* Find here with picture of first prize pen. These are Cyphers Poultry Food stock. Fourteen weeks ago I caponized a pair of birds that weighed five pounds each. *They now weigh twenty-seven pounds* and at the present market price for soft roasters would bring a total of \$9.18 for the pair. *These birds were fed first to last on Cyphers Poultry Foods.*

O. W. HOUGHTON.

Pen of White Wyandottes winning first at Brockton Show, hatched in Cyphers Incubator and raised on Cyphers Foods. Owned by O. W. Houghton, Stoneham, Mass.

TWELVE WEEKS OLD; WEIGHT 3 LBS. 5 OZS.

Hume, Mo., September 21, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Enclosed find photo of one of my pens of Crystal White Orpingtons—birds that were hatched in one of your No. 3 Incubators and fed from first to last on *Cyphers Chick Food, Developing Food and Scratching Food.* At twelve weeks old the one I hold in my hands weighed *three pounds five ounces* and some of the pullets at five months old were laying. I can recommend your Incubators as the best in the world. I hatched from 84 to 97 per cent. of the fertile eggs. I find the Cyphers Brooders to be very successful and recommend them in preference to using hens every time.

A. L. Billings, Hume, Mo., and his flock of Cyphers-hatched, Cyphers-brooded and Cyphers-fed Crystal White Orpingtons. The bird held by Mr. Billings weighed three pounds and five ounces when twelve weeks old.

A. L. BILLINGS.

"FAR ABOVE THEM ALL"

Toms River, N. J., March 4, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used Cyphers Chick Food for *ten years*—the same with High Protein Beef Scrap. Meantime, have tried several other brands, but have found the "Cyphers" *far above them all.* With your Chick Food I can raise 95 per cent. of all I can hatch. Have never lost a chick with bowel trouble that was fed exclusively on your food. *They grow extra fast and feather quick.* After my long experience I would not use any other kind of chick food. If every poultry raiser would only use Cyphers foods *they would stay in the business longer and make more money.* Too often they adopt a poor grade of feed and the heavy losses discourage them or *put them out of business.* Try the "Cyphers way" once and you will never be without it.

DOVER POULTRY YARDS,

Owen B. Shuts, Prop.

"MORTALITY REDUCED TO THE MINIMUM"

Richards, Mo., June 8, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I want to congratulate you on the excellence of your Poultry Food Products, especially on Cyphers Chick Food and Cyphers Developing Food. *I firmly believe that much of my success in bringing my birds into winning condition is due to their rapid and correct development by the use of these foods.* Since using Cyphers brand Chick Food my percentage of mortality has been reduced to the minimum.

M. S. BRADY.

"NEARLY 3,000 CHICKS—RESULTS WONDERFUL"

FRANK M. ROSS,

Breeder of White and Barred Plymouth Rocks and Rhode Island Reds.

Kentland, Ind., August 10, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Have operated two of your No. 3 Incubators and the results have been even more than we hoped for. Hatches have been large and the chicks good strong ones—full of life and able to make a fight for it. After taking them out of the machines I placed them in your Outdoor Brooders, *fed them on Cyphers Chick Food, and the results were wonderful.* I raised nearly three thousand chickens this year from these two machines, and *they are the finest lot we have ever had.* Your Chick Food is the cleanest and finest that I have ever seen. *There is no stale or defective grain in it.* If even a beginner uses your Chick Food as directed by you he cannot fail to raise better and more chickens.

FRANK M. ROSS.

THE 200-EGG PER YEAR HEN—HOW TO PRODUCE HER

Plan Adopted With Success by Cyphers Incubator Company in Establishing Strains of 200-Egg Per Year Layers of Several Popular Varieties. How the Average Egg Yield of Any Flock of Healthy, Vigorous Fowls can be Increased 50 to 100 per cent. Other Ways of Making a Right Start and Winning Success

(Copyright January, 1912, by Cyphers Incubator Co., Buffalo, N. Y.)

PERHAPS this chapter heading would better have been "A 200-egg Per Year Strain of Layers—How to Produce It," but it is not strictly correct to speak of a strain of layers as a "200-Egg Per Year Strain," doing so on the ground that several birds—or a good many birds of the strain—have laid 200 or more eggs in one year's time, repeating this performance through several generations.

Hen No. 361.

Laid 242 Eggs in One Year.

Single Comb White Leghorn Hen with which the Cyphers Company's Heavy-Egg-Yield Strain was started. Died in 1909.

However, it will be of interest and help to our readers to be told just how we developed a strain of White Leghorns on Cyphers Company Poultry Farm that has produced 166 hens within the last three years that are KNOWN to have laid from 200 to 251 eggs apiece within twelve months time. And this number of hens, 166, probably represents less than one-half the number that really laid 200 eggs per year and upwards.

By the end of the third year of our experiments we were able to trap-nest less than one-half the total number of line-bred specimens, on account of lack of room in laying houses that were equipped with trap-nests.

We started our 200-egg White Leghorn strain by purchasing three high-egg-record hens from the Utah Experiment Station, of which "Hen No. 361, Record 1," illustrated herewith from photograph, was the best in Leghorn type and had the best egg record. This hen, at the Utah Station, during her year of heaviest egg production, laid 242 eggs—the largest number of eggs produced by a single specimen of any breed or variety at that station up to that date, season of 1904-1905.

During the six years that we have been trap-nesting our Leghorns and working to build up a 200-egg-per-year strain, we have been able to excel the work of this hen only four times—three times during the season of 1909-1910, with hens Nos. "I-4462," "I-4470" and "I-4499," each of which laid 248 eggs in trap-nests within 365 days and again in the season of 1910-1911 (September 1, 1910 to August 31, 1911 inclusive) when hen No. "I-0687" shown herewith, laid 251 eggs, the largest number produced (laid in trap-nests) thus far on Cyphers Company Poultry Farm, by any breed or variety. Numerous other White Leghorn pullet-hens have nearly equalled these performances,

laying 237, 238, 241 eggs, etc., but up to the present time the four records here given are the highest. At the close of the season of 1909-1910 we had sixty-seven White Leghorn hens with trap-nest records of 200 to 248 eggs, and by August 31, 1911, this number had been increased to 166 hens, the high record being 251 eggs. As before stated, the number of such hens and the pullets hatched from their eggs soon became so numerous that we were able to trap-nest, with proper care, less than one-half the number. Last season—1910-1911—we were able to trap-nest less than one-third the number on hand, on account of lack of trap-nesting equipment for this variety.

At the same time we were trap-nesting several generations of Barred and White Plymouth Rocks, White Wyandottes and Rhode Island Reds—also six pens of White Orpingtons, birds of this variety imported by us from England in the fall of 1910. During the season of 1910-1911 we trap-nested 140 Leghorn females. For 1911-1912 we have facilities to trap-nest 210 Leghorns.

There are two ways to produce a 200-egg-per-year-hen. One is by selecting and trap-nesting your own layers, thus building up a heavy-laying strain based on the best egg-producing individuals in your own flocks; the other is by purchasing high-egg-record stock to use for breeding purposes, or day-old chicks or hatching eggs from such stock.

When Cyphers Incubator Company decided that it wanted to develop and own a heavy egg-yield strain, we felt that time was valuable, therefore we looked about for a reliable source from which to obtain "a right start" and in buying "Hen No. 361" of the Utah Experiment Station we saved several years time. This company has followed the same course with the other breeds and varieties handled on Cyphers Company Poultry Farm, doing so in every case where we were able to buy stock or eggs that we felt sure we could rely upon.

Many poultrymen who have strains of their own and who would like to increase the egg yield, can readily do so by trap-nesting and by selection. First, install the trap-nests so that you can know which hens are laying the most eggs for you, then "put under trap-nest test" only the specimens that are best in shape and color points—the kind nearest to standard requirements and therefore believed to be the most valuable as breeders or otherwise.

No. I-4462.

Laid 248 Eggs in One Year.

No. I-4470.

Laid 248 Eggs in One Year.

No. I-4499.

Laid 248 Eggs in One Year.

THREE RECORD LAYERS—GREAT-GREAT-GRAND-DAUGHTERS OF HEN NO. 361.

Three S. C. White Leghorns Produced on Cyphers Company Poultry Farm, Season of 1909-1910. Sixty-four Sisters of These Birds Laid from 200 to 241 Eggs Each During the Same Year.

THE 200-EGG PER YEAR HEN—HOW TO PRODUCE HER

You will find that some of them will lay from fifty to one hundred per cent. more eggs than others—yet all will be under the same roof, will occupy the same exercising space, will be fed the same food and roost on the same perch at night.

After you learn which of the individual hens are the best layers, it is a simple matter to mate up these "best layers," generation after generation—selecting as breeders each succeeding year the best-shaped, best-colored, best-marked specimens to put under the trap-nest treatment, also taking special pains to preserve and strengthen the male line by using as cock birds and cockerels the sires and sons of high-egg-record hens. By following the plan here outlined, the average poultryman can increase the egg yield of present-day flocks to a highly profitable extent.

If the other plan is adopted, that of buying stock or eggs from an established strain of heavy layers, then be sure to obtain your start from a reliable source of supply and be content to rely on the same source for "new blood" for a few seasons until you get your own double or parallel blood lines well established. You can invest in stock, in eggs for hatching or in day-old chicks, as you prefer.

No. J-0687.

Laid 251 Eggs in One Year.

Eggs were laid in Trap-Nest. Sept. 1, 1910 to August 31, 1911, inclusive. Direct descendant, fifth generation of Hen No. 361, shown on preceding page.

vigorous male bird from a strain of 200-egg-per-year hens or the son or grandson of a high-egg-record layer, should add very materially to the egg yield of the average flock of hens—any variety. It was not until Cyphers Incubator Company got its male line of White Leghorns fairly well established that it began to make satisfactory progress with the offspring of the Utah hen, No. 361. We were handicapped two or three years, waiting for male descendants of this hen to mature so that they were what we wanted as breeders.

Another inexpensive way to get started is to buy hatching eggs or day-old chicks. A majority of poultrymen will sell hatching eggs from their best specimens—perhaps from their best individual hen—where they would not part with these specimens at any price within the bounds of reason. In all such cases we advise the reader to buy either eggs or day-old chicks—unless you feel at liberty to invest a considerable sum of money in a pair, trio or breeding pen.

Whatever you decide to do, or feel able to do, give careful thought

TOTAL OF 251 EGGS.

Shows what one hen can produce in one year. Hen No. J-0689 laid this number of eggs in three hundred and sixty-five days.

to three points: First, the value of time; second, the right start from the right individual hen or mating; third, a strictly reliable source of supply, not only for your first purchase, but also for later purchases to secure new blood. It costs money and time to build up a trap-nested strain of heavy-egg-yield fowls, as compared with the hit-or-miss practices that have been followed so long, and that still are in use by many poultry keepers. Furthermore, it is easy to make "big claims" that may not be well founded.

Be sure, therefore, of the integrity of your source of supply, otherwise you are quite certain to waste one or more years in finding out that you are on the wrong track. You will need new blood in order to avoid the dangers of inbreeding and this new blood, as a rule, ought to come from the original source of supply. If you invest in a pair, trio or breeding pen the poultryman of whom you buy should see to it that the birds are properly mated—are not too closely related, but if you invest in hatching eggs or day-old chicks it will be advisable to invest later on in one or more male birds of the same strain, but of a separate "family," to be used with the pullets obtained from the hatching eggs or day-old chicks.

For a more extended treatment of this interesting and important subject, see free bulletins Nos. 15 and 17 of the Cyphers Company Service department, entitled respectively "Trap-nesting to Increase Egg Production" and "Line Breeding to Increase Egg Production."

CYPHERS COMPANY HEAVY-EGG-YIELD WHITE LEGHORNS.

Interior view of one section of 1,000-Hen, Egg-Farm "Unit" House (No. 10) on Cyphers Company Poultry Farm. Photograph taken Dec. 14, 1911. There are four hundred pullets in this lot. All bred from selected layers. Note the length of bodies.

EXHIBITION PEN OF CYPHERS COMPANY PRIZE-WINNING WHITE ORPINGTONS

Competent Poultry Judges of Long Experience and International Reputation Have Told Us That We Have as Choice a Lot of White Orpingtons, to the Extent of Several Hundred Birds, as are Owned by any White Orpington Breeder in America.

CYPHERS COMPANY POULTRY FARM

DEVOTED TO THE PRODUCTION OF QUICK-MATURING, HEAVY EGG-YIELD
STRAINS OF STANDARD-BRED FOWLS OF THE MOST POPULAR VARIETIES

THE *Standard-bred* department of Cyphers Company Poultry Farm represents *an idea*. It is being conducted strictly for the production of fowls *intended for breeding purposes*—fowls that possess special qualities or values. These special values are: Constitutional vigor; standard shape and color; early maturity in form and weight, and heavy egg yield.

We sell stock from this department of our Farm *for breeding purposes only*. The stock is sold in three forms: As mature fowls ready for breeding; as day-old chicks carefully toe-marked, and in the form of eggs for hatching.

We prefer to limit the sales of mature birds to single males, to trios (a male and two non-related females) and to breeding pens made up of a male and four to ten non-related females. By non-related, we mean that the male and females shall not be nearer than three removes in blood lines. We cannot offer trap-nest record or pedigreed stock by the hundred.

Good reasons exist for our not wishing to sell large numbers of mature specimens to any one customer. In the first place the supply to date *is limited*. We never yet have been able to produce enough of *the right kind* to go around. Second, the present and future success of Cyphers Incubator Company *depends very largely* on how well its many customers are able to do in the poultry business. Therefore, it is much to our interest to help our customers in every way we can.

ABSOLUTELY ESSENTIAL Constitutional vigor in the breeding fowls you use as the foundation for your poultry enterprise *is absolutely essential*. To obtain this vigor in domestic fowls that are more or less confined, *is a study*—a profession. That is why we now have chairs of Poultry Husbandry at the leading State and Provincial agricultural colleges of the United States, Canada and other progressive countries.

We believe that more men and women have met with poor results in their poultry work on account of being handicapped with *weakly, debilitated stock*,

than from any other cause. The eggs from such stock, *do not hatch well* and the chicks that manage to get out of the shells are small, weak and soon die off. This has been a common stumbling block to many poultrymen for years—to our *certain knowledge*.

So far as it is possible to do so, Cyphers Incubator Company wants to help remedy this condition—especially among its own customers. The best way for us to do this is to produce the right kind of stock—the *right kind of breeders*.

OUR BIRDS ARE ALL STANDARD-BRED Cyphers Poultry Farm birds are mated and bred *in close conformity* to the requirements of the American Standard of Perfection. We *believe firmly* in the combination of "utility and beauty" in domestic fowls, and *would no sooner think* of using a deformed, disqualified or unsightly specimen as a breeder than we would of placing diseased fowls in the mating pen.

We are *strong advocates* of beauty of form and color in poultry, as the pictures herewith clearly show. We do not make a practice of exhibiting specimens, but in the majority of cases our first and second selections, if placed on exhibition, would share the honors at fall fairs and winter shows. This has often proved to be the case. Customers of ours *have won many prizes* in the United States and in foreign countries, with choice birds furnished by us, also on specimens hatched from Cyphers Company Poultry Farm eggs, or raised from day-old chicks purchased of us.

Made from photograph, showing long-bodied, egg-type, Single-Comb Rhode Island Reds bred on Cyphers Company Poultry Farm.

No. B-5284.
Laid 228 Eggs in One Year

No. I-4457.
Laid 238 Eggs in One Year.

No. I-4470.
Laid 248 Eggs in One Year.

No. I-4479.
Laid 231 Eggs in One Year.

We have demonstrated beyond question that fowls of the egg-laying and general-purpose breeds or varieties can be standard-bred (*i. e.*, bred in close conformity with the requirements of the Standard of Perfection) and still be **strongly vigorous and highly productive**. That is the basis on which we are proceeding with our work in this department—our desire being to help as many of our customers as we can, realizing that we can produce **only a small portion** of the fowls and eggs they will need each season.

FOR BROILERS AND ROASTERS

As regards early maturity, this is mainly a question of blood lines and feeding. Families of fowls can be bred to a point of early maturity so that they will **round out earlier** as broilers and roasting chickens, and so that they will begin laying **three to five weeks** earlier than the average

Hen No. 361. Foundation of our Strain of Heavy-Egg-Yield S. C. White Leghorns. Laid 242 Eggs. See page 128.

for the breed or variety. Care needs to be observed in this connection to **prevent a decrease in size of frame** and to avoid debility from loss of weight. These are questions of real vigor and of feeding. The **right food rations** will develop frame and supply the excess materials for extra meat and an increased

egg yield. We have proved these facts by many experiments, and so have our customers.

Touching briefly on the problem of securing a **largely increased egg yield**, this is a matter of selection, of blood lines, of constitutional vigor and of special feeding. That there is an "egg type" in fowls we do not doubt, but we believe it to exist only on general lines. For example, the body of the layer can be shortened too much. Furthermore, a thin-headed fowl with a narrow body and pinched tail is quite certain to be lacking in stamina and vigor, **without which** the high record "egg machine" is an impossibility.

MAKING THEM For Leghorns, Barred and White
EGG MACHINES Rocks, White Wyandottes, White Orpingtons and Rhode Island Reds, our ideas of "egg type" are shown in the birds of these varieties illustrated in the pages of this book and our Special Poultry Farm Circular. Notice that all these birds are choice Standard specimens; also that they have **long bodies, alert, healthy looking heads, well arched necks and tails carried medium low and well spread**.

It is truly remarkable the number of eggs that a specially-bred hen can produce during the twelve months of her maximum egg yield—a White Leghorn, for example. In more than one hundred and fifty cases we have had a Leghorn hen produce in one year **more than eight times her own weight** in beautiful white eggs, and in several cases these record-hens have laid eggs within the year that weighed **more than nine times** as much as the hen herself.

No. B-5278.
Laid 234 Eggs in One Year.

No. I-4458.
Laid 219 Eggs in One Year.

No. I-4497.
Laid 221 Eggs in One Year.

No. I-4462.
Laid 248 Eggs in One Year.

No. B-5300.
Laid 229 Eggs in One Year.

No. I-4466.
Laid 237 Eggs in One Year.

No. I-4461.
Laid 227 Eggs in One Year.

No. B-5255.
Laid 226 Eggs in One Year.

Two hundred and thirty Leghorn eggs will average to weigh about twenty-five pounds. In good laying condition a Leghorn pullet-hen, six to eighteen months old, should weigh about three pounds. We have had Leghorn pullet-hens that laid twenty-seven and twenty-eight pounds of eggs each in 365 days—birds that *at no time during the year* weighed more than two pounds and fifteen ounces. Pullet-hen No. I, 4462, illustrated herewith, made a record of two hundred and forty-eight eggs in three hundred and sixty-five days. These eggs weighed *twenty-seven pounds and nine ounces*, whereas the hen that produced them reached a weight of forty-eight ounces *only twice* during the period of her great egg yield. This is a fair example of what is meant by the term "an egg machine."

BUYING MATURE STOCK, DAY-OLD CHICKS AND EGGS FOR HATCHING

Whether to buy mature breeding stock, day-old chicks or eggs for hatching, is a question that each customer should decide for himself. Nevertheless, we believe that a few suggestions from us will be of value.

If you have a flock of White Leghorns (for example) and wish to introduce *new blood* and at the same time *increase the egg yield*, we advise you to invest in one or more of our pedigreed cockerels of this variety—birds *guaranteed to be the sons of hens* with trap-nest egg records of two hundred to two hundred and forty-eight eggs per hen for the twelve months of highest production. The use of these cockerels *will increase the egg productive*

power of the progeny of the average flock of Leghorns *twenty to fifty per cent.*, other conditions being the same.

We sell these cockerels at \$5.00, \$10.00 and \$15.00 each, depending on the shape, color, size and age of the individual specimen, *also on the egg record back of him*. We sell trap-nested, pedigree-layer pullets and hens on the same basis.

Let us emphasize two facts, however: First, *we do not sell culls* for breeding purposes—not at any price; second, the birds here quoted are worth *two and three times* what we ask for them, judged by their triple value, *by their standard qualities, by their special vigor and by the prolific egg yield they represent*. If you feel that perhaps we are overstating their worth, try the experiment of buying *the same special values* elsewhere.

Hen No. J-0687
Laid 251 Eggs in Trap-Nest,
Sept. 1, 1910-Aug. 31, 1911. Direct
Descendant of Hen 361 Shown on
Opposite Page.

PRICES OF MALE BIRDS

Our \$5.00 White Leghorn cockerels are the *direct descendants* of hens with egg records of *200 eggs each or better for the year*. Nearly one-half the chicks that are hatched from a given number of eggs *are cockerels*, therefore from the one hundred and twenty-seven Leghorn hens we now own having records of two hundred eggs or more per year, we have reserved

No. I-4489.
Laid 229 Eggs in One Year.

No. I-4460.
Laid 241 Eggs in One Year.

No. I-4499.
Laid 248 Eggs in One Year.

No. B-5280.
Laid 217 Eggs in One Year.

White Plymouth Rock Hen No. 1624-A (at left). Foundation of Cyphers Company Strain that in 1910-1911 Produced Pullet that Laid 234 Eggs. Birds at Right are Two Daughters.

several hundred cockerels for breeding purposes. For the *very pick* of these cockerels we ask \$15.00 each; for the *average run* of the lot we ask \$10.00 per bird, and we will furnish at the low price of \$5.00 each *really choice cockerels* of this 200-eggs-per-hen strain—cockerels of good shape, size, color and exceptional vigor that are well suited for mating with White Leghorns kept as layers. Any of these birds will be big value at the prices quoted.

If a customer wishes to go farther the first season in the line of buying mature stock—farther than the purchase of one or more cockerels—we *advise the purchase of a trio or breeding pen*. See price list on page 141. All birds priced and shipped by us *are guaranteed to be strong, valuable breeders*, regardless of the difference in prices. We warrant them to be of good size, shape, color and vigor, also *to be entirely free* from standard disqualifications.

WITH A TRIO OR A PEN

With a trio of Leghorns you can raise from one hundred and fifty to two hundred and

fifty chicks *in one season*; with a small pen (four and one) you can raise twice as many and the proportionate cost will be less because the one male answers as the head of the pen.

By keeping a trio or pen separate from other fowls of the same variety, and by toe-marking the chicks, you can *select the pedigreed stock* in the fall without chance of mistake and thus in one season can obtain a flock of egg-record fowls *from which you can mate up a number of pens*. Such a flock will be worth several times the price paid for the parents and the old birds are *still on hand and highly valuable as breeders*.

The purchase of day-old chicks is a safe course to adopt and we guarantee to give you *exactly what you order and pay for*. These day-old chicks—every one toe-marked—can be shipped any

distance that can be reached by express in two days of travel, which means *eight hundred to one thousand miles* in many cases, though sometimes the train service is slower and allowance should be made for this fact. We have shipped day-old chicks to Maine, Florida, Texas, Kansas, and to the States nearer Buffalo, than these distant points. *More than 95 per cent. of all chicks we have shipped have reached destination in safety.*

THE CHEAPEST WAY TO START

Buying "eggs for hatching" is the popular method

of getting a good start *with choice stock*, where the customer for any reason does not wish to buy mature birds or day-old chicks. Eggs to be incubated can be shipped *from one side of the continent to the other* and will hatch satisfactorily if they are strongly fertilized and properly packed for the journey. Out of fifteen eggs the purchaser *should get seven to twelve chicks*—a fifty per cent. hatch being considered fair results in cases where the eggs have to travel long distances, also late in the season after warm weather comes on.

It takes *time, study, money and painstaking labor* to establish a heavy-egg-yield strain or family of fowls—also an *expensive equipment* that the average poultry keeper does not have, in fact does not want; but through the simple process of buying eggs for hatching, or day-old chicks, or a limited number of mature breeders *from such a flock*, the enterprising poultry man or woman can secure, at least within a year or two, *the full benefits* of this large expenditure—and can do so at really small cost.

BARRED PLYMOUTH ROCK BREEDING MALES.

Samples of type of big-frame, heavy-bone, alert, vigorous breeding males of this popular variety, bred and used on Cyphers Company Poultry Farm. They are strictly standard-bred, without loss of utility values.

PRIZE WINNING WHITE ORPINGTONS.

Specimen Birds (Picture made from photograph) showing Type and Massive Size of Cyphers Company Trap-Nested White Orpingtons.

Naturally, however, eggs, chicks and breeders from this **trap-nested, pedigree stock**, on which so much time and money has been spent, cannot be sold at the prices asked for ordinary values in same breeds and varieties.

ORIGIN OF OUR STRAINS OR FAMILIES OF EARLY-MATURITY RECORD-LAYERS

We do not hesitate to explain frankly the origin of our strains. They were started six, seven and eight years ago and we bought at the start, *the best birds for the purpose*.

Our White Leghorns originated from four females with egg records of from 179 to 242 eggs per year. We have increased this small flock of record-laying Leghorns to ten breeding pens, each containing twelve to fourteen females, every one of which has an egg record of 200 to 248 eggs in the twelve months of heaviest production.

Besides this extra select lot of trap-nested, pedigree layers we have more than 800 other White Leghorn females with an average egg record of 184 eggs for the year of maximum yield. We do not know of the existence of another such flock of layers. On our Farm at this time (December 15, 1911) we have about nine hundred fine, vigorous White Leghorn cocks and cockerels that are either full brothers or sons of the above described yearling hens. A large majority of these breeding males are for sale.

Our heavy egg-yield, quick-maturing strain of Barred Plymouth Rocks had its origin in male birds purchased at high prices from E. B. Thompson, Amenia, N. Y., and select pullet-mated stock purchased from C. H. Latham, Lancaster, Mass. Out of the progeny of these

fine birds, which cost us \$20.00 to \$75.00 each, we have developed a strain of our own—individual specimens of which *as bred by us* are illustrated in this book and in our poultry farm circular. The egg productive power of these birds makes them doubly valuable, according to our view of *what fine fowls are for*. With us it is a case of "good looks," *plus* vigor and a big egg yield. Our White Plymouth Rocks are a combination of the U. R. Fishel strain and the old Graves stock (Higganum, Conn.), with special attention paid to *size, vigor and egg yield*.

Our White Wyandottes have the egg records of the best eastern breeders back of them, and we have also kept in mind *length of body and exceptional vigor*, with whiteness of plumage and yellow legs and skin.

The Cyphers Farm Rhode Island Reds came from Rhode Island and Connecticut, where this highly productive breed originated. We have bred them in line three years and they are giving a very good account of themselves as *early and persistent layers*—surprisingly so.

Our White Orpingtons are made up of domestic and imported stock. Ernest Kellerstrass got us started in this variety by making us a present in 1909 of three sittings of his thirty-dollar per sitting hatching eggs. From the forty-five eggs we raised sixteen fine birds. November, 1910, we imported two hundred and forty choice specimens from England—one hundred females and twenty males from each of the two most prominent and successful breeders of White Orpingtons in the home-country of all Orpingtons and in the early fall of 1911 we imported six hundred more choice birds from the same breeders, five hundred females and one hundred males. These imported birds were bought for us by the manager of our European headquarters, 125 Finsbury Pavement, London, England, and they give us, in combination with the Kellerstrass blood, *probably as fine a lot of standard-bred White Orpingtons as exists on this side of the Atlantic*.

Three High-Egg-Record Barred Plymouth Rock Hens bred on Cyphers Company Poultry Farm. Foundation of strain that has year's record of 236 eggs.

CYPHERS COMPANY POULTRY FARM.

Birds-eye View of Cyphers Company Poultry Farm, showing South Section. See pages 7 and 8 for number and sizes of the Poultry Buildings.

CYPHERS COMPANY POULTRY FARM.

Birds-eye View of Cyphers Company Poultry Farm, showing North Section. See pages 7 and 8 for number and sizes of the Poultry Buildings.

CYPHERS COMPANY POULTRY FARM

We mention these facts (necessarily in brief form) because they will give our customers a correct idea of the quality that existed in our strains of birds *before we began work with them on our own special lines*. With these facts before you it should be easy to decide whether or not we can be of valuable service to you in improving your flocks, or whether you wish to start with *our kind of poultry* and work along parallel lines, with the same or similar objects in view.

We ask all interested persons to write us *as early as they can*, either ordering direct from the price list herewith, or requesting *further information*. Orders for day-old chicks and eggs for hatching are booked as received and will be filled in rotation. We begin booking orders for baby chicks and eggs for hatching as early as December and January of each season, the chicks and eggs—as a rule—to go forward in March, April and May, as per the customer's directions.

When we are booked full for any week or month *on one or more varieties*, we promptly inform later customers of the

Weighing Eggs, Wrapping Them and Placing in Fillers and Sealed Retail Cartons on Cyphers Company Poultry Farm

facts. We do our best to avoid disappointing any one, but eggs and newly-hatched chicks are not a "factory" product and it requires *just so long* to produce these "goods" in Nature's way.

Business Office at Cyphers Company Poultry Farm, Where Egg and Feeding Records, Etc., Are Handled

THE CYPHERS COMPANY POULTRY FARM EQUIPMENT

This farm, claimed by us to be the largest and best-equipped all-purpose poultry plant in the world, consists of fifty acres of land located within six minutes' walk of Elma Station, a suburb of Buffalo, N. Y., and represents an investment of more than \$50,000.00, exclusive of the value of the poultry. Besides the 50-acre farm proper, we lease and use several acres of woodland and pasture for ducks and geese.

A number of the main poultry buildings are shown in this catalogue—see pages 5, 9, 138, 139, and 239. All pictures made from photographs, except the bird's-eye view on pages 136 and 137, and this bird's-eye view is a faithful representation of the lay of the land and of the number and location of the numerous buildings. For a list of these poultry buildings, with dimensions, see list on pages 7 and 8 of Cyphers Company Service section, this catalogue. Chas. E. Adair, resident manager of the Cyphers Company Poultry Farm, has lived on the plant the last six years, has personal charge of mating all birds—assisted by Mr. Curtis—and as a rule selects the stock for shipment.

No. 15 House. Dimensions, 14 x 260 Feet. Center Structure, 24 x 30 Feet, Two Stories and Basement. Brooder House for Chicks. Is Hot-Water Heated and Equipped with Cyphers Company Cradle-Back Sanitary Brooding System.

WASH ROOM FOR "CONDITIONING."

12 x 12 foot Wash Room in Cockerel or Surplus Stock House (No. 12) for conditioning show birds and breeders before shipping. Has hot and cold water, steam heat for drying, etc.

Mr. Adair has been a student of poultry culture and a successful breeder of Standard fowls for nearly twenty years. Under his personal direction the Cyphers Mammoth Incubator was designed and brought to a high state of efficiency. Mr. Adair also designed and perfected the Cradle-Back System of Brooding House Hovers for chicks and ducklings.

Visitors who "mean business" are welcome at the Cyphers Company Poultry Farm, Sundays excepted, but we prefer to have them apply at the home offices of the Company, Court and Fourth Streets, Buffalo, N. Y., either in person or by mail, and obtain a card or letter of introduction to Mr. Adair or his first assistant, in which case you will be sure of having someone show you over the plant in a satisfactory manner. Here will be found in practical use our Mammoth Incubators, our Cradle-Back Hover System, our small Incubators of all sizes, and our Adaptable Hovers; also our deep-litter method of feeding chicks, our system of trap-nesting and record keeping, our methods of hopper feeding, automatic water supply, etc., etc.—all of which are down-to-date and worthy of adoption on successful poultry plants, small or large.

Sample Reports

"TURNED OUT FINE"

Southold, L. I., N. Y., Sept. 2, 1911.
Cyphers Incubator Co., Buffalo, N. Y.—

Had a fine hatch of Rhode Island Red chicks from the eggs you shipped me **and the chicks have turned out fine.** When can you ship me another one hundred Rhode Island Red eggs?

FREDERIC J. PORTER.

"CHICKS STRONG AND ACTIVE"

Marietta, Ga., April 15, 1911.
Cyphers Incubator Co., Buffalo, N. Y.—

I received the White Leghorn day-old chicks today. They were all alive on arrival and as **strong and active** a bunch as I ever saw. W. E. SCHILLING.

"STRONG, VIGOROUS"

Kingsville, Ohio,
November 20, 1911.
Cyphers Incubator Co.,
Buffalo, N. Y.—

The twenty-four day-old White Orpington chicks I bought of you arrived in good shape and **have turned out to be strong and vigorous.** I have a fine lot of pullets from my own stock and shall mate up five pens headed by cockerels from the chicks bought of you.

Yours truly,
C. O. LEFFINGWELL.

"RAISED EVERY ONE"

Martinsburg, Pa., July 24, 1911.
Cyphers Incubator Co.,
Buffalo, N. Y.—

The twenty-five S. C. White Leghorn day-old chicks I ordered from you **came through all right and I have raised every one of them.** Have been ordering goods from your company more or less since it was first organized and I can recommend you for always **giving me a square deal.**

Yours truly,
REV. J. K. BROWN.

Cyphers Company Poultry Farm Large-sized, "Select," guaranteed strictly new-laid eggs for market are put up in paper cartons and each carton is sealed with a Trade-Mark "Sticker" to prevent meddling or substitution. Each carton holds 12 eggs. Special egg case (returnable) contains 30 cartons.

House No. 16. Dimensions, 14 x 110 feet. Nursery for young chicks is equipped with Cyphers Self-Regulating Adaptable Hovers and has hot water auxiliary heat.

SAMPLE REPORTS—CYPHERS COMPANY POULTRY FARM

"SOLD ONE COCKEREL FOR \$7.50"

Dansville, N. Y., September 1, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I am sending you some photos of the S. C. White Leghorn chicks I *bought of you last April*. The first lot of twenty-five reached me April 7th, *every one living*, and the pullets began laying the 24th inst. Every poultryman who has seen my chicks *thinks they are grand*. I sold one cockerel for \$7.50 and have booked twenty-one orders for sittings of eggs at \$3.00 each, *which is not so bad for a beginner*.

Yours very truly, G. BASTIAN, Jr.

BUFFALO, N. Y. TO DEWEY, OKLAHOMA

Dewey, Okla., November 13, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I purchased twenty-five of your pedigreed White Wyandotte baby chicks last spring and they came through the trip, *losing only one*. I think this remarkable considering the distance they had to travel. *I have succeeded in rearing the nicest flock of White Wyandottes in this part of the state*. Enclosed find small photo showing my flock of Cyphers pedigreed White Wyandottes. *In the lot are cockerels that now weigh seven pounds at six months old*. Several pullets are laying at five months old.

Yours truly, W. T. NOLAND.

SIX HEAVY LAYERS—TWO COCKERELS

Atlantic City, N. J., November 14, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Have six White Leghorn pullets that I raised from the *sitting of eggs* that I bought from your company in the spring of 1910. They were hatched in May and began laying in November. *They laid an average of eighteen eggs per month for nine months*—from January 1, 1911 to September. This is what I call fine work. From those same eggs *I also have two very fine cockerels* to use as breeders. Yours respectfully, JULIUS GLOVER.

"EVERY ONE IS ALIVE"

Lawrence, Mich., September 24, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Last May I sent to your firm for one dozen of your finest Barred Plymouth Rock day-old chicks. *You sent me thirteen*—one extra for good measure—and strange to relate *every one is alive and doing fine*. The cockerels are *massive* and the pullets *beautifully marked*. Yours faithfully, MARY HOPPER.

Trap-nested, heavy-egg-yield White Wyandottes, bred on Cyphers Company Poultry Farm. High egg-record to date made by Hen No. 360 as follows: Oct. 1910, 18 eggs; Nov. 14; Dec., 22; Jan. (1911), 25; Feb., 21; March, 26; April, 24; May, 25; June, 22; July, 25; Aug., 11; Sept., 4—Total 237 eggs laid in Trap-nest.

"TELLS YOU WHAT I THINK"

Mystic, Conn., November 9, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

The S. C. White Leghorn and White Orpington chicks that I bought of you last spring have proved O. K.—better even than I expected. *Have had many compliments on them*. The White Orpington Club offers a special premium for the best bred pullet in the Southern New England poultry show to be held November 21-23, *and I shall enter one of your White Orpington pullets*. That tells you what I think of these birds.

Yours sincerely, GEO. W. RIGGS,
25 Pearl St.

"HAVE TREATED ME VERY FAIR"

Golden, Colo., May 15, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I received the eggs for hatching several days ago. I wish to thank you for *replacing the eggs broken in first shipment*. You surely have *treated me very fair* about the matter and I appreciate it very much. I am anxious to get a start in your trap-nested S. C. White Leghorns. Again thanking you for your kindness, I am, Yours respectfully, W. A. WEBBER.

Box 65. R. F. D. No. 2.

SPENT THE DAY ON OUR FARM

Moosic, Pa., November 13, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

The twenty-five young White Wyandotte day-old chicks I bought of you *proved strong and hardy*. They have *developed into splendid birds* and I am well satisfied. If you remember, I called at your poultry farm for the chicks. I was more than pleased *with all I saw while going over the entire farm* and spending nearly all day studying your methods. You may be sure I will always say "Cyphers" *when I am buying anything you have to sell*.

Yours truly, E. R. RIKER.

"100 EGGS IN LESS THAN 6 MONTHS"

Campton, Ky., November 10, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Wish to write you a few words in regard to the White Leghorns that we bought of you this year. *The birds were perfectly satisfactory in every respect*. I have some fine chicks that I raised from the hen and cocker I got of you. *My Leghorn hen laid 100 eggs in less than six months*. You have treated me nicer than any one I ever had dealings with in the poultry business.

Respectfully, CASPER CABLE.

"CERTAINLY ARE PURE WHITE"

Milwaukee, Wis., November 15, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Last May I purchased of you ten choice Barred Rock chicks and fifteen S. C. White Leghorns. *They proved to be as fine a lot of chicks as I ever raised*. The Rocks are just starting to lay. The only complaint I have is that I expected to get about five cockerels from the lot and only got two. *The Leghorns have been laying for the last three months*. They certainly are pure white. I am at all times ready to recommend the Cyphers Incubator Company. Yours truly, E. H. BASENBERG,

Care Sheriff's Office.

HEN No. 55.

Imported White Orpington Hen that from January 1, 1911 to October 31, 1911 (ten months) laid 137 eggs in Trap-Nest as follows: Jan'y, 25 eggs; Feb., 20; March, 26; April, 23; May, 20; June, 21; July, 15; Aug., 16; Sept., 18; Oct., 3. (Molted).

Price List of Breeding Stock, Day-Old Chicks and Eggs for Hatching

PRICES OF BREEDING STOCK

All prices quoted below are for birds of record-laying, quick-maturing blood lines. As a rule the males are cockerels and the females are pullets.

Names of Varieties.	Single Males.			Single Females.		
	1st Selection	2nd Selection	3rd Selection	1st Selection	2nd Selection	3rd Selection
S. C. White Leghorns . . .	\$15.00	\$10.00	\$5.00	\$12.00	\$8.00	\$4.00
Barred Plymouth Rocks . .	15.00	10.00	7.50	12.00	9.00	6.00
White Plymouth Rocks . . .	15.00	10.00	7.50	12.00	9.00	6.00
White Wyandottes	15.00	10.00	7.50	12.00	9.00	6.00
Rhode Island Reds	15.00	10.00	7.50	12.00	9.00	6.00
White Orpingtons	20.00	15.00	10.00	15.00	10.00	7.00
Pekin Ducks	10.00	7.50	5.00	8.00	6.00	4.00

Five per cent. reduction on trios, any valuation; 10 per cent. reduction on pens of five birds, a male and four females, any valuation. No further reduction for quantity on trap-nested or pedigree stock.

PRICES OF DAY-OLD CHICKS AND DUCKLINGS

Record-Laying, Pedigreed Stock;—All Chicks Toe-marked.

S. C. WHITE LEGHORNS:—From yearling hens with egg records of 212 to 231 eggs, **50 cents each**; from yearling hens, with average egg yield of 134 to 186 1-5 eggs, **35 cents each**; from well-matured pullets hatched from foregoing two lots of yearling hens, **25 cents each**.

BARRED PLYMOUTH ROCKS:—From best matings made up of yearling hens with egg records of 187 to 236 eggs, **60 cents each**; from next best matings made up of yearling hens with records of 178 to 202 eggs and pullets that are daughters of highest record layers, **35 cents each**.

WHITE PLYMOUTH ROCKS:—From best yearling hens with egg records ranging from 181 to 234 eggs, **60 cents each**; from 60 yearling hens and pullets (daughters of best record yearling hens), **35 cents each**.

WHITE WYANDOTTES:—From 40 best yearling hens, representing blood lines of individual hens that have laid 190 to 237 eggs per year, **60 cents each**; from daughters and grand-daughters of these yearling and two-year old hens, **35 cents each**.

RHODE ISLAND REDS:—From best yearling hens with egg records ranging from 177 to 214 eggs, **60 cents each**; from other selected matings, including daughters of best record yearling hens, **35 cents each**.

WHITE ORPINGTONS:—From best yearling hens with egg records (ten months laying) ranging from 162 to 187 eggs, **\$1.00 each**; from yearling hens and pullets, including daughters of best record yearling hens, **60 cents each**.

IMPERIAL PEKIN DUCKS:—From select matings used by us in hatching stock birds, **60 cents each**; from run of the flock of breeders selected to produce quick-maturing birds for market at nine to twelve weeks old, **40 cents each**.

Day-old chicks and ducklings are sold in lots of twelve, twenty-five, fifty and one hundred. Assorted orders may be placed by special arrangement through correspondence.

Five per cent. reduction on 50 chicks or ducklings, one order; 10 per cent. reduction on 100 chicks or ducklings, one order. No further reduction for quantity on pedigreed chicks.

PRICES OF EGGS FOR HATCHING

From record layers and pedigree stock, same matings as above described under prices of day-old chicks and ducklings.

Names of Varieties.	1st Quality	Per 15 Eggs		Per 45 Eggs		Per 100 Eggs	
		Eggs	Price	Eggs	Price	Eggs	Price
S. C. White Leghorns . . .	2nd	4.00	\$5.00	10.00	\$14.00	25.00	\$24.00
" " " " " " " "	3rd	3.00	4.00	8.00	10.00	20.00	25.00
Barred Plymouth Rocks . .	1st	4.00	6.00	15.00	25.00	25.00	25.00
" " " " " " " "	2nd	4.00	10.00	10.00	17.00	20.00	25.00
White Plymouth Rocks . . .	1st	4.00	6.00	15.00	25.00	25.00	25.00
" " " " " " " "	2nd	4.00	10.00	10.00	17.00	20.00	25.00
White Wyandottes	1st	4.00	6.00	15.00	25.00	25.00	25.00
" " " " " " " "	2nd	4.00	10.00	10.00	17.00	20.00	25.00
Rhode Island Reds	1st	4.00	6.00	15.00	25.00	25.00	25.00
" " " " " " " "	2nd	4.00	10.00	10.00	17.00	20.00	25.00
White Orpingtons	1st	8.00	20.00	40.00	40.00	40.00	40.00
" " " " " " " "	2nd	6.00	15.00	25.00	25.00	25.00	25.00

"NIGHT SCENE"—LEGHORN HOUSE.

Made from Photograph taken at Night by Flash Light. Four Hundred Leghorns were on Roosts.

IMPERIAL PEKIN DUCKS:—Per 11 eggs, **25 cents each**; per 40 eggs, **20 cents each**; per 100 eggs, **\$15.00**. Sittling lots are from special breeders; hundred lots are from matings used to produce market ducks.

OTHER STANDARD VARIETIES:—For use in testing their egg-productive powers and early-maturing qualities (also because we admire these varieties) we have two or three pens each of strictly choice Silver and Golden Wyandottes, Buff and Black Orpingtons, Buff Plymouth Rocks, Houdans, Single Comb and Rose Comb Black Minorcas and Rose Comb White Minorcas, from which we offer a limited number of day-old chicks at **60 cents each** for best quality and **35 cents each** for second quality; also a few sittings of eggs at **\$5.00 per 15** for best quality and **\$4.00 per 15** for next best quality. These are high-class standard specimens bought for the special purposes herein mentioned and selected as a rule from a large number of birds, most of them with high egg records and all showing exceptional vigor.

TURKEYS AND GESE:—On our own farm we breed a limited number of Mammoth Bronze Turkeys and White Holland Turkeys, also Toulouse and Embden Geese. Shall be pleased to supply our customers with what eggs we can spare at **60 cents each** for turkey eggs, both varieties, and **50 cents each** for goose eggs, both varieties. Limited amount of stock for sale.

BRANCH HOUSE ORDERS Egg-record, pedigree breeding stock, also day-old chicks and eggs for hatching from Cyphers Poultry Farm special matings can be ordered from any branch house of this Company; but all such stock, chicks and eggs will be shipped by express from Elma Station, Buffalo, N. Y.

FOREIGN SHIPMENTS We make a specialty of foreign shipments of fine poultry—any standard variety—both for breeding and exhibition purposes. Our New York City store and London, England headquarters, combined with a large experience in handling foreign business, enable us to serve customers in distant lands to special advantage. No order too small, none too large. Prices and full information on request. Address Foreign Department, Buffalo, N. Y., U. S. A.

NOTE:—At our home office, also at the branch houses, we accept orders for standard-bred fowls of any variety, and for day-old chicks and for eggs for hatching any variety—in small or large lots, from **non-pedigreed stock**, we to buy same from reliable local poultry breeders. Prices for this stock and for chicks and eggs therefrom range considerably lower than for the special-purpose stock and eggs produced by us at **extra cost for trap-nesting and pedigreering** on Cyphers Company Poultry Farm. We are glad at any time to quote prices on utility stock per dozen or per hundred head, also on utility eggs per hundred or per thousand. By utility stock, we mean a good grade of White Leghorns, Barred Plymouth Rocks, White Plymouth Rocks, White Wyandottes, Rhode Island Reds, etc., suitable for **egg farms, broiler plants, etc.**

LARGE SIZED EGGS IN DEMAND AS WELL AS LOTS OF THEM

Eggs Sooner or Later Will Be Sold Universally By The Pound. Large Sized, Heavy Weight Eggs Now Command The Markets and Are Graded as "Selects" or "Firsts" and Bring Top Prices. "Standard" Weights of Eggs of The More Popular Breeds

(Copyright, January, 1912, by Cyphers Incubator Co., Buffalo, N. Y.)

TAKING the markets in general, as conditions are at present, the first aim of the poultry keeper who is seeking to make all the profit he can by the production and sale of eggs, should be to induce his flocks to lay as many eggs as possible in any given length of time, especially during the season of the year when market eggs bring the highest prices.

But these "general conditions" are gradually changing—in some parts of the country they have already changed to such an extent that it now pays and pays well to do all that can be done within practical limits to obtain large sized eggs from the laying stock, as well as lots of them. This is notably true in such markets as New York City, Boston, Philadelphia, Chicago, St. Louis and other large cities, also on the Pacific Coast.

In all markets the large sized eggs have the preference—as a matter of course. Every thrifty housewife prefers the large eggs and if permitted to do so, will select that kind from the grocer's basket. She has been known to take so keen an interest that she has carried an iron ring in her hand-bag and refused to accept as part of her "dozen" any egg that would pass through the ring!

The agitation to sell eggs by the pound instead of by the dozen has been going on for some time—and it is based on common-sense and plain justice. In July, 1910, the municipal authorities of New York City adopted an ordinance which provided that eggs must be sold by weight. This law has not yet been put into effect, probably because the public servant who fathered it, lost his position within the year, for political reasons.

But the fact that such a law was enacted, shows "the way the wind blows" and should be accepted as fair warning by prudent poultrymen who are studying the present and have "an eye to the future." Regardless of law, the commission men and grocers of New York City and those of many other important markets are now carefully distinguishing between small sized and large sized or "select" eggs. "Mixed eggs" means, as a rule, uneven sizes or small sized eggs, though sometimes the word "mixed" is applied to color of shells.

However, it may be set down as a general fact, true in all markets, that "select" eggs, for which the highest prices are charged, are never small in size, but invariably are large, fine looking eggs, strictly fresh and uniform in color—white of shell, where this color is preferred, as in New York City, or brown of shell where brown is the choice, as in Boston.

THIRTY-OUNCE HEN EGGS.

White Orpington Eggs laid by Yearling Hens December, 1911, on Cyphers Company Poultry Farm. Eggs weighed two and one-half ounces apiece, or at rate of thirty ounces to the dozen.

Out on the Pacific Coast they have gone still farther. There the eggs that are sent to the high-priced markets are graded as "firsts" and "seconds," BY WEIGHT, and an egg scale, such as is illustrated on opposite page, is used for grading purposes. This scale is a teeter-board affair, with a weight at one end and an egg holder at the other end. The weight is adjusted and then each egg in turn is placed in the holder. If it is heavy enough to raise the weight end of the beam, it is a "first;" if not, then it is counted a "second" and brings a lower price. This is a somewhat crude method, but is fairer than the general practice of selling all sizes of eggs at one price, *i. e.*, by the dozen, ignoring size and weight.

Enough has been said in the short space here available to show that large sized, heavy-weight eggs are much

NINETEEN-OUNCE EGGS.

White Leghorn Eggs laid by a Pullet, December, 1911. Twelve eggs of this size weighed only nineteen ounces.

preferred; therefore the alert poultryman is interested in learning how to secure them from his flocks. Let us take this view of the situation: Here is the domesticated hen, in her capacity as an "egg machine." What is the most she can be made to do for us? Obviously, what we want of her is the greatest number of eggs she can produce in any given length of time and we also want large sized eggs. We want, in fact, as many eggs as it is possible for her to produce at the rate of one a day, and we want these eggs, all of them or any number of them, to weigh as many pounds and ounces as possible.

When we speak of the hen as an "egg machine" we mean to use her as a "unit" in our "egg factory." And admitting that she is equipped to produce only one egg each day, we want that egg to weigh as much as may be found practicable, because it is human food that we are after and the greater the number of pounds and ounces obtained the more we shall have to sell or eat.

To secure large sized eggs, use as layers the larger-sized, long-bodied, deep-bodied hens. To get these hens use as breeders the shape of hens here mentioned, also long-bodied, deep-bodied, broad-backed, full-breasted males. In selecting your breeders reject the short-bodied, shallow-bodied, narrow-backed, pinched-tailed, thin-headed specimens, males and females. Look for great activity—undoubted vigor in both sexes. So much for general methods.

Next, look to your trap-nests. By the use of these nests you can find out not only which hens are the best layers, but also which ones lay the best eggs—the large eggs, with smooth, attractively colored shells. The hen

LARGE SIZED EGGS IN DEMAND AS WELL AS LOTS OF THEM

that lays a given number of small-sized, uneven-shelled, misshapen eggs in a stated number of days, is not as valuable a member of your flock as the one that lays a "first" grade or "select" egg—not by considerable. And

CALIFORNIA EGG SCALES.

On the Pacific Coast if Leghorn Eggs do not weigh twenty-two ounces or better to the dozen, they are rated as "Seconds." In Eastern Markets the Standard Weight is twenty-five ounces to the dozen.

we are confident that within a short time the enterprising poultrymen and women of every progressive country will be strongly and persistently ADVERTISING that their strains lay "large-sized, standard colored eggs, as well as lots of them.

Take the case of R. P. Ellis, Brooklyn, N. Y., as an illustration. Mr. Ellis is the founder of the Aurora System of Branch Egg Farms. In Brooklyn, now a part of Greater New York, he operates several wagons, making daily deliveries of strictly fresh eggs to private customers. On this date, December 1, 1911, he is paying his branch farms fifty-five cents per dozen on the average for their new-laid eggs and is retailing them, delivered, at sixty-five cents per dozen.

But Mr. Ellis does not pay the same price for all eggs—not even for strictly fresh ones, the only kind he handles. On the contrary, he rates a "twenty-five ounce egg," as he styles it, as "standard," meaning that one dozen of the right sized White Leghorn eggs should weigh in the fall months and early winter twenty-five ounces, and if they weigh less than this he deducts four per cent. of the "going price" for each ounce that they fall below standard. Some Leghorn eggs that are sent to him from mixed hens and early pullets (all Leghorns) in the fall and early winter weigh up to twenty-six, twenty-seven and even twenty-eight ounces, while some run as small as nineteen ounces to the dozen—in which case the nineteen-ounce-per-dozen-eggs poultryman would receive 41.8 cents per dozen for his eggs (December 1, 1911) in place of fifty-five cents.

Looking in the other direction, Mr. Ellis adds four per cent. to the "going price" for each full ounce, in the case of all eggs that average one or more full ounces above "standard," and he is able to obtain the difference from his trade, from housewives who much prefer the larger-sized, fine looking eggs. Mr. Ellis weighs the eggs by

the thirty dozen—in the regulation cases in which they are received from the shippers. Later, every egg is carefully "candled" to make absolutely certain that they are "as represented" and are entirely free from blood spots or streaks.

What may be styled the "standard" weights for eggs varies with the season of the year and should be different for different breeds. Pullets start in to lay smaller eggs than those produced by mature hens, but the eggs of pullets should increase rapidly in size, up to normal, as the season progresses, provided the young layers are themselves normal in size and are well fed on the proper egg-making foods. While they are housed and yarded, give them bulky food, including palatable green stuff, all the animal food they will eat after they become used to it

IDEAL HEN EGGS.

White Orpington Eggs that are laid by well-matured pullets and hens can be brought to run thirty ounces to the dozen on the average. A goal toward which breeders of all varieties of the Orpingtons should strive.

and keep them busy, healthy and happy by means of their having to dig in deep litter for all the whole or cracked grain food they get to eat.

It is not to be expected that Leghorns will lay as large sized eggs as Minorcas—not as a rule, but Leghorn hens and well-matured pullets that have been bred right and selected for large egg production—large in size as well as large in numbers—can be relied upon to produce very attractive eggs that will weigh twenty-five to twenty-eight ounces to the dozen and command top prices in any white-egg market in the country—twenty-five ounces to the dozen in the fall and early winter and twenty-eight ounces or a little better after the holidays, especially when vegetation starts and Nature is working hand in glove with the poultryman. The eggs of Plymouth Rocks, Wyandottes and Rhode Island Reds should range one to two ounces heavier per dozen than the weights here given for Leghorns, and the eggs of Orpingtons and Minorcas two to three ounces per dozen heavier, throughout the laying season.

TWENTY-FIVE OUNCE EGGS FOR EASTERN MARKETS.

These White Leghorn Eggs, laid December 12, 1911, on Cyphers Company Poultry Farm, weighed twenty-five ounces to the dozen and were of "Standard" size and weight to be rated as "Select" in the Eastern Markets for Fall or Early Winter Sale. Furthermore, they are of the correct shape and have smooth, strong shells. Select such eggs for successful hatching.

OUR CHEMICAL AND MANUFACTURING LABORATORIES ARE COMPLETE IN ALL THEIR APPOINTMENTS

Where products are put into their respective packages, and weighed, ready for delivery to shipping department.

Kettles for molding Ovinapthol Nest Eggs; wrapping eggs in paraffine paper to prevent evaporation in cases.

Inspecting, labeling and packing; where science and skill combine to produce "CYPHERS QUALITY."

Large mixing tanks for liquids, and mammoth power sifting and mixing machines for powders.

THE CHEMIST IN CHARGE OF CYPHERS COMPANY LABORATORIES HAS HAD THIRTY YEARS' EXPERIENCE

Photographic Views of Cyphers Company Laboratories, Buffalo, N. Y.
The Largest and Most Complete Poultry Supply Laboratories in the World.

CYPHERS COMPANY LABORATORY PRODUCTS

EVERY ARTICLE GUARANTEED BY CYPHERS COMPANY UNDER THE
U. S. FOOD AND DRUGS ACT OF JUNE 30, 1906, SERIAL No. 7793

Insecticides, Disinfectants and Poultry Remedies

THE LABORATORY PRODUCTS manufactured or compounded by Cyphers Incubator Company are the result of thirteen years of careful analysis and experiment, *and in their present form* represent the outlay of a great deal of time and money expended by us, not alone in our own interests, but also for the benefit and protection of our many valued customers.

Let us state frankly that products of this nature invite deception. *Fraud can easily be practiced in their preparation.* Severe losses may easily be met by poultry raisers in cases where *worthless or positively injurious concoctions* of this kind are bought and used, but the vender who has secured his profits on the sale cares little or nothing about that.

In the purchase, therefore, of such articles as poultry insecticides, disinfectants, remedies, egg preservatives, etc., *it is of special importance that only standard brands* should be accepted—that no articles of this description shall be used in the protection and care of your fowls except those known to be *compounded and guaranteed* by manufacturing chemists who are of the highest standing as business men or firms. These words are fair warning to readers of this catalogue who might, through thoughtlessness, be made to suffer serious setbacks in their poultry work.

Importance of Preserving Health and Vigor in Fowls

It is an old saying that "in time of peace we should prepare for war." *The natural state of birds*, both wild and domesticated, *is one of perfect health.* It is only by abuse, pampering or gross neglect that fowls are rendered unhealthy. The fault *invariably* is ours, not theirs! First, we should use our best judgment to prevent ailments or disease getting a foothold; second, *we should know how to treat and cure them if found to exist.*

Abuse, in the care of poultry, takes several forms, but the most harmful—likewise the most wasteful—is *improper feeding.* For facts and suggestions on this phase of the subject, please *send for our literature* on "Poultry Foods and Feeding."

By pampering, is meant too much kindness! Fowls are naturally hardy, and they thrive best under conditions that induce plenty of *muscular activity.* On free range or in large yards, fowls get the exercise they require for good health, but if confined, as is ordinarily the case, the caretaker simply must resort to various practical methods that will *compel healthful activity*; that will make the birds "hustle" for what they get to eat. Let us remember that hens *have no teeth*; therefore, the mastication and assimilation of their food is largely a matter of muscular action—of common, every-day, bodily exercise.

"Gross neglect" may be putting it a bit strong, yet we Americans are a busy people; we are constantly planning and undertaking more than we can do *and do thoroughly*—furthermore, with many poultry keepers, after the novelty of spring work wears off and the sultry days of early summer draw near, it is but human to grow careless, *neglectful.* Domestic fowls—even little chicks—will stand a lot of neglect if given a fair chance to shift for themselves, but too often they *are restricted in their movements*, are confined where they cannot exercise properly, cannot obtain the variety of food-stuff they require, cannot secure grit for teeth, cannot dust themselves to destroy mites and lice—cannot even get pure, fresh water to drink.

It is an odd fact, but Dame Nature makes it a rule to set traps for indolence—for neglect. If we interfere with her plans and then do not supply a substitute, we are sure to get into trouble sooner or later. *It is this way with poultry keeping.* When we forcibly confine the fowls to limited quarters *we must protect them*, must help them fight the battle for a *natural, healthful and productive* existence; otherwise our poultry investment will not only be destined to failure, but becomes a plain case of cruelty to fowls that naturally are highly productive and should be kept for profit as well as for pleasure.

In the following pages are described the Laboratory Products manufactured by Cyphers Incubator Company, with a brief statement of what they are for and of how to use them. Full printed directions are furnished with each package. Every Laboratory article offered for sale by us is guaranteed under the U. S. Food and Drugs Act of June 30, 1906, and bears the Serial Number (No. 7793) assigned to Cyphers Incubator Company by the Bureau of Chemistry, Department of Agriculture, Washington, D. C.

Lice and Mites—How They Work

LICE AND MITES are two distinct species of insect parasites. Poultry lice do not suck the blood of their victims, while many varieties of mites are vicious blood-sucking pests. The common poultry louse is provided with powerful jaws which it employs in eating the scales of the skin and certain parts of the feathers. While their ravages mar the beauty of a fowl's plumage, and their gnawing often causes intense irritation of the skin, the chief danger in their presence is due to the amount of worry and fretting they cause the fowl. When present in large numbers, they so worry and irritate a bird as to render it unable to assimilate its food, make it unfit for breeding purposes, and lessen the egg production. Cyphers Company Lice Powder is sure death to all forms of lice that infest poultry, both young and old.

Mites are Blood-Suckers. They live in the cracks and crannies and joints of the roosts and droppings boards, and under accumulations of droppings. As a rule, they stay in these nooks during the day, and sally forth at night to feast on the blood of their victims. The loss of blood which they consume is considerable and, further, they sometimes act as carriers of disease germs. *These mites cannot be combated with a lice powder, and a standard, reliably compounded Lice Paint is necessary to protect the fowls against their ravages.* We guarantee the Cyphers Brand of Liquid Lice Paint to kill poultry mites of every kind.

One of the Most Common Mites is known among experienced poultry keepers as the scaly-leg mite. This scab mite causes the unsightly ailment often met with, called scaly-leg. These mites can be held in check by using Cyphers Lice Paint on the roosts and droppings boards, and scaly-leg can be cured promptly by the application of Cyphers Remedial Ointment.

Cyphers Remedial Ointment

Guaranteed to Destroy Head Lice on Chicks and Young Turkeys. A Safe and Sure Cure for Scaly-Leg, Chicken Pox, etc.

FOR YEARS THERE EXISTED among Cyphers Company customers a widespread demand for a salve or ointment that could be used, *without fear of injury*, on the heads and under the wings of little chicks, young turkeys, etc., and that would destroy mites, lice and the larvae or eggs of these injurious pests. Cyphers Remedial Ointment was prepared by our Chemist expressly for this use and has now been on the market six years, giving universal satisfaction. It is guaranteed to kill head lice on young chicks, which are highly destructive, and is equally good for scaly-leg, chicken-pox and other like diseases. May be applied safely with the finger or with a small brush. Is now put up in two packages, a collapsible metal tube and a large-size wooden box. The small-size package will prove satisfactory for a trial purchase, while regular customers who know of the value of this Remedial Ointment will want to keep on hand the larger size. *Will keep indefinitely, remaining soft and clean, ready for instant use.* Full directions printed on each package.

Prices: Postpaid; Small size, 25c; Large size box holding three times as much, 50c.

Ovinaphthol Nest Egg (Trade Mark Name)

Kills Lice and Mites in Nests and on Fowl's Body Where they Congregate and Worry the Layers. No Trouble to Use. Simply Put Them in the Nest

CYPHERS COMPANY'S Ovinaphthol Lice-Killing Nest Egg has become the standard combination anti-lice nest egg. By simply using this egg in the nest in the same manner as any ordinary nest egg is used, or placing it in one corner of the nest underneath the nesting material, the laying hens are relieved of lice and mites. In use (when unwrapped) these nest eggs slowly evaporate, giving off fumes which kill the insects. They last a long time, retain their effectiveness until wholly evaporated and are warranted not to injure the eggs. They are of the size of ordinary hen-eggs and are tinted a natural brown color in imitation of natural eggs. The genuine Cyphers Ovinaphthol Nest Egg bears embossed on each egg the words "Ovinaphthol Nest Egg."

Prices: Each, 10c; postpaid, 15c; per ½ dozen, 50c; per dozen, 75c. (By freight or express.)

WEIGHTS: Each, 2½ ozs.; per ½ dozen, 1 lb.; per dozen, 2 lbs.

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Cyphers Lice Powder

Kills Body Lice on Chicks and Fowls. Easily Applied from Our Perforated "Shaker" Boxes in Which it is Sold

A GENERAL COMPLAINT often heard among poultry keepers was that most of the lice powders on sale *did not kill the insects*, but only drove them from one place to another on the body of chick or fowl; then as soon as the powder lost its strength the lice would return to their favorite feeding spots and the injury was as great as ever.

Cyphers Lice Powder is claimed by us to be the strongest safe preparation on the American market for the purpose. It is warranted to be a lice-killer, not a lice-driver. Our Powder is carefully compounded in our own Laboratory. It is entirely our own preparation and is guaranteed not to contain carbolic acid or other chemicals which will damage the plumage or injure the fertility of the eggs. This Powder—put up, as a rule, in substantial pasteboard boxes, with perforated tops—is clean to handle, easy to apply, sure in effect and can be used in the nests of sitting hens without injuring young chickens. For lice on cattle and horses, ticks on sheep and fleas on dogs, Cyphers Lice Powder is a most effective remedy. As an insect powder it positively has no superior. A trial package will convince you of its value.

Prices: By mail; 5-oz. package (trial size), 10c; postpaid 15c. 15-oz. box, 25c; postpaid 40c. By freight or express: 48-oz. box, 50c. 100-oz. bag, \$1.00.

Cyphers Lice Paint

Kills Mites on Poultry House Walls, on Roosts and in Nests. Paint Roosts with It and Kill the Body Lice by Its Fumes. Readily Applied with Brush or Sprayer

CYPHERS LICE PAINT is a liquid lice destroyer especially prepared for killing all insect parasites of poultry. It is also useful for killing the common forms of lice, mites and ticks that prey upon horses, cattle, sheep and hogs.

This liquid Lice Killer is safe and easy to use, although it is stronger than other similar preparations. We guarantee that Cyphers Lice Paint is not diluted with cheap adulterations which would impair its effectiveness. It does the work, and does it economically. Use it freely on the roosts, walls and droppings boards in the poultry house. The fumes arising from the paint will kill the mites and lice on the fowls while the birds are on the roosts at night. The spraying or painting should be done in the middle of the afternoon, three or four times a month. Full directions on the label of every package for killing lice, mites, and ticks on poultry, horses, cattle, sheep and hogs.

Prices: 1-quart cans, each, 35c; 2-quart cans, wooden jackets, each, \$4.00. (By freight or express.)

WEIGHTS: 1-quart can, 2 lbs. 4 1/2 ozs.; 2-quart can, 4 lbs. 7 ozs.; 1-gallon can, 8 3/4 lbs.; 5-gallon jacket, 45 lbs.

Cyphers Sulphur Fumigating Candle

A Microbe and Germ Killer. Also Lice and Mite Destroyer. Disinfects—Prevents Disease. Is put up in original form with wick ready for the match

CYPHERS COMPANY'S Pure Sulphur Fumigating Candles are easy to light, easy to extinguish, safe to use and produce a vapor that is deadly to all infectious disease germs and insect life. The improved construction of these candles makes it unnecessary to use a tin dish such as is required for most other sulphur candles on the market.

All fowls and domestic animals must be locked out of the poultry house or any other enclosure or room while it is being fumigated. Simply light the candle and close up the house or room tight for three or four hours, when it should be opened and thoroughly aired before the fowls are allowed to again occupy it.

Prices: Each, 15c; postpaid, 25c; per 1/2 dozen, 75c; per dozen, \$1.25. (By freight or express.)

WEIGHTS: Each, 4 1/2 oz.; per 1/2 dozen, 1 lb. 10 oz.; per dozen, 3 lbs. 5 1/2 oz.

Complete candle; also one in use.

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Complete Medical Case of Ten Poultry Remedies

*Contains Long-Tested and Dependable Remedy
for Every Common Disease of Fowls*

Cyphers Complete Medical Case.

EQUIPPED with the Cyphers Medical Case, the fancier or poultryman will be prepared to ward off any disease that may attack his flocks. The ten remedies are put up in a neat, strong, cloth-covered case. Each bottle is labeled, showing dosage and the diseases which its contents will cure and prevent. Complete directions for use, in plain English, are attached to the lid of each case, and are printed on the label of each vial. These remedies are in tablet form, and will not deteriorate or lose strength with age, if kept in our case or otherwise protected from strong light. This supply of medicines will last the average fancier from one to five years.

WHAT THE TEN REMEDIES ARE TO BE USED FOR

Remedy No. 1.—Useful in all catarrhal colds of poultry having rattling in the throat as a prominent symptom. Cures bronchitis, croup and similar diseases.

Remedy No. 2.—Valuable for all sudden colds with snuffles, watery discharge from eyes and nostrils and much sneezing. Prevents and cures roup. Useful in all diseases resulting from exposure to cold and dampness.

Remedy No. 3.—Useful in all ailments where there is a tendency to pus formation. In chicken-pox and bumble-foot it promotes rapid healing of the sores. It cures chronic catarrhal colds of poultry which are accompanied by a hard, croupy cough.

Remedy No. 4.—For all diarrhoeas of poultry. It is the most reliable cure for cholera, and when used in the drinking water will cure the most obstinate cases. Valuable for diarrhoea in small chicks, especially when accompanied by a watery or a bloody discharge.

Remedy No. 5.—Cures diphtheritic roup and all forms of canker. Also useful in vent, gleet and all ailments where there is a tendency to cheesy growths upon mucous membrane.

Cyphers Remedies are guaranteed by us under the U. S. Food and Drugs Act of June 30, 1906, Serial No. 7793.

Price of complete set of ten Remedies, put up in a neat, cloth-covered case (see illustration), postpaid to any address, \$2.00.

Single vials, in strong, specially prepared mailing tubes, 25c each; postpaid, 27c each. Order separate vials by number.

Remedy No. 6.—For all forms of indigestion and liver diseases in poultry. It cures sour crop, indigestion, loss of appetite, constipation and some forms of crop-bound. Also useful in nervous diseases, like limber neck.

Remedy No. 7.—Is useful in egg-bound. Successfully used to promote healthy action of the egg organs and start hens laying after molting. Valuable in eye diseases of poultry accompanied by the swelling of one eye, with a collection of yellow matter under the lids. Also useful in blindness in chicks, where there is a tendency to the gumming up of the eyelids.

Remedy No. 8.—For rheumatism and cramps in fowls or chicks, particularly when accompanied by swollen legs, lameness and difficulty in walking.

Remedy No. 9.—Useful to get rid of worms and other intestinal parasites.

Remedy No. 10.—This remedy is used with great success for the cure of the disorders of egg organs, which cause soft-shelled and blood-streaked eggs. It promotes a healthful condition of the reproductive organs, and will correct sterility and impotence, thus insuring fertile eggs.

Cyphers Remedy No. 4 For Chick Diarrhoea

Prepared Only in the Laboratory of Cyphers Incubator Company

THIS REMEDY, in the treatment of diarrhoea in chicks and cholera in adult fowls, has proved very effective as an antiseptic, sedative and astringent to the mucous membrane of the crop, gizzard and intestines, relieving at once all irritability and changing the character of the intestinal secretions. The old idea of using "the ax" when birds showed symptoms of diarrhoea or cholera is no longer "good practice," provided Cyphers Remedy No. 4 is used. It will cure the most obstinate cases if given in the early stages and according to our printed directions.

The convenient tablet form in which our Remedy No. 4 is put up will appeal to all. Each tablet contains the same amount of medicine and being very soluble is readily administered in the drinking water. Please note that by this means the sick fowls "take their own medicine." Being prepared from the purest drugs and in a special and careful manner, Cyphers Company Remedy Tablets will not deteriorate nor lose their strength with age. All tablets are packed

in glass vials, having metal screw caps, and these vials are enclosed in strong, specially prepared, air-tight and opaque mailing tubes, thus keeping out the light and preserving the medicinal properties of each remedy. Full directions for use are printed plainly on the label of each vial. These directions should be followed carefully.

Remedy No. 4 for Chick Diarrhoea; sent postpaid to any address for 27 cents.

Prices: Per vial, 25c; postpaid, 27c; five vials, one order, \$1.00; postpaid, \$1.10.

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Cyphers Poultry Medical and Surgical Case

Enables Owner to Save Many a Valuable Fowl That Otherwise Would Die from Disease or Accident

Combined Medical and Surgical Case.

The combined Medical and Surgical Case contains the following:

- Ten Remedies, same as contained in the Cyphers Medical Case.
- One Scalpel or Surgical Knife, to use in sundry operations, post-mortem examinations, etc.
- One Pair Forceps or Tweezers.
- One Pair Scissors.
- One Medicine Measuring Glass.
- One Medicine Dropper.
- One Roup Syringe.
- One Iodine Bottle, with glass brush, enabling the operator to make application without staining the fingers.
- One Camel's-Hair Pencil.
- One Tube of Cyphers Remedial Ointment for head lice, scaly leg, chicken-pox, excrescences, etc.
- One Box of Cyphers Disinfecting Tablets, for treatment of roup and cuts, or to be used as a wash where operations are necessary.
- One Roll of Rubber Adhesive Plaster, used to fasten birds' legs during operations, for binding splints in place in case of fractures, etc.
- One Package of Absorbent Cotton, for making swabs in the application of different solutions to sores and wounds.
- One 10-yard Gauze Bandage, for binding fractures, etc.
- One Caustic Pencil, for canker, cauterizing, etc.
- One Applicator, for applying swabs, etc.

All instruments are of good quality steel, nickel-plated and carefully finished. The entire outfit is put up in a handsome, strong, cloth-covered box. The remedies are packed in metal-capped vials, and are labeled to show their uses and the dosage in each case.

Price of Cyphers Poultry Medical and Surgical Case, complete, postpaid, \$3.00.

Cyphers Poultry Surgical Case

When Fine Fowls are Worth Five Dollars to Five Hundred Dollars Each it Pays to Save Them

FOR THE CONVENIENCE of our patrons who do not require the combined Medical and Surgical Case, we can supply the Cyphers Surgical Case, separately, as illustrated herewith, or the Cyphers Medical Case, as illustrated and described on the opposite page.

With the exception of the ten remedies, which are omitted, the Cyphers Surgical Case consists of identically the same instruments and accessories as are contained in the combined Medical and Surgical Case.

Price of Cyphers Poultry Surgical Case, complete, postpaid, \$1.50.

SPECIAL NOTICE: To those who already have an incomplete collection of remedies and instruments, we can offer the contents of our Combined Medical and Surgical Case separately, at the following prices:

Remedies, single vials, 27 cents each, postpaid; Scalpel, 35 cents each, postpaid; Forceps, 30 cents each, postpaid; Scissors, 30 cents each, postpaid; Medicine Measuring Glass, 15 cents each, postpaid; Medicine Dropper, 10 cents each, postpaid; Camel's-Hair Pencil, 10 cents each, postpaid; Cyphers Remedial Ointment, in large collapsible tube, 25 cents each, postpaid; Cyphers Disinfecting Tablets, 15 cents per box; Adhesive Plaster, 10 cents per roll; Absorbent Cotton, 10 cents per package; Gauze Bandage, 15 cents per 10 yards; Caustic Pencil, 15 cents each, postpaid; Applicator, 15 cents each, postpaid.

Surgical Case and Contents.

Sample Reports—Cyphers Poultry Remedies

Rochester, N. Y., November 18, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

There was a head disease among my fowls that I called "Scaly Comb." I tried all kinds of lotions and everything I knew of to cure it, but I found nothing successful until I tried your Remedial Ointment, which cured the fowls with two applications. This disease is contagious, and as I had 6,000 fowls on my poultry plant I was more than pleased to find a remedy that would give relief.

C. H. STAUNTON.

Washington, Mo., June 1, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

The Remedy No. 4 which I purchased from you was very successful. Up to the time I had received your medicine I lost five hens with diarrhoea. I tried in vain to cure them with other remedies. When I got your Remedy No. 4 I had three very sick fowls, but after a week's treatment they were cured. I also used your Remedy No. 4 for chicks, putting six tablets in a pint of water. This was given three times a day. The Remedy is excellent and better than any I ever used.

H. H. BUCHOLZ.

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Cyphers Roup Cure (Guaranteed)

A Complete Cure Guaranteed, or Money will be Refunded. Used in the Drinking Water

CYPHERS ROUP CURE is the best remedy for roup in all forms. It is thoroughly reliable and always uniform in quality and strength. Prevents and cures common colds, and for the cure of canker is without an equal. Will be found to be of special value in the cure of all forms of canker in pigeons as well as in poultry.

CYPHERS ROUP CURE is used by simply dissolving the remedy in the drinking water. In all early stages the sick fowls take their medicine in this easy manner. One small-size package will make 25 gallons of roup medicine.

OUR GUARANTY.—So thoroughly confident are we of the value of Cyphers Roup Cure that we guarantee a cure in each and every case of roup where it is used according to our directions, except in the last and incurable stage of the disease. If after using Cyphers Roup Cure you are dissatisfied with it, return to us, within 30 days of date of purchase, the empty package with a certified statement of when and where the Cyphers Roup Cure was bought, and get your money back.

Quality and quantity considered, Cyphers Roup Cure is exceedingly economical to use. The value of one fowl saved will more than repay the cost of a large-size package of the remedy.

Cyphers Roup Cure is guaranteed by us under the U. S. Food and Drugs Act of June 30, 1906, Serial No. 7793.

Prices: Small-size package, 25c postpaid. Medium-size, 50c postpaid. Large-size, \$1.00 postpaid.

Napcreol Disinfectant (Trade Mark Name)

A Reliable, Standard-quality Poultry House and General Disinfectant. A Preventive and a Remedy. Destroys foul odors in Poultry Houses, Dog Kennels, Stables and Cesspools

TO PROTECT their valuable flocks from disease, poultrymen find it necessary* to adopt sanitary measures—on the well-proved theory that an ounce of prevention is worth a pound of cure. Long experience has taught us (on Cyphers Company's \$50,000 Poultry Farm, Buffalo, N. Y.) that this object is best accomplished by the frequent and regular use of a first-class disinfectant and deodorant like Napcreol. Until we placed this preparation on the market it was difficult for poultrymen to obtain a desirable germ killer and odor destroyer, at a reasonable cost, since nearly all articles of this nature that are reliable were manufactured expressly for protection of human beings, and were priced accordingly.

Cyphers Napcreol is a highly-concentrated, non-poisonous preparation which can be made ready for immediate use by simply mixing with the required amount of water. It is valuable for the disinfection of poultry houses, stables, dog kennels, toilets, sinks, cesspools, or any place where a good germ and odor destroyer is needed.

One Gallon of Napcreol Makes 100 Gallons of Disinfectant of Sufficient Strength to do the Work.

Prices: 1-qt. cans, 50c; half-gal. cans, 85c; gal. cans, \$1.50. (By freight or express.)

WEIGHTS: 1-qt. can, 2 lbs. 6 oz.; half-gal. can, 4 lbs. 10 oz.; gal. can, 9½ lbs.

Guaranteed Egg Preservative

A Tasteless, Odorless Preparation That Will Keep Fresh Eggs in Excellent Condition Six to Ten Months. One Gallon Jug Sufficient for 65 Dozen Eggs

SAVE-AL is the trade name we gave to this Guaranteed Egg Preservative when we placed it on the market eight years ago. It was suggested by the fact that this preparation positively will keep strictly fresh eggs in usable and marketable condition for ten months if it is desired to hold them that long—and it saves ALL the eggs, not merely some of them.

Save-Al is easy to use and is absolutely safe and sure. One gallon makes sufficient solution to keep 65 dozen eggs in perfect condition for 10 months. Eggs preserved in Save-Al are superior in every way to limed eggs. The solution has been thoroughly and carefully tested, and critical observers have found it difficult to detect the difference between a fresh-laid egg purchased in

the open market and eggs which had been put down in Save-Al from six to ten months.

We Recommend the use of Save-Al to all who desire to Save Money by Preserving Eggs when Cheap and to Have Plenty for use when they are Scarce and High-Priced. Save-Al is never sold in bulk.

Prices: 1 gal., weight, 17½ lbs., \$1.00; two gals., \$1.85; three gals., \$2.50. (By freight or express.) Special prices on 10, 20 and 50-gal. casks.

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Cyphers Full-Nest Egg Food

A Concentrated Egg-Producer and Meat Food Possessing Valuable Tonic Properties

THIS CONCENTRATED and stimulating egg food is manufactured in the Laboratories of Cyphers Incubator Company at Buffalo, N. Y., and we guarantee that none but pure and harmless materials are used in its composition.

Every enterprising, watchful poultry keeper wants eggs when prices are high. You positively can get them by using Full-Nest Egg Food. An increase of eight eggs a month will pay for a 42-ounce package of Full-Nest Egg Food, which will bring you many times that number of extra eggs. Try one or two packages and test our claim!

FULL-NEST EGG FOOD is not only an egg-producer, but is also a standard condition powder for all ages of poultry. Besides being an unexcelled egg producer it is a concentrated meat food, possessing tonic properties which promote good health and fine condition. It stimulates and invigorates; it also builds up the system and helps to keep it up. Full-Nest Egg Food will help your birds through their molt, make the feathers develop normally and induce a high state of perfection in plumage. Hens begin laying sooner after molting where this egg food is used.

For growing chicks Full-Nest Egg Food is the best substitute for insect life. This Food contains, in a highly concentrated form, the principal food elements supplied by bugs and insects, thus making it an ideal substitute.

FULL-NEST EGG FOOD is guaranteed by us under the U. S. Food and Drugs Act of June 30, 1906, Serial No. 7793.

Prices: 42-oz. packages (not mailable), each \$.25
25-lb. pails, each 2.00

Cyphers Brand Nodi Charcoal (Trade Mark Name)

Guaranteed by Us Under the U. S. Food and Drugs Act of June 30, 1906, Serial No. 7793

GRANULATED CHARCOAL, if pure, is a highly valuable article to feed to poultry of all kinds. Cyphers Brand Nodi Charcoal is guaranteed to be the pure article, and is prepared expressly for domestic fowls. It differs radically from the ordinary commercial charcoal offered to poultrymen. It is differently screened and packed, and does not carry large quantities of worthless dust.

Nodi Charcoal is useful as a blood purifier and disease preventive. It is one of the best and most natural remedies for sour crop, diarrhoea and other similar digestive troubles. That is why we call it "Nodi Charcoal"—no diarrhoea where this charcoal is used.

We prepare Nodi Charcoal in three grades: Grade "A" (fine granulated) for use in mash mixtures and for ducks; grade "B" (medium granulated) for small, newly-hatched to half-grown chicks; grade "C" (coarse granulated) for fowls and large chicks. Put up in handy paper cartons and also in 50-pound dust-proof bags bearing our trade mark.

Prices: (In Ordering State Grade Desired, Whether "A," "B" or "C")

2-lb. cartons (not mailable), each \$.10	50-lb. sacks, each \$1.25
Per 1/2 dozen cartons60	Two 50-lb. sacks 2.25
Per 1 dozen cartons (assorted if desired) 1.10	(By freight or express)

Cyphers Anti-Fly Pest (Our Trade Name)

Drives Flies Off Animals and Keeps Them Off. A Money-Saver When Used on Horses, A ules, Cattle, etc. Easy to Apply, Safe to Use, Lasting in Effect

THIS IS AN ORIGINAL Cyphers Company preparation that was placed on the market by us ten years ago to meet an active demand. We have sold it in every State in the Union and have shipped it on repeat orders in barrel lots to foreign countries.

Anti-Fly Pest is lasting. It does not leave a gummy substance behind, nor injure the animal's coat. It is sure death to flies, but its work is to drive rather than kill them. To kill flies they must come in contact with the remedy, and this annoyance is what should be avoided. Anti-Fly Pest, therefore, is superior to similar preparations which have only killing properties. Anti-Fly Pest protects mostly by evaporation—the fumes do the work.

One Application of Cyphers Anti-Fly Pest will instantly relieve horses and cattle from the annoyance of flies, mosquitoes, gnats and other insects of all descriptions for at least twenty-four hours. Its effect on cows is truly wonderful; it insures them perfect rest and a chance to feed in peace and quiet, resulting in an increased quantity of milk with less food consumed.

Cows sprayed with Anti-Fly Pest will produce 25 per cent. more milk. One gallon of Anti-Fly Pest is sufficient to treat 300 cows. For applying it we recommend the Climax Sprayer, for sale by us.

Prices: Half-gal. can, 50c; 1-gal. can, 75c; 5-gal. jacketed can, \$3.50. (By freight or express.)
WEIGHTS: Half-gal., 4 lbs. 3 oz.; 1-gal., 8 1/4 lbs.; 5-gal. jacket, 45 lbs.

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

STANDARD POULTRY SUPPLIES

MOST OF THE ARTICLES described and offered for sale under this heading are manufactured by us; several are bought by us in large lots to be re-sold. Still others are made specially for us, to meet our wishes and the needs of our customers. All of these articles are strictly high-class—this we guarantee.

Every article manufactured or sold by Cyphers Incubator Company is warranted to be exactly as represented and in proper condition, or it can be returned promptly and we will replace it at once or refund the purchase price.

These Cyphers Company Standard Poultry Supplies are not high-priced. They meet competition—yet preserve real quality. We offer nothing—we will sell nothing to Cyphers Company Customers unless it is known to us to be worth having and profitable to use. It is on this basis that we have built up, in the last fifteen years, the largest business in the world in the manufacture and sale of “Everything Worth While for Poultry Keepers.”

Yours for still greater success,

CYPHERS INCUBATOR COMPANY,

BUFFALO, N. Y., U. S. A., December 1, 1911.

GRANT M. CURTIS, President.

High Grade Tested Thermometers

Cyphers Brooder Thermometer.

THE best incubator or brooder manufactured is useless unless the thermometer used therein is accurate. Hundreds of hatches in incubators fail because of inferior thermometers, and large numbers of chickens are killed in brooders owing to defective or worthless thermometers. The operator, to be successful, must know the exact temperature in the egg chamber of the incubator and be sure that the chickens in his brooder have the proper amount of heat. The thermometers here listed are manufactured especially for us, and are thoroughly tested before they are shipped. Two-thirds of the thermometers on the market are made from improperly seasoned glass tubes, and are what are termed green thermometers. We carry thousands of thermometer tubes in stock year after year, so as to avoid using anything but well-seasoned glass tubes. All of our thermometers have been seasoned at least two years.

Cyphers Incubators are guaranteed only when operated with Cyphers Company's Specially-tested Incubator Thermometers.

Cyphers Incubator Thermometer.

Prices

Cyphers Incubator Thermometers, each, postpaid.....	\$.65
Cyphers Incubator Thermometers, two, postpaid.....	1.20
Cyphers Incubator Thermometers, twelve, by express.....	5.50
Cyphers Brooder Thermometers, each, postpaid.....	.50
Cyphers Brooder Thermometers, two, postpaid.....	.95
Cyphers Brooder Thermometers, twelve, by express.....	5.00

NOTE.—The price of Incubator Thermometers does not include the wire hanger. Wire hangers will be supplied at 10 cents extra for each thermometer. In ordering a thermometer or wire hanger, be sure to state name and size of incubator or brooder you want it for, also date of manufacture. This is important. The wire on which the thermometer is suspended is a part of the incubator, and not a part of the thermometer. Therefore, in returning a thermometer or ordering a new one, do not return the wire.

SPECIAL—Be sure to read “Assorted Order” notice, see page 153.

C-E-Z Thermometer Device

A Great Help to Operators whose Sight is Poor or when Incubators are Operated in Dark Places

THIS device suspends the thermometer in its proper place in the center of the egg chamber. When the button is pulled out it brings the thermometer close to the glass door of the incubator so that it may be read easily. It requires only a few moments to install this thermometer device in any Standard Cyphers Incubator. Packed securely in corrugated box, with directions for installing.

When ordering, please state size of incubator and year purchased, if possible, or give distance between upper diaphragm and wire mesh of egg tray.

Prices: Each, 40c; 50c postpaid.

Illustration Showing Thermometer Device in Position on Incubator.

Cyphers Practical Egg Tester

CYPHERS Practical Egg Tester is the standard tester in use on large duck and broiler farms, and embodies the best ideas to date. This tester is 18 inches high, 10 inches wide and 10 inches deep. The top is of galvanized iron. It is equipped with an extra strong reflector of superior quality. The seamless-bottom lamp is made of the best heavy, galvanized iron. No chimney is furnished, because of the liability of breakage in shipping. An ordinary glass chimney, such as is used on a house lamp, will fit the burner and is exactly adapted to the purpose. The strong light penetrates the shell and brings to view the development of the contents of egg, making it possible to discover the degree of fertility, or the growth of the embryo. Weight, 14 pounds.

Price, complete, including box, lamp and reflector... \$1.25

Cyphers X-Ray Egg Tester

THE Cyphers X-Ray Egg Tester is made of block tin, and consists of a central cylinder or lamp flue $5\frac{1}{4}$ inches high, with an outside diameter of $2\frac{3}{8}$ inches at the base and $2\frac{3}{8}$ inches at the top. It is designed for use on an ordinary hand lamp and fits over any style of burner with a diameter approximating that of the tester. The test tube, against which the egg is held, is $2\frac{1}{2}$ inches in diameter, and the open end consists of a piece of leather-cloth. The egg is held against a $1\frac{1}{4}$ -inch oval-shaped hole in this felt, and the light is reflected by the polished tin through a sheet of mica that covers the narrow end of the testing tube and allows the light from the flame to enter the tube. In a dark room this light will be found strong enough to penetrate the shell and illuminate the interior of the egg. One of these testers is shipped free with each Cyphers Incubator. They are thoroughly practical, and where small numbers of eggs are to be tested will answer the purpose as well as our large tester. Where, however, large numbers of eggs are to be handled, we recommend the Cyphers Practical Egg Tester as being more desirable.

Prices: 25c each; by mail, 35c each.

AN ASSORTED ORDER WILL SAVE YOU MONEY

IN this Catalogue the weights of articles are given, so that customers of Cyphers Incubator Company can make up "Assorted Orders" to weigh 100 pounds or more, and thus secure the 100-pound freight rate, which is much lower than the rate for 25 or 50 pounds.

THESE ASSORTED ORDERS will be safely boxed by us without extra charge, regardless of whether the customer pays the single-article, small-package prices, or takes advantage of the one-fourth dozen, one-half dozen or dozen prices.

WITH HEAVIER GOODS: We also advise our customers to include a supply of small, light-weight articles with their orders for heavier goods, such as Incubators, Brooders, Adaptable Hovers, Coops, Poultry Foods, etc., etc. Often we can pack the smaller articles with the larger ones at a considerable saving, while in all cases, if there are several packages (two or more) in a shipment, the 100-pound freight rate will apply, provided the combined weight of the packages equals or exceeds 100 pounds.

THEREFORE, WE ASK YOU to serve your own interests by either making up an ASSORTED ORDER that will weigh 100 pounds or more, or to include your order for small, light-weight packages or articles with your requirements in heavy-weight goods.

FOR COMPLETE LIST of Poultry Appliances and Supplies, consult Index, page 245.

Prices of Extras for Incubators and Brooders

ALL goods listed below may be obtained from Cyphers Incubator Company, Buffalo, Boston, New York, Chicago, Kansas City, or Oakland. The prices given opposite each article indicate the price at factory or branch store, and the postpaid price where stated. *Customers desiring articles by mail will please be sure to remit postpaid price with their order.* All articles on which we do not name a postpaid price will be sent by express or freight at customer's expense. In case of mailable articles where postpaid price is not remitted, the order will be either held for postage or shipped by express at customer's expense. *No extras will be sent C. O. D.*

In ordering parts from this list give the number of the part, if specified. (See also our book, "Directions for Operating.") Also state whether the parts are required for 1912-Pattern Machines or for what year.

IMPORTANT NOTICE—When ordering extras for either incubators or brooders other than 1907-8-9-10-11-12 patterns, customers must be sure to state style and size of incubator and the year manufactured, as shown on the name-plate or packers slip pasted inside egg chamber. To prevent error please describe machine. In case of brooders be sure to state style and size. It is absolutely necessary for us to have this information in order to supply parts that will fit your machine. When ordering extras for either incubators or brooders, 1907-8-9-10-11-12 pattern, always mention full number stenciled on bottom of incubator or on cover of brooder. Unless advised to the contrary, we will always supply extras for goods of 1912 pattern. We positively will not be responsible for errors where customers fail to give the information as above required.

Extras for Standard Cyphers Incubators

Cyphers Incubator Lamps (seamless bottom), with burner and wick complete, No. 0, 75 cents each; Nos. 1, 2 and 3, 90 cents each.

Lamp Bowls without burner (seamless bottoms), No. 0, 50 cents each; Nos. 1, 2 and 3, 60 cents each.

Incubator Lamp Burners, No. 0, each 30 cents; postpaid 35 cents. No. 1, 40 cents; postpaid 50 cents. Nos. 2 and 3, each 50 cents; postpaid 60 cents.

Lamp Wicks. For use in incubator Lamps only (state size of machine for which they are wanted). For Nos. 0 and 1, per dozen, 15 cents; postpaid 18 cents. For Nos. 2 or 3, per dozen, 20 cents; postpaid 22 cents.

Egg Trays (not pedigree), No. 0, 55 cents each; No. 1, \$1 each; No. 2, per set of two, \$1.75; No. 3, per set of two, \$2.40.

Heaters, No. 0, \$2.50 each; No. 1, 2 or 3, \$2.75 each. (Lamp not included.)

Mica for Heater, each 5 cents; postpaid 7 cents.

Felt Diaphragms (without frame), No. 0 incubator, each 30 cents; postpaid 35 cents. No. 1, 40 cents; postpaid 45 cents. No. 2, per pair, 65 cents; postpaid 70 cents. No. 3, per pair, 90 cents; postpaid 98 cents.

Burlap Diaphragms, or Muslin Diaphragms (without frame), for No. 0, each 10 cents; postpaid 12 cents. No. 1, each 15 cents; postpaid 20 cents. No. 2, per pair, 30 cents; postpaid 35 cents. No. 3, per pair, 35 cents; postpaid 40 cents.

Incubator Legs, No. 0, each 25 cents; per set of four, 75 cents. No. 1, each 30 cents; per set of four, \$1. No. 2 or 3, each 35 cents; per set of four, \$1.25.

Lamp Bracket (for 1908 and earlier patterns), including wooden rest, No. 0, each 55 cents; Nos. 1, 2 and 3, each 60 cents.

Flame Reducer (state size), each 25 cents; postpaid 30 cents.

Wooden Arm for Regulator (321), each 20 cents. These arms are all shipped extra long; customer cuts to fit machine.

Tin Disc (327) and **Wire** (326) (state size of machine), each 10 cents; postpaid 12 cents.

Regulator Arm (321), including counterpoise weight (323) and rod (322), pivot casting (317), wooden arm (321), tin disc (327) and wire (326), any size, each 75 cents.

Connecting Rods (318), No. 0, each 20 cents; postpaid 25 cents. Nos. 1, 2 or 3, each 25 cents; postpaid 30 cents.

Counterpoise Weights (323), each 15 cents; postpaid 25 cents. (With nuts for locking.)

Counterpoise Rod (322), No. 0, each 10 cents; postpaid 15 cents. No. 1, each 12 cents; postpaid 17 cents. No. 2 and 3, each 15 cents; postpaid 20 cents. (State size.)

Pivot Casting (317), each 25 cents; postpaid 30 cents.

Connecting Rod Thumb Nuts (319), (320), each 10 cents; postpaid 15 cents. (Specify whether upper (320) or lower (319) nut is wanted.)

Center Casting (315) and **Connecting Tube** (314), Nos. 1, 2 or 3, each 75 cents; No. 0, 70 cents.

Base Casting (316), each 20 cents; postpaid 30 cents.

Thermostat (312), No. 0, each \$1.50; Nos. 1, 2 or 3, each \$2.

Regulating Device, complete, No. 0, \$3.50. Nos. 1, 2 or 3, \$4.00.

Wire Hanger for Incubator Thermometer (state if for Nos. 0, 1, 2 or 3 incubator), each 8 cents; postpaid 10 cents.

Incubator Thermometer (without wire hanger), each, 60 cents; postpaid 65 cents.

Chimney for 1909 or 1910 Lamp, 25 cents; postpaid 30 cents.

Screen for 1909 or 1910 Lamp Chimney, 10 cents; postpaid 12 cents.

Filter Cap with Tube for 1909, 1910, 1911 or 1912 Lamp, 5 cents; postpaid 7 cents.

Guide Ring, Small, 7 cents; postpaid 10 cents.

Guide Ring, Large, 7 cents; postpaid 10 cents.

Spring Hinges for 1909 or 1910 Lamp Enclosure, 10 cents; postpaid 15 cents.

Extras for Standard Cyphers Brooders

Insulated Brooder Stove, 1907-8, complete, each \$1.75.

Brooder Lamp, 1906 pattern, complete with burner for Storm King and Hygienic Brooder, \$1.50.

Brooder Lamp, complete with Zenith burner for Storm King Brooder, 1906 pattern, each 90 cents.

Brooder Lamp, without Zenith burner for Storm King and Hygienic Brooders, 1906 pattern, each 50 cents.

Storm King or Hygienic Brooder Lamp Bowl, 1906, without burner, 50 cents.

Lamp Wicks, for brooder lamps, 1906-7-8-9-10-11-12 pattern, per dozen, 15 cents; postpaid 18 cents.

Wicks for Insulated Brooder Stove, 1907-8 pattern, per dozen, 15 cents; postpaid 18 cents.

Brooder Hovers (1908 and earlier patterns). State which style is wanted, wood top and felt included. Each 75 cents.

Cylindrical Wire Chick Guard (1908 and earlier patterns), with wood top, each 35 cents. State style and size of brooder.

Regulator Ventilator Slides, per pair, 15 cents; postpaid 20 cents. (State style of brooder.)

Hygienic Brooder Thermometers, 1906, unmounted, each 40 cents; postpaid 45 cents; mounted on wooden holder, each 50 cents; postpaid 55 cents.

Brooder Thermometers, for all styles of brooders, 1906-7-8-9-10-11-12 pattern (state style of brooder), each 45 cents; postpaid 50 cents.

Felts for Brooders—Hover Felts, each 50 cents; postpaid 60 cents. (State style of brooder.) Partition Felt for Style A Brooder, 1907-8, each 25 cents; postpaid 30 cents.

Regulating Device for Self-Regulating Colony Brooders, 1907-8, \$2.50.

Regulating Device for 1909-10-11-12 Pattern Self-Regulating Colony Brooders, \$2.50.

Wind Shield, 1907-8, 20 cents.

Burner for Insulated Brooder Stove, each 40 cents; postpaid 50 cents.

Chimney for Insulated Brooder Stove, each 20 cents; postpaid 25 cents.

Burner and Chimney, complete, for Insulated Brooder Stove, per set 55 cents; postpaid 70 cents.

Chimney (for 1909-10-11-12 Pattern Brooders), 25 cents; postpaid 30 cents.

Filler Cap with Tube (for 1909-10-11-12 Pattern Brooders), 5 cents; postpaid 7 cents.

Guide Ring for Lamp, 7 cents; postpaid 10 cents.

Mirror, 5 cents; postpaid 7 cents.

Chimney for 1905 Safety Brooder Stove, each 35 cents.

Oil Bowl for 1905 Safety Brooder Stove, each 65 cents.

Safety Brooder Stove, complete, 1905 pattern, \$1.75.

Mica for 1905 Safety Brooder Stove, each 10 cents.

Water Pan and Spider Casting for 1905 Safety Brooder Stove, each 60 cents.

Brooder Lamp, complete with burner and wick for 1909-10-11-12 Brooder, each 90 cents.

Perforated Screen for 1905 Brooder Stove, each 15 cents.

Regulator Arm for Adaptable Hover, each 40 cents; postpaid 45 cents.

Galvanized Disk and Wire for Adaptable Hover, each 10 cents; postpaid 12 cents.

Connecting Rod for Adaptable Hover, each 20 cents; postpaid 25 cents.

Zenith Chimneyless Burner, each 40 cents; postpaid 50 cents.

Extras for Paradise Brooders

Stoves, complete, each, \$3.75, by express.

Upper Reservoir, 60 cents, by express.

Valve to Upper Reservoir, postpaid 15 cents.

Feed Pipe for One Burner, with Socket and Lower Reservoir, \$1.25, by express.

Clamp with Nut and Set Screw, postpaid 15 cents.

Wick Tube and Elbow, 75 cents, by express.

Wick, with Carrier, postpaid 30 cents.

Collar, postpaid 15 cents.

Flame Spreader, postpaid 15 cents.

ENAMELED Drum, with Door, 75 cents, by express.

Plug and Washer for Feed Pipe, postpaid 15 cents.

Cyphers Safety Remodeling Outfit

Consists of Standard Cyphers Incubator Heater and Safety Lamp Enclosure, Complete, for Installing on Standard Cyphers Incubators—All Sizes

THE installation of this Safety Remodeling Outfit will renew those parts of the Incubator, including the heater, most subject to wear, and thus will make the machine practically as good as new. While we are not able to furnish these Outfits with the Insurance Label attached, nevertheless the safety feature of the lamp and heater is the same as in our latest-pattern machines.

Cyphers Incubator Company urgently recommends the use of these Safety Outfits on every Standard Cyphers Incubator now in use, and for this reason we have made the prices as low as possible.

The Safety Outfit can be attached to incubator by simply screwing in the four screws with a screw-driver. No other tools are required. Any poultryman can do the entire job in ten minutes. The Safety Outfit is shipped complete, properly assembled in one piece, so that no assembling is required by operator. Shipping weight, about 30 lbs.

The Cyphers Safety Remodeling Outfit, complete, consists of the following:—

Standard Cyphers Heater.

Lamp Enclosure with Hooks for attaching Enclosure to bolts in fresh-air flue of heater.

New Seamless-bottom Lamp, with burner collar eccentric so that burner is held in proper alignment invariably with heat flue.

New Burner and Guide Ring, which engages heat flue and prevents smoking of lamp.

Asbestos Pads for spacing heater proper distance from wooden case of incubator.

Instructions for Ordering Remodeling Outfits

In ordering a Safety Remodeling Outfit for installation on any Standard Cyphers Incubator—no matter when manufactured, please observe the following, as it is highly important:—

For the purpose of securing exact measurements to send to us, remove the heater from your incubator by unscrewing the four screws by which it is attached to machine. Take a piece of paper about 24 inches long and 4 inches wide, place this over the end of the machine and trace thereon a diagram of the holes through which pipes enter incubator, being particular to show the holes the exact distance apart they are on the incubator. This will enable us to determine the size of Heater to fit your machine. Also state size of your machine and the year it was manufactured, if you know.

Prices : Safety Remodeling Outfit, complete, for No. 0 Standard Cyphers Incubator, ...\$4.75
Safety Remodeling Outfit, complete, for Nos. 1, 2 and 3 Cyphers Incubators, ...\$5.50

Sectional View of Standard Cyphers Incubator showing how we attach the Safety Lamp Enclosure to Heater. The Outfit is shipped to customer properly assembled for attaching to case of incubator in ten minutes' time.

Cyphers Safety Brooder Stove

Used in Heating Home-Made Brooders

CYPHERS Safety Brooder Stove was invented by this Company. We used it for years in our old-style standard brooders, selling tens of thousands of them. This stove consists of a brass oil fount and a safety water pan of the same metal, that holds nearly a quart of water and extends out over the entire surface of the oil bowl, thus placing a sheet of cold water an inch to an inch and a half in thickness between the oil in the oil fount, or bowl, and the flame.

The wick tube extends upward through the water pan and through the cast-iron base into the flue chamber, which is composed of the best quality of Russian sheet iron, the top consisting of a solid casting of common iron. The long wick stem, by which the wick is turned up and down, reaches from the wick tube outward through the side of the water pan, and is kept cool by the water.

Prices of Cyphers Safety Brooder Stove: Each, \$1.75. Six, \$9.50

WEIGHTS: One, 6 lbs; six, 32 lbs.

Cyphers Insulated Brooder Stove (Patented)

For Use in Heating Home-Made Brooders

ALSO is a Cyphers Company invention. This long-bowl, improved safety stove combines a heater proper, a burner equipped with metallic chimney, an insulating plate that serves also as a stove slide, and an upright plate of galvanized iron that forms the door to the brooder through which the stove is operated. (See illustration.) *The flame can be adjusted and the oil-bowl filled without removing the stove from the brooder.*

The heat of the flame is deflected away from the oil reservoir, and the oil remains cool at all times. *This stove will burn forty-eight hours or more without refilling.* We especially recommend this stove for use with home-made brooders. There is no water-jacket to fill (or forget), and it is absolutely safe from explosion.

Prices of Cyphers Insulated Brooder Stove: Each, \$1.75 Six, \$9.50

WEIGHTS: One, 10 lbs; six, 60 lbs.

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Cyphers Automatic Moisture Device

(Patent Applied For)

For Use on Standard Cyphers Incubators in Arid Districts, High Altitudes, Dry Apartments, Etc.

CYPHERS patent-diaphragm incubators are known the world over as non-moisture machines. Under normal and ordinary conditions they require no supplied moisture whatever. Thousands of purchasers have used them season after season, during the last fifteen years, *without adding a particle of moisture in any shape or form.* This is accounted for by the fact that the moisture in the air which passes into the incubator

and that which is thrown off from the eggs through the porous shells is conserved by the porous diaphragm construction of the genuine Cyphers, as covered by patents owned by this company.

Let it be understood, therefore that for the reason above stated the operation of Cyph-

Cyphers Automatic Moisture Device.

ers Company Standard Incubators require no added moisture, *where the surrounding atmosphere is in its normal condition*; that is, where the moisture naturally contained in the air has not by any means, either natural or artificial, been removed. Generally speaking the atmosphere throughout the inhabitable globe possesses at all times sufficient moisture for the incubation of eggs and therefore our Standard Incubators are being successfully operated in practically all parts of the civilized world without a particle of added moisture, by reason of their patented mechanism, as above referred to.

There are, however, exceptional conditions existing in arid districts and in the high altitudes of mountainous regions, which deprive the air of its natural moisture, under which conditions even *hens cannot hatch eggs satisfactorily.* These conditions are sometimes duplicated in places where the natural moisture has been extracted from the atmosphere *artificially*, as is the case in continuously heated and dry apartments. Under such conditions it is beneficial to return to the atmosphere a portion of the moisture it has lost. This may be done in various ways, but the method we have invented is believed to be the best and most convenient discovered to date.

That such adverse conditions as we have described do exist has been established by numerous experiments conducted by the Cyphers Incubator Company during several years in New York, Pennsylvania, Colorado, Utah, the Republic of Mexico and in the high altitudes of British South Africa. The result of these experiments has been the invention by us of an automatic self-feeding moisture device that is attachable to ALL SIZES AND PATTERNS of the Standard Cyphers Incubators without the employment of hooks, bolts or other fastenings—a device that we are pleased to recommend for use on incubators of this company's manufacture *when they are operated at high altitudes, in arid regions, in very dry apartments and during droughty periods*—BUT NOT OTHERWISE.

Conditions Explained

When an egg is laid the contents exactly fill the shell and the space known later on as the "air cell" does not exist; but as soon as the egg is excluded evaporation begins through the pores of the shell and an air cell soon appears at the large end of the egg. The rapidity with which this air space grows depends on the *humidity and movement of the air that envelopes the egg.* Dry air takes up moisture more rapidly than does moist air, and air in motion accelerates the process of evaporation.

In case excessive evaporation does reduce the contents of the egg beyond a certain point, the embryo will weaken and die. Furthermore, if excessive evaporation reduces the contents of the egg to such an extent that the size of the developing chick is diminished to a fatal degree the chick will be so weakened that it cannot break the dry, tough membrane and hardened shell and will die in the attempt, resulting in "chicks dead in the shell." Hence the invention of an automatic moisture device.

The device is placed on the enclosure as shown in illustration below. The absorbent material and curved metal piece pass around the *fresh-air intake of the heater*, thus exposing the surface of the water-charged conductor to the *fresh air* that enters the heater and passes upward into the radiating chamber and thence downward into the egg chamber.

By this simple, effective and automatic method the dry air which surrounds the incubator is charged with moisture as it passes into the machine and *therefore does not draw heavily* upon the moisture contents of the eggs. By this means the extraordinary conditions that confront the operator of a Cyphers Incubator in mountainous regions, or where exceedingly dry weather and artificially warmed air must be reckoned with, are overcome. This device is not sold regularly with Cyphers Incubators, for the reason that in most cases it is not needed—in fact would be a waste of money and time. We do recommend its use, however, under the conditions described, and it will be found to be "almost worth its weight in gold," as one experimenter expressed it. The Automatic Moisture Device is the result of much experimenting. Several other devices were tried, but after many experiments, were discarded in favor of the unique, convenient and infallible one shown in the pictures. This attachment is simplicity itself in construction, automatic in operation, and cannot get out of order.

Illustration showing Automatic Moisture Device in position on incubator.

Prices of Automatic Moisture Device

Each, with 3 conductors, express, prepaid...\$1.50
In ¼-doz. lots with conductors, each.....1.40
In ½-doz. lots with conductors, each.....1.25

Special Prices on Larger Lots in Single Shipments.

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Cyphers Combination Blue-Flame Gas Burner

(Patent Applied For)

Use of Gas for Heating Incubators is Recommended where Supply is Uniform. Safe and Economical Device for this Purpose

MANY operators of Cyphers Incubators are so situated that they can use gas for heating their machines in place of oil. Gas furnishes a satisfactory heat where the supply is uniform, and we recommend its use. The Cyphers Combination Blue-Flame Gas Burner (patent applied for), which is illustrated herewith, burns with a blue flame which produces the maximum amount of heat with the minimum consumption of gas. This burner can be easily attached to incubator.

A blue flame is hotter than a yellow or light-giving flame of the same size; in other words, the gas in one case produces heat almost exclusively, whereas in the other case it produces light. Furthermore, a blue flame producing a certain amount of heat *will consume less gas* than would a yellow flame producing the same amount of heat. Where the Cyphers Combination Blue-Flame Burner is used the height of the flame can be adjusted with an ordinary gas-bracket key and the mixture of air (producing a blue flame) may be readily controlled for different gas pressures.

Made in two sizes, large and small, corresponding to the two sizes of oil burners furnished with Cyphers Incubators. In ordering, mention size of burner or width of wick.

Price of Burner, complete, ready to be attached to gas pipe or bracket, 50c; postpaid, 60c

Cyphers Combination Blue-Flame Gas Burner.

Cyphers Simplicity Flame Reducer

(Patent Applied For)

For Use on Cyphers Incubators and Brooders, All Styles and Sizes. Simple, Durable and Economical. Saves Oil and Money

INCUBATOR and brooder operators experience difficulty in maintaining a low, clear, steady flame on their lamps in warm weather. As regards incubators this is especially true toward the latter part of the period of incubation, when the animal heat in the eggs manifests itself. As regards brooders, when late spring arrives and summer weather is at hand very little artificial heat is required, *but it will not do to extinguish the lamp or brooder stove altogether.* Under these conditions if the lamp flame on either incubators or brooders is turned down sufficiently low to give only the proper degree of heat the result is a wide, weak and variable flame *that is liable to smoke or to be extinguished by a sudden jar or moderate gust of air.* To meet these warm weather conditions, and at the same time save oil—which costs money—some operators carry extra burners that are equipped with narrow wick tubes and narrow wicks, which concentrate *the same amount of flame into a higher and narrower blaze.* These burners serve the purpose, *but do not prevent waste of oil.*

The Cyphers Flame Reducer (for which letters patent have been applied) reduces the size of the flame on a No. 3 (large size) burner to that of a No. 1 (small size) burner and does this without changing the wick or burner in any manner, and the burner is instantly convertible either way. By the same process that this burner reduces the size of the flame it *reduces the amount of oil consumed,* saving more than fifty per cent. in cost of oil.

This unique device, illustrated herewith, consists of a special-shaped metal hood or cap that fits over the upper end of the wick tube. It has an opening in the center, and it is the part of the wick that is exposed at this opening *which burns,* producing a flame of a width corresponding to that which would be produced by a smaller burner with a wick of the *same width* as this opening.

The Cyphers Flame Reducer is made in two sizes, large and small, of polished copper. In ordering, mention width of wick.

Price of Cyphers Flame Reducer, either size, 25c; postpaid, 30c

Fig. 1.—Photographic view of ordinary burner, showing medium-height flame.

upper end of the wick tube. It has an opening in the center, and it is the part of the wick that is exposed at this opening *which burns,* producing a flame of a width corresponding to that which would be produced by a smaller burner with a wick of the *same width* as this opening.

The Cyphers Flame Reducer is made in two sizes, large and small, of polished copper. In ordering, mention width of wick.

Fig. 2.—Photographic view of same burner as in Fig. 1, with Cyphers Flame Reducer attached; illustrating the reduced flame produced with wick same height as before.

Delphos Non-Overflow Oil Can

Specially Adapted for Use of Poultrymen in Filling Incubator and Brooder Lamps

THIS is more than a simple oil can. It is not only an oil retainer but in use it controls the amount of oil poured into the lamp in such a manner as to prevent overflow and at the same time fill the lamp to any desired height.

Oil that has been spilled on the top of a lamp naturally becomes heated and throws off an odor that is not only objectionable in an incubator room (more especially if the room should happen to be poorly ventilated) but in some cases it seriously affects the hatch. After filling from the Delphos Non-Overflow Pump Can no oil remains on the lamp to be wiped off, because it is impossible for the oil to overflow or drip from the can on to the lamp.

The pump on the Delphos Can is made with two tubes—one conveying the oil from the can to the lamp, the other acting as a siphon and returning the surplus oil to the can when the lamp is filled. Users will appreciate the value of this feature, as it does away with the odor and waste connected with the use of ordinary oil cans. *It also minimizes the danger from fire.* This can is built of heavy galvanized iron and is practically indestructible.

Prices: 2-gallon can, \$1.00 3-gallon can, \$1.25 5-gallon can, \$1.50

WEIGHTS: 2-gallon can, 3 pounds; 3-gallon can, 5 pounds; 5-gallon can, 8 pounds.

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Cyphers Perfected Pedigree Egg Tray

For Use in Hatching Pedigreed Chicks and for Keeping Separate the Chicks Hatched From Different Lots of Eggs Laid by Any Variety of Fowls

PEDIGREE TRAYS are in demand by poultry raisers who use trap nests of various kinds for special breeding purposes; also by those who wish to keep in separate lots, until properly toe-marked, the chicks hatched from eggs of any variety of fowls obtained from different matings, or from different pens. They are a valuable aid to systematic, scientific poultry breeding. By their use the eggs placed in a No. 0 or No. 1 Standard Cyphers Incubator can be kept in *four separate lots*; also the chicks that hatch therefrom, and the eggs in a No. 2 or No. 3 Standard Cyphers can be kept in *eight separate lots*, also the chicks that hatch therefrom.

We have manufactured pedigree trays ever since the Standard Cyphers Incubators were first placed on the market, and have sold thousands of them. Our latest improved pedigree trays, *with removable bottoms to the egg compartments*, have now been on the market several years and have given uniform satisfaction. The illustrations herewith will give the reader a clear idea of the simplicity, convenience and *practical infallibility* of this perfected device. The illustration below shows the bottom of one egg compartment in the act of being removed, thus to allow easy access by the operator to the chick nursery compartment directly underneath.

These pedigree trays are used only during the last three days of the hatch, the fertile eggs being transferred to them from the regular trays just before the eggs begin

Cyphers Perfected Pedigree Egg Tray, ready to be placed in incubator.

to pip. After the chicks hatch and gain strength they move forward in *each egg compartment* toward the light and drop through the opening into the *corresponding nursery compartment directly below*. They thus obtain the benefit of the lower temperature in the nursery compartment until the hatch is completed. The tray is then removed and the four lots of chicks, *enclosed in the four separate compartments*, may be toe-marked at leisure without danger of their mixing.

These trays are strongly built of high-grade materials and are warranted to last a lifetime. We guarantee them to work satisfactorily.

SPECIAL NOTICE:— These *Perfected Pedigree Trays* fit only Standard Cyphers Incubators of the 1906 and later patterns. We still manufacture our former type of pedigree tray for use in Standard Cyphers Incubators manufactured *previous to 1906*, but the Perfected Pedigree Trays, as illustrated and described herewith, will fit only machines built in 1906 and later.

When ordering the Standard Cyphers Incubators, if you want a pedigree tray or trays, be sure to say so and enclose the extra amount with your order. If you now own one or more Standard Cyphers Incubators, and desire to obtain a pedigree tray or trays, be sure to specify in your order both the size of the machine and the year in which it was manufactured.

Prices of Perfected Pedigree Egg Trays

No. 0 Pedigree Tray, weight, 7 lbs. each. . . \$2.00
No. 1 Pedigree Tray, weight, 11 lbs. each. . . 2.50
No. 2 Pedigree Tray, weight, 18 lbs. per pair. 5.00
No. 3 Pedigree Tray, weight, 20 lbs. per pair. 6.00

Cyphers Perfected Pedigree Egg Tray, showing method of removing bottom of egg compartment to gain access to chick nursery compartment.

Electrobator Pedigree Egg Tray

For Use in Dividing the Hatching Chamber of Electrobators into Two or Three Apartments, and to keep the Chicks Separate

THIS PEDIGREE EGG TRAY serves the same purpose, and is constructed of the same material as the Perfected Pedigree Egg Tray for Oil-Heated Incubators, described above. It is to be used in the same manner as regards placing eggs in it only during the last three days of the hatch. The illustration shows the Electrobator Pedigree Egg Tray in position on regular egg tray. Complete illustrated directions furnished with each tray.

When ordering the Electrobator Pedigree Egg Tray state size of your Electrobator, and give outside measurements of regular egg tray.

Prices of Electrobator Pedigree Egg Trays

For No. 1 Electrobator, weight, 3½ lbs. each. \$1.00
For No. 2 Electrobator, weight, 5 lbs. each. . . 1.25

Electrobator Pedigree Egg Tray, in position on regular egg tray furnished with Electrobator.

Boston Dry Food Hoppers (Patented)

The Food-Saving, Rat-Proof Hopper That Made Dry-Feeding of Poultry a Success

NEW Englanders are not wasteful. On the contrary, they are noted for *thrift and economy*. Furthermore, that section of the country, like the Rocky Mountain region, the Pacific Coast States and a large portion of the South, *has to buy most of the grain it uses*, and we all know that grain has been a costly necessity during the last few years.

It was "thrift and economy" of the genuine New England brand that conceived and invented the Boston Dry Food Hopper for poultry, a device that *saves one-half of the food* in the day time and that is rat-proof at night.

The Boston Food Hopper was placed on sale less than three years ago, and thus far more than 50,000 of them have been sold in all parts of the United States and Canada. They are in successful use on nearly every experiment station poultry plant in America. They are used in half-dozen, dozen and hundred lots by the foremost poultry breeders, such as Owen Farms, U. R. Fishel,

Ernest Kellerstrass, etc., and are *publicly endorsed* by practical poultry authorities like A. F. Hunter, Dr. N. W. Sanborn, I. K. Felch, Edward Brown (England) and hundreds of others.

Writing for the December, 1910, issue of a prominent poultry paper, D. Lincoln Orr, ex-president of the American Poultry Association, said of the Boston Dry Food Hopper:—

Large Dry Feed Size. Holds $\frac{1}{2}$ bushel. Price \$1.00. Beef Scrap Hopper is half this size, and holds one peck. Price, 90 cents.

"I notice the Cyphers Incubator Company has bought the Boston Food Hopper. I consider this hopper a *very valuable adjunct* to poultry keeping. It is, from my point of view, *the very best dry-mash hopper*, and while I am not writing to increase its sales for the benefit of the company, *I am writing to increase the egg yield of the poultryman who will buy and use it*. It gives me great satisfaction, *saves time, saves feed* and increases the egg production. I can heartily endorse it as a good hopper."

These hoppers are made in four sizes, two for chicks and two for adult fowls. See illustrations and prices herewith. Half bushel size is for dry-feed of any kind, fed either indoors or outdoors; similar shaped smaller size is for beef scrap, charcoal, oyster shell, grit, etc. Chick sizes keep food clean and prevent bowel trouble.

ANNOUNCEMENT

TO THE PUBLIC:—

It gives me pleasure to announce to the public that on October 1, 1910, the entire business of the Boston Dry Food Hopper Company, together with all rights to manufacture and sell this article in the United States, was sold and transferred to the Cyphers Incubator Company, who will conduct the manufacture and sale of this Hopper in the future along the lines already established.

Respectfully,
BOSTON DRY FOOD HOPPER COMPANY.

F. W. Ruggles.

The use of these hoppers will positively save their original cost every week in the case of adult fowls and every month or less in the case of chicks. Besides this they will help greatly to keep your fowls and chicks in a healthy condition by insuring them clean food entirely free from filth of any kind. Every poultryman will appreciate this feature.

Hopper is locked for the night by a hook in lower end, making it absolutely rat-proof.

FREE BOOKLET FORTY-EIGHT PAGES:

WRITE TODAY (a postal will do) asking our nearest place of business for copy of free booklet telling all about Boston Dry Food Hoppers, how to use them and the money they will save you. Contains valuable information on "Thrift in Poultry Keeping"; also contains numerous favorable reports from users of the Boston Hoppers.

Short Chicken Size. Price \$1.00.

Long Chicken Size. Price \$1.50.

PRICE LIST:

LARGE DRY FEED.....	\$1.00
17 in. high, 8 in. deep, 13 in. wide.	
Holds one-half bushel. Weight, 4½ lbs.	
BEEF SCRAP, GRIT, Etc.....	.90
17 in. high, 8 in. deep, 7 in. wide.	
Holds one peck. Weight, 3 lbs.	
SHORT CHICKEN SIZE.....	1.00
15 in. long, 8 in. high, 4½ in. deep.	
Holds one-half peck. Weight, 2¼ lbs.	
LONG CHICKEN SIZE.....	1.50
29 in. long, 8 in. high, 4½ in. deep.	
Holds one peck. Weight, 3½ lbs.	
QUANTITY PRICES:	

Five per cent. discount for six on one order; ten per cent. discount for twelve. Orders may be assorted sizes. Take low freight rate as tinware.

Cyphers Dry-Food Hopper

An Economical and Sanitary Self-Feeding Device for Use with Dry Food

THIS IS A FOOD-SAVING AND LABOR-SAVING device that will appeal at once to the judgment of every thrifty person who wishes to make the most money possible out of poultry keeping and at the same time reduce to the minimum all necessary labor connected with the care of the fowls. It is used by thousands of poultry raisers for feeding dry-grain food, either whole or ground.

THE CYPHERS SELF-FEEDING DRY-HOPPER is machine-made, out of heavy galvanized iron, and has two compartments, a large one for grain mixtures, *holding about six quarts*, and a small one for beef scrap, holding about three quarts. The trough of this hopper is high enough to prevent waste and at the same time allows free access to the food. Hopper is provided with a hinged cover, which protects the grain at all times from *moisture and filth*. It is also supplied with a strong handle for convenience in filling and handling. These hoppers should be hung against the wall of a poultry house or other enclosure where fowls are kept. The handle serves for this purpose—see illustration.

THE HOPPER-METHOD OF FEEDING is both practical and economical. All who are interested in dry-feeding and *wish to economize* on the cost of grain and beef scrap should use these Dry-Food Hoppers.

Prices, safely crated for shipment: Each, 75c; per $\frac{1}{4}$ dozen, \$2.10; per $\frac{1}{2}$ dozen, \$3.90; per dozen, \$7.20. (By freight or express.)

WEIGHTS: Each, 1 lb.; $\frac{1}{4}$ dozen, 15 lbs.; $\frac{1}{2}$ dozen, 25 lbs.; 1 dozen, 50 lbs.

Cyphers Grit and Shell Box

Necessary on Every Well-Equipped Poultry Plant, Small or Large

IF ALLOWED TO HAVE THEIR OWN WAY about it, fowls are extremely wasteful—especially of grit, oyster shell, charcoal, etc. They persist in picking at these materials with their beaks and will scatter them about and trample under foot perhaps half of the amount *that is supplied in open dishes and feed troughs*. Here, in such case, is a 50 per cent. loss and these needless losses should be stopped, if your poultry investment is to be made to pay and pay well.

CYPHERS GRIT AND SHELL BOXES not only will enable you to stop this loss, in large part, but they possess true sanitary value, because their use prevents poultry—both adult fowls and growing chicks—from *picking up and swallowing unsanitary substances* that adhere to or become mixed with grit, shell and charcoal that are scattered on the ground or fed in open receptacles.

CYPHERS COMPANY'S type of Grit and Shell Box—see picture—is made by special stamping machinery, out of the best grade of galvanized iron. It has three compartments—for grit, oyster shell and charcoal—but where a small flock is kept will serve the purpose of a Dry-Food Hopper to excellent advantage. Like our Dry-Food Hopper, it is provided with a cover or lid placed on a slant, preventing the fowls from roosting on the box.

Prices, safely crated for shipment: Each, 50c; per $\frac{1}{4}$ dozen, \$1.40; per $\frac{1}{2}$ dozen, \$2.70; per dozen, \$4.80. (By freight or express.)

WEIGHTS: Each, 5 lbs.; $\frac{1}{4}$ dozen, 10 lbs.; $\frac{1}{2}$ dozen, 20 lbs.; 1 dozen, 40 lbs.

Cyphers Separable Drinking Fountains

Low-Priced—Easy to Clean—Will Last Many Years

THE WATER SUPPLY is the medium that sometimes conveys contagious diseases from one fowl to another. For example, water in the drinking vessel is liable to come in contact with and be infected by the discharges from the nostrils of roupy fowls. It is essential, therefore, that the drinking fountains used for poultry shall be not only suitable for holding water, *but should also be easy to clean*. The fountain manufactured by us is as easy to clean and air in the sun as any milk pan, and can be boiled in water or scalded without injury.

CYPHERS DRINKING FOUNTAINS are made of heavy galvanized iron by the use of steel dies. We make these fountains in four sizes. The smaller size (1 quart) is designed for chicks, and is especially handy for use in brooders, nurseries, etc. The medium size (2 quarts) is for larger chicks and ducklings, or for small or medium-sized flocks of fowls. The $3\frac{1}{2}$ quarts size is designed for large chickens, ducklings and adult fowls. The largest size holds two gallons and is used extensively by breeders of ducks and large flocks.

Prices: Small size, each, 18c; per $\frac{1}{4}$ dozen, 50c; per $\frac{1}{2}$ dozen, 90c; per dozen, \$1.75. Medium size, each, 25c; per $\frac{1}{4}$ dozen, 70c; per $\frac{1}{2}$ dozen, \$1.25; per dozen, \$2.40. Large size, each, 35c; per $\frac{1}{4}$ dozen, 95c; per $\frac{1}{2}$ dozen, \$1.80; per dozen, \$3.30. Special duck size, each, 50c; per $\frac{1}{4}$ dozen, \$1.35; per $\frac{1}{2}$ dozen, \$2.50; per dozen, \$4.90. (By freight or express.)

WEIGHTS: Small size, each, 5 lbs.; $\frac{1}{4}$ dozen, 7 lbs.; $\frac{1}{2}$ dozen, 8 lbs.; 1 dozen, 12 lbs.; Medium size, each, 6 lbs.; $\frac{1}{4}$ dozen, 8 lbs.; $\frac{1}{2}$ dozen, 11 lbs.; 1 dozen, 16 lbs. Large size, each, 7 lbs.; $\frac{1}{4}$ dozen, 9 lbs.; $\frac{1}{2}$ dozen, 16 lbs.; 1 dozen, 23 lbs. Special duck size, each, 8 lbs.; $\frac{1}{4}$ dozen, 15 lbs.; $\frac{1}{2}$ dozen, 20 lbs.; 1 dozen, 40 lbs.

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Cyphers Combined Food and Water Holders

For Chickens and Ducks of All Ages

THESE Combined Food and Water Dishes will be found convenient for feeding or watering chicks, fowls or ducks. They are especially recommended for use in feeding mashies of any kind; also steamed or dry alfalfa or clover. Where this protected receptacle is used, a saving of 15 to 25 per cent. in food-stuff may be counted on.

The guard lifts out of the pan, making them easy to clean. There is nothing to get out of order. Cyphers Combined Food and Water Holders are made of heavy galvanized iron, and will prove to be safe, sanitary, saving and serviceable. Made in three sizes.

Prices: Small size, 10 inches long, 4 inches wide, each, 30c; per dozen, \$3.00. Medium size, 18 inches long, 5 inches wide, each, 50c; per dozen, \$5.00. Large size, 24 inches long, 6 inches wide, each, 75c; per dozen, \$8.25. (By freight or express.)

WEIGHTS: Small size, each 8 lbs.; 1 dozen, 45 lbs. Medium size, each 10 lbs.; 1 dozen, 50 lbs. Large size, each 12 lbs.; 1 dozen, 60 lbs.

Cyphers Keep-Clean Wall Fountains

Widely Popular Style of Drinking Fount for Adult Fowls

THESE HANDY FOUNTAINS are an original Cyphers Company product and give complete satisfaction. They are extra convenient to handle and are more sanitary than the ordinary fountains that stand on the ground or on the level of a poultry house floor where they are soon kicked full of litter and different forms of dirt.

CYPHERS WALL FOUNTAINS are flattened at the back so that they can be hung on the wall of a building, or against a post, tree or fence at any height. A galvanized-iron hood projects over the water trough and *protects the water from becoming soiled*. These fountains are equally serviceable for young chickens or adult fowls, and are especially useful for pigeons. *They will not break by freezing*, and are readily cleaned by partly filling with round pebbles, pieces of rock, bits of crockery-ware, coarse grit or shot, and shaking thoroughly.

CYPHERS WALL FOUNTAINS are made of the best galvanized iron, are stamped by machinery with perfect steel dies, are mechanically finished in all respects and are guaranteed to last many years with proper treatment.

Prices: 1-gallon size, each, 50c; per $\frac{1}{4}$ dozen, \$1.40; per $\frac{1}{2}$ dozen, \$2.70; per dozen, \$5.00. 2-gallon size, each, 75c; per $\frac{1}{4}$ dozen, \$2.20; per $\frac{1}{2}$ dozen, \$4.20; per dozen, \$7.80. (By freight or express.)

WEIGHTS: 1-gallon size, each 10 lbs.; $\frac{1}{4}$ dozen, 15 lbs.; $\frac{1}{2}$ dozen, 25 lbs.; 1 dozen, 50 lbs. 2-gallon size, each 12 lbs.; $\frac{1}{4}$ dozen, 18 lbs.; $\frac{1}{2}$ dozen, 36 lbs.; 1 dozen, 72 lbs.

Sanitary Chick Servers

For Supplying Food and Water to Small Chicks. Many Thousands of Them in Use

Ready For Use.

The type of Sanitary Chick Server illustrated herewith is used extensively by experienced, successful poultrymen as a food and water dish for little chickens on range and confined in brooders, brooding houses, etc. Pictures show that this Server consists of two parts and is separable, making it convenient in use, *easy to clean* and therefore sanitary. We recommend this Chick Server for use in feeding small chicks, also in supplying water for them to drink.

Prices of Chick Servers

One size only, 25 cents each; \$1.40 per $\frac{1}{2}$ dozen; \$2.65 per dozen.

WEIGHTS: One, 5 lbs.; six, 8 lbs.; 1 dozen, 12 lbs.

Easy to Clean.

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Revolving Egg Cabinets

Used for Storing and Turning Eggs—Keeps Them Fresh

EGGs INTENDED FOR HATCHING should be turned daily, especially as warm weather approaches. The warmer the temperature the more necessary it is that they be turned. Eggs for market *should be turned every two or three days* if they are to be kept any length of time. Eggs for table use (not fertilized) have been kept from two to three months in an ordinary cellar by using these cabinets.

WOODS REVOLVING EGG CABINETS, manufactured solely by Cyphers Incubator Company, under United States patent rights, are a practical device for doing this work and for years have supplied a widespread need among poultrymen who save eggs for hatching and for table use. Each egg is held in place by a pair of steel wire clips and the egg racks are removable for filling.

EVERY WELL-EQUIPPED POULTRY PLANT should have one or more of these cabinets. The saving from the loss in broken eggs and the loss of time in handling will soon equal the purchase price.

Woods Revolving Egg Cabinet in Three Positions, Showing How the Eggs are Turned.

Prices: 288-egg size, weight, 30 lbs., \$3.50; 555-egg size, weight, 55 lbs., \$5.50; 560-egg size, weight, 75 lbs., \$7.25; 1050-egg size, weight, 100 lbs., \$11.00

Eureka Egg Package

For Use in Shipping Hatching Eggs. Light—Durable—Safe

THIS is without doubt the safest, cheapest and best package on the market for shipping eggs for hatching. This package is so constructed that each egg is encased in a cylinder made of heavy corrugated paper, which conforms to the shape of the egg, the end of each egg *resting on a cushion support*, thus giving absolute protection to the vital parts. These cylinders are adjustable to any size egg and therefore prevent breakage.

The Eureka Package is built of corrugated board and possesses great strength. Every package is supplied with sufficient tape to seal the cover securely. Our 15, 30, 50 and 100-egg packages are especially strong and compact.

The eggs are placed in tiers one above the other, the layers being separated by a thick pad of single-faced, extra-heavy, corrugated paper. There positively is no way in which the contents of this box can be tampered with without leaving traces, when our directions for packing, which accompany every box, are followed.

Prices of Eureka Egg Package

		Per Dozen	Per 100
15-egg size, Weight, 9¼ lbs.	\$1.80	\$12.50	
30-egg size, Weight, 12½ lbs.	2.40	16.50	
50-egg size, Weight, 18 lbs.	3.00	20.00	
100-egg size, Weight, 35 lbs.	4.00	30.00	

"Seeing is believing."—For 20 cents we will send you prepaid, a sample 15-egg Eureka Package, for trial shipment. Only one sample to same person.

Showing Construction of Eureka Egg Package.

Egg Cases for Shipping Market Eggs

Equipped with Double Hinges and Extra Heavy Fillers

WE MANUFACTURE THESE CASES OURSELVES from well-seasoned lumber, dressed on both sides, and guarantee their strength and durability. The covers are fitted with double hinges, so that they may be doubled back without injuring the covers, and also are fitted with fasteners by which the cover to each case can be locked when it is closed down.

The partitions and fillers supplied by us with these cases are manufactured from A-1 extra heavy cardboard and will stand three times the rough usage as will the ordinary filler. Cyphers Egg Cases are first-class for shipping large numbers of eggs for hatching. On such occasions one tier of fillers may be taken out to make room for the additional packing necessary. Each case is divided into two parts, each half holding five squares of fillers, three dozen eggs to a square. One size only, capacity 30 dozen. Weight, 18 pounds.

Prices: Complete, including fillers.....\$1.25

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Paper Egg Boxes

Just the Thing for Your Family Egg Trade

THESE boxes are intended for use in delivering eggs to private families. They are exceedingly neat in appearance and go a great way toward making satisfied customers. They ship "knocked-down," can easily be set up and sent by express or freight at very low rates. The customer, after using contents, can take them apart and return them.

Prices: 1-doz. size, per doz., 15c; per 100, \$1.00; per 1,000, \$6.00.

WEIGHTS: 1 doz. 1¼ lbs.; 100, 10 lbs.; 1,000, 100 lbs.

Handy Egg Carrier

A Favorite for Delivering Small Quantities of Eggs

IF you require a carrier in which to deliver eggs to your private customers the Handy Egg Carrier will prove to be just what you need. These boxes are strongly made of ¾-inch white pine, and are finished with a gloss coat of green paint. The cover is securely hinged and is provided with a patent crate fastener and a neat handle.

Prices: 3 doz. size, each 40c; per doz. \$4.40. 5 doz. size, each 50c; per doz. \$5.25. 8 doz. size, each 60c; per doz. \$6.50. 12 doz. size, each 70c; per doz. \$7.75. 15 doz. size, each 85c; per doz. \$9.50.

WEIGHTS: 3 doz. size, each 3 lbs.; 1 doz. 40 lbs.; 5 doz. size, each 4¼ lbs.; 1 doz. 60 lbs.; 8 doz. size, each 7 lbs.; 1 doz. 90 lbs.; 12 doz. size, each 10 lbs.; 1 doz. 125 lbs.; 15 doz. size, each 12 lbs.; 1 doz. 145 lbs.

Shipping Boxes for Day-Old Chicks

DURING the past few years the day-old chick business has experienced a wonderful growth.

So much depends upon the condition in which the chicks reach their destination that the success of the undertaking may be said to hinge upon this one point. To meet the demand that exists for a suitable box in which to ship chicks we have designed and placed on the market the style of box illustrated herewith. These boxes are well made of high test corrugated paper, and meet all of the following requirements:—

Strength, to prevent crushing; light weight, to reduce express charges and please your customers; perfect insulation, to afford protection against heat and cold;

easily assembled, thus requiring but a minute or two of time; low cost, lower than anything else that is fit for the purpose.

We make these boxes in three sizes.

Prices: 25 chick size, \$1.25 per doz. 50 chick size, \$1.50 per doz. 100 chick size, \$2.50 per doz.

WEIGHTS: 25 chick size, 1 doz. 10 lbs.; 50 chick size, 1 doz. 17 lbs.; 100 chick size, 1 doz. 26 lbs.

Shipping Coops for Fine Poultry

Light in Weight; Roomy, Strong and Durable

WE MANUFACTURE THESE COOPS and warrant them to be the lightest, strongest and most durable on the market. They are made from well-seasoned white pine lumber, and therefore are extremely light in weight, thus reducing the express charges.

These coops are shipped knocked-down, but are practically set up, as compared with other styles of so-called knocked-down coops. The sides are nailed to corner cleats and the ends to top and bottom cleats; hence all that is necessary for the poultryman to do to make ready for use is to drive nails in each corner.

Attention is also called to the dimensions of these coops. They are of sizes which experience has taught us to be the proper ones for shipping valuable birds safely. Many coops are too wide, thus permitting birds to turn in them and injure the tail feathers; other coops are altogether too low, not giving the birds a chance to stand erect; still others subject the fowls to drafts. There positively is not a better coop manufactured for the purpose than the *Cyphers Shipping Coop*, and we have found that Cyphers Company customers who desire to have their shipments reach destination safely are willing to pay the price necessary to get a first-class article.

No. 2, 10½ in. wide, 18 in. long, 21½ in. high, is suitable for single birds of any variety or a pair of Mediterraneans. Weight, 10 pounds.

No. 4, 10½ in. wide, 24 in. long, 21½ in. high, is suitable for Asiatic male, American or Mediterranean pair, or small Mediterranean trio. Weight, 12 pounds.

No. 6, 19½ in. wide, 24 in. long, 21½ in. high, is for pens of five birds of any variety. Weight, 16 pounds.

In comparing prices, do not compare the prices of these coops with those charged for paper or muslin coops, or coops made from cheap, low-grade, flimsy lumber.

Prices: No. 2, 45c each; per doz., \$5.15. No. 4, 55c each; per doz., \$6.25. No. 6, 65c each; per doz., \$7.40.

Practical Poultry Markers and Leg Bands

Marking the Chicks and Fowls for Identification

EVERY UP-TO-DATE POULTRYMAN realizes the necessity of properly marking his fowls, whether he breeds for the show room or for market. The fancier must have some method of marking individual birds so they can be identified for scoring, keeping track of pedigree, etc. The market poultryman must also have some accurate method of keeping tab on the age of his fowls, and thereby guard against birds being kept until they are past the profit-producing stage and become profit consumers. Nearly every poultryman will want to know at some time just what birds were hatched from a certain pen or flock, or at a particular time.

Marking Chicks.—A popular system of marking chicks in order to keep a record of hatches is to punch the web in the chick's foot. The operation is entirely painless to the chick, and an entire hatch can be toe-marked in a few moments. From the diagram illustrated herewith it will be seen that sixteen different breeds or matings can be toe-marked without duplication. For instance, the poultryman can mark all the chicks in one hatch as shown in Figure 2, and then the next hatch will be marked as in Figure 3. By following this plan chicks from special matings or pens, even though hatched with chicks from other matings, can be marked for positive identification at any time.

Marking Fowls.—When the fowls have grown older, the poultryman will find that the use of leg bands, every one bearing a number, will prove the best means for identification. A number of different styles of bands are manufactured for this purpose. We list on this page some of the best and most reliable. The descriptive matter will guide the reader in determining the kind best suited to his needs.

One of the best methods for applying leg bands, especially for market poultrymen, is to put the leg bands on the right foot of birds hatched in the even year and on the left foot of those hatched in the odd year. Thus, birds raised in 1911 would have bands placed on the left foot, and those raised in 1912 would be banded on the right foot, enabling the owner to tell at a glance which are the old birds without having to refer to the band numbers.

1			9		
2			10		
3			11		
4			12		
5			13		
6			14		
7			15		
8			16		

Perfect Pocket Poultry Punch

THIS is an all-steel, nickel plated device for which there is a large demand among poultrymen who do not require a larger and more expensive tool. Punches a clean hole of the right size, and will not bruise the chick's foot. Made in one size only.

Price: each, postpaid.....25c

Cyphers Poultry Marker

WHEN the difference in price can be afforded, we recommend the use of this chick marker, as compared with lower-priced markers. Constructed on the principle of a leather punch, it is easy to use and will last a life time. There is a strong spring in the head of this marker, which opens the jaws, and it makes a good, clean cut without mutilating the web as do many cheaper punches. These markers are made of substantial materials and we guarantee them to meet requirements.

Price: each, postpaid.....50c

Standard Lever Poultry Marker

WHERE a poultryman has several hundred or a number of thousand chicks to toe-mark each season, and is going to continue in the business for years, we advise the purchase of the Standard Lever Poultry Punch. It is well worth the price.

Price: each, postpaid.....\$1.00

Climax Leg Bands

THIS is the original "spring wire and clasp" leg band. Over one million of these bands have been sold, and they give universal satisfaction. Many breeders having feathered-leg varieties of fowls prefer these wire bands for the reason that they do not break the feathers so easily as the flat bands. Not more than three figures can be stamped on each tag. We usually number them from 1-12, 1-25, 1-50, or 1-100 unless otherwise ordered, but can number from 1-1000 or stamp with initials if desired. The Climax Leg Band is not made in pigeon sizes. In ordering always give sizes wanted, or breed of fowls and number of males and females.

Prices, postpaid: 12, 15c; 25, 30c; 50, 45c; 100, 75c; 250, \$1.75; 500, \$3.25; 1,000, \$6.00

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Champion Adjustable Leg Bands

THIS is a well-known leg band. It is one of the oldest bands on the market and has met with an immense sale during several years past. It is well and durably made from one thin strip of aluminum, and is used by hundreds of successful breeders and exhibitors. Being held by a double lock, it is impossible for them to come off.

They are made in two sizes, adjustable to fit small to medium and medium to large fowls. State size or breed.

Prices, postpaid: 12.....15c 25.....30c 50.....50c 100.....80c

Ideal Aluminum Leg Bands

IDEAL Aluminum Leg Bands meet with a large sale and give perfect satisfaction. They are light, neat, strong and durable, easily and quickly put on, and will stay on.

This band has a double-clinch, making it more secure than the single-clinch style. The lock is also very firm, with no room for friction, consequently will not wear and break off where connections are made, as so often happens with other bands. The Ideal Band is sold in five different sizes. The accompanying illustration shows the exact size. When ordering, specify the size of band you wish.

No. 2 bands are for pigeons; No. 4 are for bantams, except Cochin bantams; No. 6 for Hamburgs, Polish, Cochin bantams and for all birds in the Mediterranean class, except Minorcas; No. 8 for Minorcas, Cornish Indians and ducks, and all birds in the American class; No. 10 for birds in the Asiatic class, also turkeys and geese.

Exact Length of Bands.

Prices, postpaid: 12.....15c 25.....30c 50.....50c 100.....75c

Double Clinch Leg Bands

THE Double Clinch is one of the most popular flat bands on the market. It has an exceptionally strong fastening, consisting of two clinches which close down over the ends of the band in such a way as to make it practically impossible to lose them off.

These bands are made in the same sizes as the Smith Sealed Bands. In ordering always state size desired.

Prices: (prepaid by mail or express) 12 for.....15c 25 for.....25c 50 for.....40c
100 for.....65c 250 for.....\$1.50 500 for.....\$2.75 1000 for.....\$5.25

Smith Sealed Leg Bands

SMITH Sealed Leg Bands provide a positive protection against fraud. They are so constructed that they cannot be removed without destroying the band, and as no duplicate numbers are issued, it is impossible for one fowl to be substituted for another without detection. These bands are used and recommended by a majority

of the large poultry associations, and were the official bands of the Louisiana Purchase and Pan-American Expositions.

Made in Six Sizes:—No. 1, for Bantams; No. 2, for Mediterranean and Pit Game females; No. 3, for Mediterranean males, American females and Pit Game males; No. 4, for American males and turkey hens; No. 5, for large Asiatic males and turkey toms; No. 6, for extra large Asiatics and large turkey toms.

Cuts Show Exact Length.

Prices, postpaid: 12 for.....30c 25 for.....50c 60 for.....\$1.00 100 for.....\$1.50
250 for.....\$3.50 500 for.....\$6.50 1000 for.....\$12.50

Extra for stamping name and address, or not to exceed three initials on bands, 10c per 100, or 6c for 50 or less. If name and address, or more than three initials are desired, add 15c per letter for cost of making special steel stamp.

Price of Sealers: Plain, 50c; lettered jaw, 65c; nickel-plated lettered jaw, 75c

Pigeon Band Sealers same prices as above.

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

The Smith Sealer.

Caponizing Instruments

Their Use Increases the Market Value of Surplus Cockerels Fifty Per Cent.

CAPONIZING THE SURPLUS COCKERELS each season and thereby increasing their market value about 50 per cent. has now become an established branch of the poultry industry. The operation is simple, is easily learned and can be completed in from one to three minutes, depending on the practice the operator has had. Fatal results are seldom met with and the operation itself is practically painless, the birds making no outcry.

Curtiss Caponizing Set

THIS set is used generally by the practical poultrymen of Eastern Massachusetts who produce the famous "South Shore Soft Roasters" for the fastidious Boston market. It was invented after years of experimenting by J. H. Curtiss, the father of the "Soft Roaster" trade in the South Shore district. Cyphers Incubator Company, several years ago, bought the manufacturing and selling rights for this professional set of instruments, and by making them in large lots was able to reduce the price from \$5.50 per set to the present low figure.

The Curtiss caponizing instruments have special features of value not found in other sets. The lancet is peculiarly adapted to its purpose and the old-fashioned canula is replaced by an up-to-date instrument which serves the double purpose of cutting and removing without the aid of forceps, leaving one hand free to manage the operation. Full printed directions with each set.

Price of Complete Set: In neat and substantial velvet-lined case, postpaid.....\$4.00

Greiner Caponizing Set

THE Greiner Caponizing Set is especially designed to simplify the operation of caponizing, so that the beginner can easily master it.

We recommend it as the best low-price set in popular use. This set consists of a lancet-shaped knife, spring-spreader, forceps, hook, ring-probe and canula. The special spring-spreader, the spreading-strain of which is held in check by a lock, holds open to the right extent the incision into the intestinal cavity, making it easy to reach and remove the testicles. Printed directions with each set.

Price: In substantial wooden case, postpaid.....\$3.00

Farmer Miles Caponizing Set

THE instruments combining the Farmer Miles Caponizing Set have long been recognized by practical poultrymen as being among the most satisfactory for the purpose on the market. They are used by many large capon raisers and are so well known it is unnecessary to describe them at length. The set is composed of knife, spreader forceps, sharp hook, loop forceps and all necessary cord and hooks for holding the bird. All instruments are manufactured from the best materials obtainable and no expense is spared to make them faultless. Each set is put up in a fine velvet-lined case and is accompanied by full instructions.

Price: Per Set, complete, postpaid.....\$7.00

Gape-Worm Extractors

A Practical Device That Has Proved Its Value

IN some localities, partly-grown chicks are attacked by gape worms and if not properly treated will succumb to these parasites. They lodge in the windpipe and must be extracted if the fowl is to recover. When one-fourth or one-half grown chicks mope about, lose flesh, and are colorless about the head, look first for lice, and if found reasonably free from lice, then look for gape worms. If there are any, they will be found adhering to the walls of the windpipe. The most inexperienced poultryman will have no trouble in removing these worms by the use of the Gape-Worm Extractor, illustrated herewith.

Price, postpaid.....25c

Cyphers Pattern French Poultry Killing Knife

For Killing Chickens, Ducks, Geese or Turkeys

EVERY poultry raiser who kills and dresses for market either chickens, ducks, geese or turkeys, should own one of these knives. They are made of finely-tempered instrument steel, with nickel handle, and will last a lifetime. Whether you have half-a-dozen or several hundred fowls to kill and dress for market, one of these knives will prove a highly satisfactory investment.

Price, postpaid.....50c

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Cyphers Powder Guns

A Necessary Article in Every Poultry Yard. Made in Two Sizes

THESE Insect Powder Guns were originally designed to meet a demand for as large a gun as can be held in the hand. The bottom, or spout part, as may be seen in the picture, screws on or off, and makes a large opening for filling with powder. Just the thing for applying Cyphers Lice Powder. Made in two sizes. Thousands of them in use—a standard article.

Prices: Large Jumbo size, each 25c; postpaid, 30c

Small size, each 10c; postpaid, 12c

Climax Spray Pumps

A Popular-Price Sprayer for Poultrymen

Climax Spray Pump.

light, strong, compact and well-made. Each is tested with an automatic spray pump before it leaves the factory. We recommend this pump for spraying Cyphers Lice Paint, Napcreol Disinfectant and Anti-Fly Pest. Weight, 1¼ lbs.

Prices: Each, tin, 50c; express prepaid, 70c

GREAT advantage is derived by the use of these sprayers in exterminating potato bugs, tobacco, corn, tomato and currant worms, and all plant insects; also in killing lice in poultry houses. They are used extensively on horses, cattle and swine, and for spraying clothes, carpets, cigar wrappers, etc.; in fact, wherever a sprayer is needed. These sprayers are

Success Spray Pump

For Whitewashing, Window Washing, Buggy Washing, Tree Spraying, Etc.

MANY poultrymen have become tired of whitewashing their poultry houses in the old way—with a brush—and are looking for an effective spraying pump, at low cost, that will do the work satisfactorily and with far less trouble. We offer such a pump in the *Portable Brass Spray Pump*, illustrated herewith. This pump is furnished with a Calla Nozzle, which may be graduated to give a solid stream or a coarse or fine spray. The Success has a brass cylinder and air chamber, hence will not corrode. It has a steel rod and is designed to set in a pail or vessel of water, with the foot rest outside. See illustration. Is also arranged to discharge a fine jet in bottom of bucket. This answers the same purpose as an agitator, keeps the whitewash or other mixture thoroughly mixed and is especially recommended for whitewashing, and for spraying trees, bushes, flowers, etc. Pump is furnished complete with a Calla Nozzle and foot rest. Weight, 23 pounds.

Price, Safely packed.....\$3.75

Wire Nests

Easy to Keep Clean, Vermin-Proof, Indestructible

THESE nests are strongly made from heavy japanned steel wire, 1½-inch mesh, and will last a lifetime. They are intended to fasten to the wall with screws or screw hooks. There is no room on them for lodgment of lice or vermin of any kind; they are easy to keep clean and are far superior to wooden boxes. Weight, 1 doz., 4 lbs.

Prices, each.....15c Per dozen.....\$1.50

Food or Water Cups (For Exhibition Coops)

MADE of galvanized iron, strong and durable; hold one-half pint each, enough for all ordinary purposes. The wires can be bent to secure them to any style of coop. Will soon save their cost in preventing waste of food.

Prices: Each 15c; per dozen, \$1.50. If to be sent by mail, add 5c each for postage

Porcelain Nest Eggs

THESE eggs are made of first-class flint glass; they do not break easily and will last indefinitely. It is not advisable to remove from the nest all the eggs laid unless you provide a nest egg such as the one we offer.

Prices of Porcelain Nest Eggs: Two, 5c; per dozen, 25c

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Mann's Green-Bone Cutters

Easiest to Fill, Easiest to Clean, Easiest to Turn—Warranted Against Breakage—Simplest in Construction—Never Get Out of Order

THE FEEDING OF RAW BONE AND MEAT produces more eggs when you want them most; makes eggs more fertile; insures more vigorous chicks; matures broilers quicker; makes fowls lay earlier; often stops egg eating and feather pulling by the flock and helps to insure the flock against roup and other ills.

WE HANDLE AND OFFER FOR SALE the Mann's Green-Bone Cutters because they are the standard make for this use and have been so for years. The Mann's Cutter cuts more rapidly than any other; its knives are in action all the time. The Mann's has a perfectly self-governing automatic feed. You do not have to use one hand for controlling

No. 5 B. Price \$8.00. the feed—a tiresome, tedious, awkward process. You drop the bone into the open cylinder, on one side or both sides of the partition, as you like, drop the follower in place, clasp on the feed handle, and you are ready for business, with both hands free to be used one at a time for turning. The feed is both automatic and self-governing, a feature not successfully accomplished by any other bone cutter. All Mann's machines are equipped with an automatic governing spring feed, and all machines of No. 7 size or larger have a hinged cylinder which gives instant access to all working parts.

inches in diameter, $5\frac{1}{4}$ inches deep. Capacity, $\frac{1}{2}$ to 1 lb per minute.

Price, Complete,\$12.00

No. 7 1-2, New Model, is a combination hand or power Bone Cutter. Adapted to run either way without changing any part. Meets the demand for a small power cutter. Cylinder same size as No. 7. Capacity, 50 to 100 lbs. per hour. Weight, 150 lbs.; diameter of the pulley, $11\frac{1}{2}$ inches, $2\frac{3}{4}$ -inch face. Speed of pulley, 300 revolutions per minute. Horse power required, $\frac{1}{2}$ to 1.

Price, Complete,\$16.00

No. 7 $\frac{1}{2}$, 1903 Model. Price \$16.00.

No. 9, New Model, is intended for flocks of 500 to 1,000 hens. This machine is similar to No. 7, but has a much greater capacity. Weight, 170 lbs. Cylinder, 9 inches in diameter, 6 inches deep.

Price, Complete,\$18.40

No. 11, New Model, is intended for large flocks when the machine must be run by hand a portion of the time. It is the same as No. 9 except it has power attachments. Horse power required, 1 to $1\frac{1}{2}$. Weight, 215 lbs. Diameter of pulley, 15 inches, $3\frac{1}{2}$ -inch face; speed of pulley, 300 to 350 revolutions per minute. Cylinder same size as No. 9.

Price, Complete,\$26.00

No. 12, Power Cutter. This machine costs but \$4.00 more than the semi-power, the No. 11, yet is heavier, stronger, better and more durable. It is strictly a power machine.

It has all the new patented improvements; open cylinder, automatic governing feed anti-clog device, ample space for large box to catch the product. In addition, this cutter has a grab clutch, an important and novel device by which it can be started and stopped instantly. Capacity, 120 to 150 lbs. per hour. Weight, 260 lbs. Diameter of pulley, 16 inches, 4-inch face; speed of pulley, 300 to 350 revolutions per minute; diameter of cylinder, 9 inches. Horse power required, 1 to 2.

Price, Complete,\$30.00

No. 12 Power Cutter. Price \$30.00.

No. 5 C. This machine is exactly the same as the No. 5 B, with crank handle instead of a balance wheel. Weight, 35 lbs.

Price, Complete, \$6.00

No. 5 B. This machine is exactly the same as the No. 5 B. M., except that it has not the iron stand. The capacity is the same. Weight, 60 lbs.

Price, Complete, \$8.00

No. 5 B. M. Made on the same principle as the larger sizes, and equipped with a patented automatic spring feed handle. The cylinder is 6 inches in diameter and 4 inches deep. The cutter is mounted on a substantial iron stand which can be fastened to the floor. Weight, 80 lbs. Capacity, about $\frac{1}{2}$ lb. per minute.

Price, Complete, with iron stand, \$10.40

No. 7 Model, is equipped with automatic governing spring feed. Large, open-hinged cylinder, giving instant access to all working parts. Six special knives. Gear guard, anti-clog device. Heavy balance wheel, with adjustable handle, besides all the best features of all old-style machines. Weight, 107 lbs. Cylinder, $7\frac{1}{4}$

Mann's 1903 Model Cutter No. 7, For Flocks of 100 to 200 Hens. Price \$12.00.

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Mann's Clover Cutter

THIS is a standard machine in every respect. It is made entirely of iron and steel and cannot warp or shrink. This cutter was designed with the special object in view of making the knives simple to adjust and easy to sharpen. Cuts any kind of hay or clover, either dry or green; cuts it to lengths suitable for poultry, and does the work more rapidly than any other hand cutter of the same size on the market. Each revolution of the balance wheel produces twelve cuts, while other cutters produce only three to eight. Weight, without stand, 60 pounds; with stand, complete, 75 pounds.

Prices: Without stand (for use on bench or table)..... \$ 8.00
With iron stand, all complete..... 10.00

Banner Root Cutter No. 7

THE illustration shows Banner Root and Vegetable Cutter No. 7, a cutter made expressly for poultrymen. It quickly cuts the vegetables into long, round, ribbon-like slices that resemble a bunch of angle worms, which fowls readily eat up to the last morsel. This is a strictly high-class machine and at the low price will pay for itself in a short time by improving the health, vigor and productiveness of the fowls. Weight, 30 pounds.

Price: Complete.....\$5.00

Root Cutter No. 28

TO meet the demand from large plants for a power root cutter we list *Root Cutter No. 28*. This cutter has eight steel knives—four corrugated and four plain. We offer it with a crank for hand power and with crank and pulley for hand or power. This machine cuts all roots and vegetables like beets, potatoes, onions, apples, turnips, cabbage, etc., so fine that all stock can feed on them without danger of choking. Weight, without pulley, 140 pounds; with pulley, complete, 150 pounds.

Prices: With crank (no pulley).....\$18.00 Complete with pulley and crank..\$20.00

Dry-Bone and Shell Mill

THIS is one of the handiest appliances in use by thrifty poultrymen. It is the best mill on the market for grinding dry bone, oyster or clam shells, coarse grains like corn, charcoal, etc. The low price at which it is sold places it within the reach of every poultry raiser. Diameter of hand wheel, 20 inches.

Prices: Without stand, weight, 33 lbs. \$5.00
With stand, weight, 64 lbs. 7.00

Tennessee Grinding Mill

A LOW-PRICED and handy grinding mill used only for grinding or cracking grain. Just the machine for the poultryman with a small or moderate sized flock, or for farm and family use. It is readily taken apart for cleaning or oiling. Easily adjusted for fine or coarse grinding of wheat, corn or other dry grain or spices. All bearings are chilled; crank is of malleable iron. Grinding plates made of hardest and strongest metals. Weight, complete, 12 pounds.

Prices: Each.....\$2.00

Extra Grinders, per set.....30c

Balance-Wheel Grist Mill

A WONDERFULLY rapid grinder, and most desirable in every way. May be adjusted for coarse or fine grinding. Burrs made of special iron. Grinds corn and grain of all kinds, also coffee, spice, etc. Can be bolted to a table. Balance wheel adds steadiness and momentum. Capacity one-half to one bushel per hour. Weight, 25 pounds.

Price: Each.....\$2.25

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Lice-Proof Perch Support

A Cyphers Company Invention. Thousands Now in Successful Use. Made in Two Styles

Wall Perch Support.

Upright Perch Support.

THIS all-metal Roost Support was placed on the market by us to supply the demand for a support *sufficiently strong* to withstand the rough usage to which it is subjected, and is unequalled by any other similar device now in use by poultry raisers. Thousands of them have been sold by us and our agents and they have received the endorsement of many repeat orders.

CYPHERS LICE-PROOF PERCH SUPPORTS are manufactured of cast iron and with ordinary care will last a lifetime. They are cheap in price, easily put up and if once tried will always be used. They are attached to the wall or droppings board with screws. The oil cup is covered with a cap to prevent an accumulation of dust. Fill each cup with Cyphers Lice Paint *or with ordinary kerosene oil*. When the little cup contains the oil or lice paint, it is impossible for lice to pass from the walls of

building or droppings board to the roosts or from the roosts to the walls or droppings board.

If you are troubled with lice in your poultry house it will pay you well to purchase a sufficient number of these Lice-Proof Perch Supports to equip your poultry house so that the fowls can rest in comfort.

Cyphers Lice-Proof Perch Supports are made in two styles. The Wall Perch Support is designed for use where the perch can be supported from either end, allowing a free space below perch. The Upright Perch Support will be found convenient for attaching to the droppings board, at ends of perch, or in the case of extra long perches one or more supports can be placed in the middle.

PRICES OF LICE-PROOF PERCH SUPPORTS:

Wall Support: Per pair, 30c; postpaid, 65c; per ½ dozen single hangers, 90c; per dozen single hangers, \$1.75. (By freight or express.)

Upright Support: Per pair, 40c; postpaid, 90c; per ½ dozen single hangers, \$1.10; per dozen single hangers, \$2.10. (By freight or express.)

WEIGHTS: Wall Support—1 pair, 3 lbs.; per ½ dozen, 9 lbs.; per dozen, 18 lbs. Upright Support—1 pair, 4 lbs.; per ½ dozen, 12 lbs.; per dozen, 24 lbs.

Hexagon Poultry Netting

This Grade is Galvanized After Weaving and Meets the Requirements

THERE ARE SEVERAL MAKES of comparatively worthless poultry netting on the market—as many poultry keepers have learned to their sorrow. In line with our established policy, Cyphers Incubator Company handles a high-grade article at a popular price. We warrant each bale of Hexagon Poultry Fencing sold by us to be of full width, of full length, of standard mesh and to be as satisfactory in all respects as can be bought anywhere.

In comparing our prices with those of other dealers, please take into consideration the important fact that our No. 19 wire and No. 20 wire are both guaranteed to be *full gauge, to be galvanized after weaving and coated extra heavily with spelter*, making it far more lasting than the cheaper grades.

We quote the 2-inch mesh fencing woven from No. 19 wire, and the 1-inch mesh fencing woven from No. 20 wire. Two-inch mesh fencing made from No. 20 wire is quoted by us at much lower prices than the prices at which we sell that woven from No. 19 wire, but we do not recommend fencing of larger mesh than 1-inch that is made from wire lighter than No. 19. Where 1-inch mesh is required No. 20 wire is sufficiently heavy. We do not sell less than full rolls. Carried in following sizes:—

ONE-INCH MESH—No. 20 wire: 12, 18, 24 and 36 inches in height.

TWO-INCH MESH—No. 19 wire: 24, 36, 48, 60, 72 and 84 inches in height.

PRICES VARIABLE

Quotations on request. Write for special circular giving lowest prices; for immediate acceptance.

Poultry Fence Staples

These staples are made from heavy galvanized steel wire, best suited for poultry fencing.

Poultry Fence Staples, Price per pound, 9c.

Perfection Staple Driver

Don't Pound Your Fingers—Use a Perfection Staple Driver. It will Stretch the Wire Also

The crowning feature of the Perfection Staple Driver is that by its use there is no possible chance of pounding your fingers. This tool overcomes all disagreeable features encountered in erecting wire fencing. By its use the wire can be stretched and the staple driven with ease. The wire can be stretched evenly at every angle, and the staples driven at the points they will do the most good. The

wire can be drawn taut and the staple driven where, without the Staple Driver, it would be impossible. One man using a Perfection Staple Driver can erect more wire fencing and in better shape than two men can without it.

Price.....25c

Postpaid.....30c

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Cico Roof Covering

Special Brand and Quality Made for Cyphers Company Customers

CICO IS OUR TRADE-NAME—a contraction of Cyphers Incubator Company—for a high-grade roofing manufactured for us in large quantities for use on poultry houses and other buildings; also on roosting coops, brood coops, outdoor brooders, etc.

CICO ROOFING is fire-resisting, water-proof, weather-proof and of a quality to resist extremes of heat and cold; *also the heaviest storms of rain, hail or snow.* The composition with which it is saturated will not run nor sweat out on hot days, nor crack during cold weather. It is water-proof throughout—not merely on the surface. Made from high-grade, long-fiber wool felt, *it will out-last, by several seasons,* the usual grades of roofing in general use. Its tough flexibility makes it easy to lay on any kind of roof. It is odorless and does not taint rain water, as a cheaply-constructed roofing will do. It is of an elastic nature, which admits the making of joints around corners and chimneys without breakage or cracking, as do many cheap roofings on the market.

EACH ROLL is 32 inches wide and contains 216 square feet, being sufficient to cover two squares and to allow for two-inch lap. It is also put up in half-rolls containing 108 square feet, including two-inch lap. It is ready and easy to lay, and does not require an expert. Sufficient cement and nails come with each roll.

PRICES OF CICO ROOFING

3 PLY: 1 to 5 sq., per sq. \$1.50;	6 to 10 sq., per sq. \$1.45;	11 to 30 sq., per sq. \$1.40;	31 sq. and over, per sq. \$1.35
1 PLY: 1 to 5 sq., per sq. 1.90;	6 to 10 sq., per sq. 1.85;	11 to 30 sq., per sq. 1.80;	31 sq. and over, per sq. 1.75
2 PLY: 1 to 5 sq., per sq. 2.75;	6 to 10 sq., per sq. 2.60;	11 to 30 sq., per sq. 2.55;	31 sq. and over, per sq. 2.50
3 PLY: 1 to 5 sq., per sq. 3.25;	6 to 10 sq., per sq. 3.15;	11 to 30 sq., per sq. 3.00;	31 sq. and over, per sq. 2.90

Shipping weight per 2-square roll: $\frac{1}{2}$ ply, 30 lbs.; 1 ply, 37 lbs.; 2 ply, 47 lbs.; 3 ply, 57 lbs. (By freight or express.)

Cyphers Red Rope Building Paper

A Standard Paper for Lining Houses, Coops, Etc.

DRAFTS ARE FATAL TO FOWLS that are quiet, especially at night. Ventilation is essential to fowl health, but it must not be in the form of drafts blowing directly upon them. Roofs of poultry houses should be airtight as well as water-tight, and the closed outside walls should be draft-proof.

CYPHERS RED ROPE PAPER is recommended by us for this use. It is manufactured especially for us by a reliable manufacturer. This paper is woven, not coated, and is the same all the way through. It is water-tight, durable, strong, impervious to air and is not affected by heat or cold. For sheathing and siding we recommend it as the best paper we have ever used, or that has been brought to our attention. Sold in rolls of 100 and 500 square feet.

Prices: 100 square feet, per roll90c 500 square feet, per roll\$4.00

Neponset Papers

Neponset Red Rope Paper, 100 square feet to the roll.....	Prices \$1.00
Neponset Red Rope Paper, 500 square feet to the roll.....	5.00
Black Neponset Waterproof Building Paper, per roll, 250 square feet.....	1.00
Black Neponset Waterproof Building Paper, per roll, 500 square feet.....	1.75

Samples supplied upon request.

Tin Roofing Caps and Roofing Nails

These roofing caps are $\frac{3}{4}$ -inch in diameter, with a hole punched in the center of each to receive the nail. One pound of tin caps is required for each roll of roofing.

The wire nails are barbed, are $1\frac{1}{2}$ inches long, and should be used with the tin roofing caps for fastening roofing paper to the roof boards. One pound of nails is required for each roll of roofing.

Price, per pound: Roofing Caps.....7c Wire Nails.....7c

"C. C." Waterproofed Sheetting

Improved Substitute for "Oiled Muslin"

POULTRYMEN have learned that it is a serious mistake to shut up fowls in tight, ill-ventilated houses. The open-front or canvas-front poultry house is now the rule with experienced, up-to-date poultry keepers, with the result that damp litter, frosty walls, colds, roup and generally-debilitated fowls, especially in winter time, are almost things of the past. This new and better method of housing poultry gave rise to a demand for a suitable waterproof cloth for use on the fronts; also for covering window frames and extra doors. Oiled muslin was tried, but it rotted quickly, owing to the rapid oxidizing of the oil. What was wanted was a waterproof curtain material that would shut out the drafts and at the same time permit a gentle inflow of fresh pure air, to the great improvement of the health of the flocks and preserving the much-desired dryness in the house.

After long experimenting, Cyphers Incubator Company met this demand by offering its special brand of "C. C." Waterproofed Sheetting, which is more durable and far better in the essential features than oiled muslin; also much cheaper to the consumer than if he were to put up curtains of ordinary muslin and then try treating them himself.

Prices: "C. C." Brand Waterproofed Sheetting (40 inches wide). No order filled for less than ten yards. Less than 50 yards, per yard, 20c. In 50 to 90-yard lots, per yard, 19c. In 100-yard lots, per yard, 18c.

SPECIAL—Be sure to read "Assorted Order" notice, see page 153.

Cyphers Complete Grit

A First-Class Product in Extensive Use by Successful Poultrymen

IT IS AN ESTABLISHED FACT among poultrymen that, in order to make poultry raising a success, a first-class grit must be used. Ordinary water-washed smooth pebbles are not "grit." *Soft, crushed limestone will not answer the purpose.* Good poultry grit must have a formation which enables it to retain its grinding qualities under the relaxation and contraction of the fowl's gizzard.

CYPHERS COMPLETE GRIT is as hard as flint, and in addition to its grinding properties, it contains lime in soluble form. This is highly valuable, as lime is a necessity for making egg shells.

The value of commercial grits sold for fowls varies fully as much as do the value of poultry foods. There are good grits for this important purpose and there are poor kinds. *Some are soft and practically worthless.*

The price of Cyphers Complete Grit is low, quality considered. We depend for our profits on the large amount we sell and have made the price as low as that of this quality can be sold for. We supply three sizes: No. 1 for brooder chicks, No. 2 for half-grown chicks, and No. 3 for hens, turkeys, ducks and geese. No. 1 is used by many large duck breeders with satisfactory results.

PRICES

100-lb. bag.....	70c
500-lb. lots (in 100-lb. bags).....	65c per 100 lbs.
1000-lb. lots (in 100-lb. bags).....	60c per 100 lbs.

Crushed Oyster Shells

An Egg-Shell Maker and Aid to Good Health in Poultry

WE purchase these goods in car lots, hence can offer them at the lowest rock-bottom prices. Every pound of Oyster Shells offered by us is dried by a patent, hot-air process, and not by direct fire, which burns out some of the most desirable qualities.

Our shells are crushed and ground to the size which expert poultrymen agree to be the best. If you have purchased other brands of Oyster Shells, you have noticed that there are 10 to 25 pounds of waste, consisting of dirt and shell, mixed in with every 100 pounds of shell. This means a loss to you. Every pound of shell we sell is all shell and no waste. It is needless for us to enlarge upon the value of crushed Oyster Shells for poultry. Every poultryman realizes their importance as an egg-shell maker and general promoter of good health.

We can also furnish fine crushed oyster shells for pigeon keepers.

PRICES

100-lb. bag.....	75c
500-lb. lots (in 100-lb. bags).....	70c per 100 lbs.

SUBSCRIBE FOR ONE OF THESE LEADING POULTRY PAPERS

We shall be pleased to receive subscriptions for any of the following named papers at prices that make it worth while for you to write us. On any two papers sent for at one time deduct 10 per cent.; on any three, 15 per cent.; on any four, 20 per cent.

For subscriptions to be addressed to the city where paper is published, send 25 cents extra for additional postage. For foreign subscriptions, including Canada, remit double the amount of domestic price, to cover foreign postage.

	Number of Pages	Size of Page	Price per Year		Number of Pages	Size of Page	Price per Year
American Poultry Advocate, Syracuse, N. Y.....	44 to 84	9 x 12	\$.50	Poultry Culture, Topeka, Kan.....	32 to 52	9 x 12	\$.50
American Poultry Journal, Chicago, Ill.....	48 to 172	9 x 12	.50	Poultry Herald, St. Paul, Minn.....	36 to 60	9 x 12	.50
American Poultry World, Buffalo, N. Y.....	76 to 144	9 x 12	.50	Poultry Husbandry, Waterville, N.Y.....	16 to 32	9 x 13	.50
American Poultryman, Lincoln, Neb.....	32 to 64	9 x 12	.50	Poultry Item, Sellersville, Pa.....	48 to 160	8 x 12	.50
Canadian Poultry Review, Toronto, Ont.....	48 to 72	9 x 12	.65	Poultry Keeper, Quincy, Ill.....	32 to 72	9 x 11	.50
Fanciers' Monthly, San Jose, Cal.....	32 to 48	10 x 6 1/2	.75	Poultry Pointers, Kalamazoo, Mich.....	32 to 60	9 x 12	.25
Farm-Poultry, Boston, Mass.....	16 to 32	9 1/2 x 12	.50	Poultry Post, Goshen, Ind.....	20	9 x 11	.25
Golden Egg, Des Moines, Ia.....	32 to 40	9 x 12	.25	Poultry Review, Elmira, N. Y.....	50 to 125	7 x 10	1.00
Industrious Hen, The, Knoxville, Tenn.....	40 to 80	8 x 11 1/2	.50	Poultry Tribune, Mount Morris, Ill.....	40 to 100	9 x 12	.50
Inland Poultry Journal, Indianapolis, Ind.....	48 to 100	8 x 11 1/2	.50	Poultry Success, Springfield, O.....	76 to 156	9 x 12	.50
National Poultry Magazine, Buffalo, N. Y.....	32 to 80	9 x 12	.50	Profitable Poultry, Boston, Mass.....	32 to 60	9 x 12	1.00
Northwest Poultry Journal, Salem, Ore.....	44 to 64	9 x 12	.50	Reliable Poultry Journal, Quincy, Ill.....	76 to 172	9 x 12	.50
Pacific Poultrycraft, Los Angeles, Cal.....	32 to 64	9 x 12	.50	Southern Poultryman, Dallas, Tex.....	36 to 44	9 x 12	.50
Pacific Poultryman, Seattle, Wash.....	28 to 36	7 x 10	.50	Southern Poultry Journal, Dallas, Tex.....	40 to 68	9 x 12	.50
Petaluma Poultry Journal, Petaluma, Cal.....	24 to 36	10 1/2 x 13 1/2	1.00	Standard and Poultry World, Quincy, Ill.....	32 to 80	9 x 12	.50
Pigeon News, Boston, Mass.....	16 to 20	9 1/2 x 12 1/2	1.00	Successful Poultry Journal, Chicago, Ill.....	36 to 120	8 1/2 x 11 1/2	.50
Poultry, Peotone, Ill.....	32 to 40	10 1/2 x 14 1/2	1.00	Union Poultry Journal, Ft. Smith, Ark.....	32 to 40	9 x 12	.50
				Useful Poultry Journal, Trenton, Mo.....	32 to 40	9 x 12	.50
				Western Poultry Journal, Cedar Rapids, Ia.....	32 to 96	9 x 12	.50
				Western Poultry World, Denver, Colo.....	32 to 40	8 1/2 x 12	.50

CYPHERS PIGEON SUPPLIES

*A Line of Standard Foods and Appliances that
Helps Make Pigeon-Keeping Easy and Profitable*

SO closely is Pigeon-Keeping allied with the poultry industry that several of the supplies used in the latter are adapted for the pigeon-keeper as well. In the preceding pages will be found a number of such articles. Among them we refer to Crushed Oyster Shells appearing on page 172 and to Leg Bands on page 165. The following are special pigeon supplies:—

Cyphers Pigeon Food

CYPHERS PIGEON FOOD is a mixture of properly-seasoned grains specially selected for pigeons. In the compounding of a food for pigeons the proper selection of the various grains is of great importance. During the breeding season, when squabs are to be marketed, the importance of a correct food cannot be overestimated. *The health of the birds and the rapid growth and weight of the squabs are dependent on it.* We have combined in Cyphers Pigeon Food the best and most satisfactory mixture of the best grains obtainable for this purpose. It is used by hundreds of the large growers and fanciers in all parts of the country and is preferred by them to any combination they could make. *This food is manufactured by special machinery in our new \$125,000 Poultry Food and Alfalfa Mill—see page 114. We control and guarantee every ingredient.* Sold in sealed Bags under Cyphers Company Registered Trade-Mark.

For prices see page 123.

Salt Cat for Pigeons

THIS is a standard preparation possessing aromatic and tonic properties of such roots, herbs and seeds as gentian, anise, caraway, cummin and coriander; also bone, crushed oyster shells, granulated charcoal, crushed limestone, rock salt, sulphate of iron, etc. It aids digestion, invigorates the system and promotes good health. It is put up in brick form, which keeps the birds busy picking at it and prevents waste. Is manufactured in our complete Laboratory, and we therefore control and guarantee the value of every ingredient. See page 144.

Prices: Per brick.....15c Per doz.....\$1.50

If sent by mail, add 20c per brick for postage.

Foust's Health Grit

THE one first-class grit available to the breeder of fancy pigeons. It possesses medicinal and strengthening properties which no other pigeon grit contains, and develops the highest physical vigor, purest blood, rugged health and extra endurance. The standard for many years.

Price: 100-lb. bag.....\$2.00

Cyphers Pigeon Perch

THIS is a Cyphers Company invention. It is a neat, strong perch that can be placed anywhere in the loft. Practically indestructible. Will remain rigid when the birds light on it. Will improve the appearance of any flock. Unequalled by any other perch on the market. Made in one size only.

Prices: Each.....10c; postpaid....18c 12....\$1.00 100.....\$8.00

Pigeon Nests

WE carry in stock at our different Branches a full supply of Pigeon Nests, on which we can quote attractive prices, based on the quantity desired.

If interested, please write to our nearest Branch Office for complete description and prices.

Pigeon Nest.

Leg Bands For Marking Pigeons

OPEN BANDS—Made from aluminum, with smooth edges, and formed into circular shape ready to put on. Can be opened or closed sufficiently to fit different sizes of pigeons. Furnished numbered to order at the following prices:

Prices, postpaid: 12, 15c; 25, 25c; 50, 40c; 100, 65c; 250, \$1.50; 500, \$2.75; 1,000, \$5.25.

10 cents extra per 100 bands, or 5 cents for 50 or less, when bands are to be stamped with not to exceed three initials of customer.

SEAMLESS BANDS—Made from aluminum and well finished. Three sizes: Small, medium and large. Order by size number, and state how bands are to be stamped. Will be numbered from one up unless otherwise ordered.

Prices, postpaid: 12, 30c; 25, 50c; 60, \$1.00; 100, \$1.50; 250, \$3.50; 500, \$6.50; 1,000, \$12.50.

These prices include numbering and stamping with year, if desired. 10 cents extra per 100, or 5 cents for 50 bands or less, when bands are to be stamped with not to exceed three initials of customer.

SPECIAL—Be sure to read "Assorted Order" notice, see page 173.

MATING AND FEEDING FOWLS TO GET FERTILE EGGS

Number Of Birds to the Pen. Separate the Sexes. Making Sure the Eggs are Fertile. Animal Food Much Needed. Green Food Essential. How to Sprout Oats. Home-Made Fertile Egg Food, etc.

(Copyright, January, 1912, by Cyphers Incubator Co., Buffalo, N. Y.)

IN mating up a pen of breeders from which to secure good hatching eggs, bear in mind that the male bird is "half the pen," as regards breeding results, therefore the importance of selecting a large, healthy, vigorous male that is "typical" of the breed, i. e., of correct shape and weight, as called for by the American Standard of Perfection.

If you have a number of males to choose from, select a bird with good sized comb; bright, alert eyes; back broad at shoulders; fairly long body; tail well spread; full, well-rounded breast; stout legs set well apart at juncture with body and standing well apart at knees. He should be active, sturdy looking—full of fight.

Select pullets or hens of good size for the breed, with short, medium-sized heads; bright eyes; red combs; level, broad backs; fairly long, deep bodies; medium low tails and stout legs set well apart. Be sure to avoid thin, "snaky" looking heads, narrow backs, pinched tails and knock knees—both in males and females.

If you are breeding fowls of the Mediterranean class—Leghorns, Minorcas, etc.—mate fourteen females with male; if of the American, English or French classes—Plymouth Rocks, Wyandottes, Rhode Island Reds, Orpingtons, Houdans, etc.—mate ten females with male; if of the Asiatic class—Brahmas, Cochins and Langshans, mate eight females with male. If birds have free range these limits can be increased twenty-five per cent. with safety, but size of matings should be as stated if birds are kept in usual small yards during hatching season.

If you buy breeding stock, insist that the males and females shall not be brothers and sisters. They should be of different "families," even if bought of the same poultryman. Line breeding is safe, if properly done, but persistent inbreeding is injurious—is harmfully debilitating. For reliable information on this important subject see bulletin No. 18 of "Cyphers Company Service" department, entitled "Line Breeding For Increasing Egg Production."

If you buy hatching eggs from an experienced, successful poultryman who knows how to avoid the serious effects of inbreeding, at the same time retaining and increasing the valuable qualities of his strain, it will be safe for you to mate brothers and sisters one season. The next season select your best cockerels and mate them back on the original pullets—now hens—and use the original males—now cock birds—with the choicest of the

pullets. If the poultryman of whom you bought the eggs has taken proper care to keep up the size, stamina and vigor of the breeders that produced the eggs, you will be safe in this course, but later on you should introduce "new blood" from time to time—see bulletin No. 18. To avoid the ill effects of inbreeding, the same care has to be practiced with trap-nested flocks and individuals.

Do not keep your breeders "mated" the year around. At end of the hatching season separate the sexes and give them free range if you can do so. Literally "turn them out to grass." Before mating the breeders we like to have them out on free range as much as we can. Remember that fowls have no teeth. Muscular activity, therefore, has to take the place of the usual form of mastication. Good health, rich blood and fertile eggs depend largely on plenty of exercise, on the use of sound, wholesome grains for food, on regular feeding of well-balanced rations, on a constant supply of pure water and on fresh air and sunshine. As a rule, Leghorns do not require enforced exercise, on account of their natural activity, but the heavier breeds do, more particularly when they are housed or yarded.

If you have to leave the males with the hens, especially on range, doing so is not fatal; however, do not do this if you can avoid it. Better keep them separated until the beginning of the hatching season—until ten days or two weeks before you wish to start hatching or to sell eggs for this purpose. It should be understood that the advice given in this chapter is meant to apply chiefly to the care and feeding of breeding fowls kept in confinement. Fowls that have free range, like the average farm flock, can shift for themselves to a large extent and still will produce fertile eggs when they begin laying in March or April.

If the plan is to obtain your breeders from young stock, that is hatched from eggs bought of some other poultry raiser, be sure to separate the sexes as soon as the cockerels begin to crow—when three months old or a little older. The pullets in this case will do much better, especially in the case of growing stock that is confined in yards. Early hatched pullets are desirable, as a rule, and it is highly important to keep them growing steadily. While they are chicks do not let them get seriously chilled. As half grown pullets make them work for what they get to eat, inducing as much healthful exercise as you can. Give them dry quarters—indoors—day and night and be sure to prevent drafts striking them at night. Even an open crack near the roosts may do serious damage. Fresh air is essential day and night, but drafts must be avoided. Dryness of litter and of atmosphere on the interior of a poultry house is essential to fowl health and profitable productiveness. See bulletins Nos. 9 and 24 of Cyphers Company Service department.

Allow fowls to go out of doors daily, when not raining, snowing or blowing too hard.

After mating the fowls, wait ten days to two weeks as a rule, before incubating the eggs or selling them for hatching purposes. Eggs have been known to be fertile on the third day, but the period given is the safe rule. Some male birds are useless as breeders. This can soon be learned—and it should be done before any eggs are shipped away to customers. Set some of the eggs after ten days have passed, and by the fifth or sixth day you can tell by "testing" whether they have been fertilized.

Certain males do not fertilize the eggs of certain pullets or hens. This frequently will be found to be the

OUTDOOR "GREEN FOOD" PROTECTOR.

For use when fowls are kept in small, bare yards. Made of 6-inch boards and covered with ordinary 2-inch mesh Poultry Netting. Sow oats, rye, lettuce, kale, etc.; put enclosure in place, then after "Green Food" grows up the fowls will eat from day to day all they can reach.

MATING AND FEEDING FOWLS TO GET FERTILE EGGS

case. For example, in a flock of eight to fourteen females, the male is liable to have favorites. It may be, therefore, that twenty to forty per cent. of the eggs gathered daily from this mating will be sterile. Such females should be removed from the pen and mated with another male bird. If necessary, try small matings, even cooping or yarding these birds in pairs or trios. Now and then a pullet or hen is found to be barren. She should be disposed of as table poultry, if hatching eggs are what you want.

To get fertile eggs keep the fowls busy—at work! Exercise is absolutely essential. Feed all whole grain and cracked corn in straw litter eight inches deep. Loosen the litter daily so that the grain will work down into it, then scatter the grain well. This is important. In feeding mash food—mix it crumbly wet, not sloppy—and give them only as much as they will eat in about fifteen minutes, then remove what is left.

Do not over-feed. If you see whole or cracked grain left in the litter and the fowls are not digging for it, stop feeding more grain until all is found and eaten. As regards mash food, your fowls should meet the attendant at the door or gate at the regular feeding time and show plainly by their actions that they are hungry—are ready for more food.

Feed at regular hours and notice the movements of the birds. As near as you can, keep them scratching most of the time. They must not be allowed to become too fat. If this happens, they will slack up on the egg yield and there will be an increase in soft-shelled eggs and a falling off in fertility. The healthy, happy hen is the one that digs for food most of the day and keeps at it until nearly dark. Beware of the lazy hen that mopes about in the day time and goes early to roost—she is the over-fat kind, the drone, the non-producer.

Fowls must have animal food in some form if you are to get strongly fertilized, large sized eggs and plenty of them. Use beef scrap, chopped fresh meat or cut green bone. This is especially advisable in fall, winter and early spring. If fowls are not accustomed to these foods, start their use gradually. Place the scrap, meat or green bone before them during only two or three minutes the first three or four days. This will avoid bowel trouble. After that the beef scrap can be kept before them all the time in a dry food hopper—See special rat-proof Boston Hopper for beef scrap, page 159. Feed fresh meat or green bone on boards, in troughs or dishes. They also can be mixed in wet mash, the same as beef scrap. Many experienced poultrymen prefer this method of feeding animal food, so that each fowl will get its portion.

In order to produce a large yield of well-fertilized eggs the fowls must have green food in liberal quantities. For green food use steamed short-cut alfalfa or clover, sugar beets mangel wurtzels, cabbage, turnips, carrots or apples. Apples (culls) are first class. Cooked potatoes (boiled) will answer if no other form of green food is available.

Sprouted oats are excellent. Place ordinary oats in a tub or other large vessel, cover with luke warm water and allow to stand over night. Spread on dry floor an inch deep in room where temperature remains about seventy to seventy-five degrees, or place in flat trays or shallow boxes. Sprinkle daily with luke warm water and sprouts will grow to be five inches in length in ten days and one bushel of oats will make five bushels of feed. Fowls are very fond of it. Begin feeding the tenth day and continue daily, giving fowls about one inch square as taken from the sprouting pan.

Be sure to feed beets, turnips, cabbage, etc., in a manner to induce exercise. A good plan is to cut in halves or quarters and hang up by coarse string or wire so the fowls will have to reach for it and follow the food as it swings back and forth.

Keep sharp grit and a good grade of oyster shell before the fowls all the time—in grit and shell boxes. See type of sanitary box on page 160. Granulated charcoal also should be kept before the fowls at all times, as an aid to digestion and as a bowel corrective.

If you do not find it convenient to buy and use a standard, machine-mixed brand of fertile egg food, like the Cyphers Company's "Fertile Egg Mash," (see page 122), the following mixture will be found to do good work as a substitute: One bushel of bran, one bushel of heavy middlings, one bushel of ground oats, two bushels of corn meal, one pint of salt, two pounds of granulated charcoal. Mix thoroughly. By heavy middlings is meant a grade that contains a good deal of flour, most of the bran having been removed. Used as "dry feed," keep this mixture before the fowls all the time in rat-proof hoppers and supply animal food and green food separately. Used as a wet mash, add thirty per cent. of steamed cut clover or alfalfa at time of feeding. To steam the clover or alfalfa, place it in a tub or other vessel, pour on boiling water, cover with a lid and allow it to steam a couple of hours. Then use with above home-made fertile egg food, or it can be fed separately. The more green food the fowls can be induced to eat, the better it will be for them.

Gather eggs four times daily in winter time and twice a day in warm weather. For advice about the selection and proper care of hatching eggs, see Chapter V, page 180.

DO THESE HIGH-RECORD-LAYERS SUGGEST AN "EGG TYPE" ?

White Rock, Hen No. 3844-R.
Laid 234 Eggs in One Year.

Barred Rock, Hen No. 863-R.
Laid 236 Eggs in One Year.

White Wyandotte, Hen No. 360.
Laid 237 Eggs in One Year.

CYPHERS POULTRY LIBRARY

SERIES OF EIGHT BOOKS DEVOTED TO ALL BRANCHES OF
PRACTICAL POULTRY RAISING FOR MARKET PURPOSES.
OTHER VALUABLE WORKS ON ALL POULTRY SUBJECTS.
LIST OF BEST POULTRY PAPERS.

THE Library of Practical Poultry Books published by us is acknowledged by experienced poultry raisers and instructors in Poultry Culture to be the most complete compiled to date, devoted exclusively to the *successful production of poultry and eggs for market*. It is entitled "The Cyphers Series On Practical Poultry Keeping" and the name and contents of each book are given herewith.

These Books were compiled by well-known authorities on poultry subjects and are published for the *instruction and financial benefit* of our thousands of customers. They are not devoted to the sale of goods of our manufacture, but are meant to be authentic sources of *reliable information and advice* that will help the readers to greater success.

The titles of the books forming the Cyphers Series are as follows:

BOOK No. 1—PROFITABLE POULTRY KEEPING IN ALL BRANCHES.

BOOK No. 2—PROFITABLE CARE AND MANAGEMENT OF POULTRY.

BOOK No. 3—PROFITABLE POULTRY HOUSES AND APPLIANCES.

BOOK No. 4—PROFITABLE EGG FARMING.

BOOK No. 5—PROFITABLE MARKET POULTRY.

BOOK No. 6—CAPONS FOR PROFIT.

BOOK No. 7—POULTRY-PLANT CONSTRUCTION.

BOOK No. 8—PROFITABLE POULTRY FEEDING.

Book No. 1—"Profitable Poultry Keeping in All Branches"

Book No. 1.

This is a book for all persons who have become interested in the poultry business in a general way and wish to know something definite about it. The 12 chapters of the book take up the most popular and profitable branches of poultry keeping, tell the reader what is being accomplished by successful poultrymen and how it is being done. While many valuable

articles on feeding, housing and care of fowls are given, the chief object of Book No. 1 is to help the reader decide which branch or branches of the poultry business is best suited to his locality, markets, resources and taste. The book contains valuable chapters on "The Housing and Yarding of Fowls"; "Profitable Egg Farming"; "The Production of Squab-Broilers, Broilers and Roasters"; "Combination Poultry Farming"; "Profitable Duck Growing"; "The Standard-Bred Poultry Business—What It Is, What It Amounts To, and Its Future"; a very complete chapter on "Starting in the Poultry Business", containing practical articles by well-known, successful poultrymen; a chapter on "Capons and Caponizing"; one on "Woman's Work with Poultry"; one on "The Employment of Artificial Means in the Production of Poultry on a Large Scale"; and one on "The Use of Incubators on the Farm and on the Village Acre."

This book is fully illustrated with numerous fine halftones (reproductions of photographs) and original pen drawings; 128 pages, size $7\frac{3}{4} \times 10\frac{1}{2}$ inches; durable, attractive, linen-finish cover, printed in two colors. Price, postpaid to any address, 50 cents.

Book No. 2—"Profitable Care and Management of Poultry"

This is one of the most thoroughly practical and up-to-date working text-books ever published. It takes the reader in hand after he has decided to embark in the poultry business, and proceeding on the assumption that he is a beginner, with little knowledge of the work before him, tells him what to do and how to do it. This book is full of valuable information from cover to cover. Its 10 chapters treat of the actual work, as follows: Chapter 1, "Location of Plant and Construction of Buildings." Chapter 2, "Breeding Stock; Foods and Feeding." This chapter tells how to select suitable breeding stock, how to build up a strain and establish a flock that will give lasting results, and about the proper size of the flocks. Very complete information is given concerning food for poultry, including what foods are for, the various kinds in common use and how to feed them. The dry feeding method is fully explained, giving the results of four years of dry feeding by an expert on this subject. Suitable rations for large and small flocks are given, with formulas of the most reliable of well-tested rations, including the moist mash method of feeding. Chapter 3 tells of "The Use and Abuse of Incubators," giving full information about buying and locating the incubator, with an article on "How to Operate a Modern Machine for Best Results." Directions are given for incubating hen eggs, duck eggs and goose eggs. Chapter 4, "The Care and Handling of Eggs," tells all about the uses of eggs, about

Book No. 2.

keeping and marketing eggs, preserving eggs and how to increase the egg yield. Chapter 5, "The Care of Brooder Chicks," gives common-sense advice on brooding chicks, including food, care and management "from the egg to eggs." Chapter 6, "The Care of Growing Stock," gives rations for growing chicks, broilers, roasters and stock birds. Chapter 7, "Marketing Guaranteed Fresh Eggs," tells how to build up an egg trade. Chapter 8, "Killing, Dressing and Marketing," gives complete instructions on this important subject. Chapter 9, "The Prevention of Disease," tells how to have and keep fowls healthy. Chapter 10, "Common Poultry Diseases and Their Treatment," is a brief treatise on poultry diseases, insects affecting poultry, and the worm parasites, giving simple and effective remedies for these ailments.

This book is fully illustrated with halftones and pen drawings; 128 pages, size $7\frac{3}{4} \times 10\frac{1}{2}$ inches; durable, attractive, linen-finish cover, printed in two colors. Price, postpaid to any address, 50 cents.

Book No. 3—"Profitable Poultry Houses and Appliances"

Book No. 3.

This is a practical handbook, devoted to the description of many styles of practical poultry buildings, and numerous handy, labor-saving, time-saving appliances and fixtures. It contains plans for 60 poultry buildings, including single poultry

houses, colony houses, closed houses, open-front scratching-shed houses, scratching-room houses, brooder-houses, incubator houses or cellars, laying houses for ducks, etc., with full plans and specifications. The introduction treats on "Locating the Poultry House," "Selecting Materials to be Used in the Poultry House" and practical hints on building. The pages following contain nine chapters, namely: Chapter 1, "Scratching-Shed Houses," containing plans and specifications of a number of the most up-to-date buildings of this type. Chapter 2, "Scratching-Room or Combination Poultry Houses," giving plans for five different styles of houses of this kind. Chapter 3, "Closed and Continuous Poultry Houses," including a house for laying hens, a house for Asiatics, a plaster poultry house and other good buildings. Chapter 4, "Curtain-Front Poultry Houses." Chapter 5, "Miscellaneous Poultry Buildings," including modern houses in sufficient variety to meet all conditions, with suitable buildings for hot and cold climates. Chapter 6, "Colony Houses." Chapter 7, "Duck Houses," with complete plan for a modern duck plant. Chapter 8, "Incubator and Brooder Houses," including brooder houses with the pipe system, a house for sectional brooders and a house for individual brooders, with a special article on brooder-house heaters, and specifications for heaters and piping for pipe brooding systems. Chapter 9, entitled "Poultry-Plant Appliances," tells about many labor-saving appliances, practical chicken coops, shelters, roosting coops, brood coops, trap nests, poultry fencing, fattening crates, a box-trap cat catcher, etc.

This book is fully illustrated with numerous halftones and special pen drawings; 128 pages, size $7\frac{3}{4} \times 10\frac{1}{2}$ inches; durable, attractive, linen-finish cover, printed in two colors. Price, postpaid to any address, 50 cents.

Book No. 4—"Profitable Egg Farming"

A most valuable and helpful book, devoted exclusively, as its title indicates, to this highly important branch of profitable poultry keeping, all parts of the subject being exhaustively treated. Its introduction gives "The Use of Eggs," "The Place of Eggs in the Diet,"

"Description and Composition of Eggs" and a discussion of the physiology of the egg. Additional to this there are nine chapters, as follows:

Chapter 1, "The Natural Habits of the Hen and What Domestication has Done; Including the Early History of Domestic Fowls; Their Origin and Gradual Development; Some of the Results already attained and the Probabilities of the Future." Chapter 2, "Thorough-bred or Bred to a Purpose; The Leading Practical Breeds," in which the best breeds for egg production are described and illustrated. Chapter 3, "Pedigree Breeding for Egg Production; Building Up and Maintaining an Egg Laying Strain; Practical Uses of Trap Nests." Chapter 4, "Pullets for Layers, Year-Old Hens for Breeders; Winter Eggs Pay the Best Profit." Chapter 5, "Practical Egg Farms; Houses and Yards; Continuous Houses with Yards; Colony Poultry Houses." Many successful poultry plants are illustrated and described. Chapter 6, "Foods and Feeding; Best Rations for Egg Production; Some Tested Egg Rations." Chapter 7, "Collection and Care of Eggs; Catering to the Market; Guaranteed Strictly Fresh Eggs." Chapter 8, "Combination Egg-Farming; Combining Eggs and Poultry; Eggs and Fruit Growing; Eggs and Bee Keeping; Profitable Combination Crops." Chapter 9, "Selling Stock for Breeding Purposes and Eggs for Hatching; When and How to Advertise; Poultry Farm Bookkeeping."

Fully illustrated with halftones and pen drawings; 128 pages, size $7\frac{3}{4} \times 10\frac{1}{2}$ inches; durable, attractive, linen-finish cover. Price, postpaid to any address, 50 cents.

Book No. 5—"Profitable Market Poultry"

This book aims to tell all about this important branch of poultry work, including the production of squab-broilers, broilers, roasters, turkeys, ducks and geese for market. The introduction contains important suggestions for bettering the quality of market poultry. There are 11 chapters, as follows: Chapter 1, "Market Poultry; Leading Varieties." Chapter 2, "Locating the Market Plant and Location of Buildings." Chapter 3, "Profitable Broiler Raising." Chapter 4, "Winter Chickens or Roasters," including the production of expertly-produced "South Shore" chickens, which are in great demand in the Boston market. Chapter 5, "Poultry Fattening," containing a detailed description of the methods employed, with directions for feeding. Crate fattening as practiced in Canada is described at length and instructions are given for the use of the cramming machine. Chapter 6, "Killing, Dressing and Marketing," with complete instructions on this important part of the work, including "Best Methods of Dry Picking and Packing Poultry for Shipment." Chapter 7, "Combination Poultry Farming," including "Poultry and Eggs"; "Poultry and Fruit"; "Poultry and Bees." Chapter 8, "Money in Ducks." Tells all about growing ducks for market, with instructions for laying out and building a modern duck plant. Chapter 9, "Geese for Profit;" "Best Breeds for Business;" "How Quality Counts;" "When and What to Buy." Chapter 10, "Profitable Turkey Raising." Chapter 11, "Guinea Fowls for Profit."

This book is fully illustrated with original halftones and pen drawings; 128 pages, size $7\frac{3}{4} \times 10\frac{1}{2}$ inches; durable, attractive, linen-finish cover, printed in two colors. Price, postpaid to any address, 50 cents.

Book No. 4.

Books Nos. 5 and 6.

Book No. 6—"Capons for Profit," by T. Greiner

This book is a revised edition of "Capons for Profit," being rewritten and brought down to date especially for this series. It is essentially a book for the beginner, and though from the pen of an expert in the art of caponizing it is treated from a beginner's standpoint. "Capons for Profit" is, we believe, the only text-book on capons and caponizing which treats the whole subject so that this profitable field of poultry work becomes as plain and easy to learn as the alphabet. This book contains 12 chapters, as follows: Chapter 1, "What a Capon is and What He is Good For." Chapter 2, "Something About the Capon Maker; The Man in the Case; Who is Fit to Operate and Who is Not." Chapter 3, "The Victims and the Tables—Best Birds and Best Breeds for the Beginner; Simple Operating Tables." Chapter 4, "Tools and Other Requisites; What Implements are Best Suited for the Beginner," with complete illustrations of the caponizing instruments recommended. Chapter 5, "The Operation—When and How Best to Perform It," with illustrations showing the bird ready for operation and diagram showing where to cut and how to hold the knife. Chapter 6, "The After Treatment; How to Hasten the Healing Process." Chapter 7, "Feeding for market—How to Obtain the Best Results at Least Cost." Chapter 8, "How to Kill, Dress and Pack Capons." Chapter 9, "Some Odds and Ends; Hatching and Brooders," with an article on "Artificial Incubating, and Brooding," by the Editor. Chapter 10, "Diseases and Insects Affecting Capons; Prevention Preferable to Cure." Chapter 11, "There is Profit in Capons—Improved Quality in Demand; Some of the Advantages of Caponizing." Chapter 12, "More about Capons and Caponizing Tools."

Book No. 7.

This book is fully illustrated with half-tones and pen drawings; 64 pages, size $7\frac{3}{4} \times 10\frac{1}{2}$ inches; durable, attractive, linen-finish cover, printed in two colors. Price, postpaid to any address, 50 cents.

Book No. 7—"Poultry-Plant Construction"

This book contains full-page drawings in detail of practical poultry buildings needed in the operation of an up-to-date poultry plant, together with specifications in detail, and so far as possible an estimate of cost based on average prices of material. Among these plans will be found incubator houses, brooder houses for chicks or ducklings, scratched laying houses, closed laying houses, colony houses, etc., etc.; also for piping of brooder houses, hovers of chicks, electric permit. The plans are so clear that they will not permit of mistake, and anybody who is handy with tools can erect the buildings according to schedule. Size of book, $12\frac{1}{4} \times 9\frac{1}{4}$ inches. Price, postpaid to any address, \$1.00.

Book No. 8—"Profitable Poultry Feeding"

This book covers the subject of feeding poultry from beginning to end. The profitable feeding of newly-hatched chicks, growing chicks, broilers, roasters, ducks, geese, etc., etc., is taken up separately, giving the reader the benefit of years of experience of the authors, as well as that of some of the most successful poultrymen in the country—experts in the business. It treats upon the subject of balanced rations, and instructs the poultryman how to feed successfully for egg production, market poultry, etc. Fully illustrated by half-tones and pen drawings; size $7\frac{3}{4} \times 10\frac{1}{2}$ inches; durable, attractive, linen-finish cover. Price, postpaid to any address, 25 cents.

Book No. 8.

SPECIAL OFFER—While we consider these books cheap at the prices asked for them, we shall be pleased to mail, postpaid to any address, any five of the above books, not including "Poultry-Plant Construction," for \$2.00, when ordered at one time; any three of the books, not including "Poultry-Plant Construction," will be sent, postpaid to one address, for \$1.25; all eight books, postpaid for \$3.75, including "Poultry-Plant Construction." Add 50 cents to the first two prices in this offer and "Poultry-Plant Construction" may be substituted for any one of the other books.

Other Standard Poultry Books Sold By Us

THE FOLLOWING POULTRY BOOKS are believed by us to be the best on the market, treating on the respective subjects and we therefore recommend them to our customers:

American Standard of Perfection.—1911 Color-plate Edition, profusely illustrated. The only authorized guide for producing standard-bred or exhibition fowls. Copyrighted by the American Poultry Association. It is the book that poultry judges use at the poultry shows and that expert poultry raisers use in selecting and mating their breeding stock. It contains names and descriptions of every standard variety of chickens, turkeys, ducks and geese. 320 pages, 160 illustrations; durable cloth binding. Price, postpaid, \$1.50 per copy.

The Asiatics.—Brahmas, Cochins, Langshans.—96 pages and cover, 10 x 12 inches in size. Profusely illustrated, including two full page color plates from oil paintings by Franklane L. Sewell; also full page charts showing Standard shape and markings of Light Brahmas, Dark Brahmas, etc. Contributors include such well known authorities as A. F. Hunter, F. J. Marshall, W. S. Russell, Sharp Butterfield, Theo. Hewes, D. T. Heimlich, H. N. Rollins, D. J. Lambert, F. H. Schellabarger, T. F. McGrew, G. W. Cromack, I. K. Felch, George Purdue, Charles A. Ballou, J. D. Nevius, A. W. Bell, O. E. Skinner, Geo. W. Mitchell, C. H. Rhodes, John Hettich, L. A. Cline, L. E. Meyer, Jesse T. Bateman, F. L. Sewell, and others. Price, postpaid, \$3.50.

Philosophy of Judging Fowls, by Felch, Babcock & Lee.—An illustrated companion to the Standard, by which the amateur is assisted to select the best birds for exhibition or breeding. It is a manual upon the scoring of exhibition fowls, intended to meet the wants of the breeder and exhibitor as well as the professional judge; 275 pages, cloth binding; price, postpaid, \$1.00 per copy.

200 Eggs a Year per Hen; How to Get Them, by Edgar L. Warren.—A practical treatise on egg making and the profits in poultry. It is a thoroughly practical book on how to breed and feed fowls for prolific egg production; the best varieties for the purpose; individual record keeping; best size for flock; how to produce new blood; the law of sex; how to get fertile eggs, etc., etc. Price, postpaid, \$5.00.

Orpingtons.—Black, Buff and White.—Compiled and edited by H. J. Drevenstedt. Just off the presses, December 4, 1910. 96 pages and cover, 9 x 10 inches in size. Fully illustrated by Franklane L. Sewell, A. O. Schilling, I. W. Burgess and others. A complete and authoritative text book and instructive treatise giving the origin of the different varieties of this world-wide popular breed, including how to mate for best results and win in the show room. Chapter 1, Orpington origin; Chapter 2, Orpington type; Chapter 3, Black Orpingtons; Chapter 4, Buff Orpingtons; Chapter 5, White Orpingtons; Chapter 6, Non-standard varieties; Chapter 7, Orpingtons as exhibition fowls; Chapter 8, what breeders say; Chapter 9, Orpingtons as utility fowl. Price, postpaid, \$7.50.

Progressive Poultry Culture, by Arthur A. Brigham, Professor of Poultry Husbandry. 290 pages and cover 5 x 8 inches in size, cloth bound, gilt lettered, illustrated. A text book of study and practice in the keeping of poultry for profit and pleasure. Written by a student of poultry culture of many years experience and a well-known authority on the subject. Used as a text book in fifteen to twenty of the leading Agricultural Colleges of the United States and Canada for reliable poultry instruction. Price, postpaid, \$1.50.

Reliable Poultry Remedies—A revised and enlarged edition, 84 pages and cover, 6 x 8 1/2 inches in size. Chapter 1, Requirement for Health; Chapter 2, Head, Throat and Lung Diseases; Chapter 3, Roup, Symptoms, Causes and Treatment; Chapter 4, Diseases of the Lungs; Chapter 5, Gapes, Means of Prevention; Chapter 6, Injuries and Diseases of the Comb; Chapter 7, Diseases of Crop and Intestines, Diarrhoea, Cholera, etc.; Chapter 8, Mouth Trouble in Small Chickens; Chapter 9, Diseases of the Liver; Chapter 10, The Abdomen; Diseases of the Egg Organs; Chapter 11, Legs and Feet, Their Diseases; Chapter 12, The Skin, Its Diseases; Chapter 13, Poultry Parasites; Chapter 14, Objectionable Habits. Principal contributors, Drs. P. T. Woods and N. S. Sanborn. Price, postpaid, 25 cents.

Plymouth Rocks—Barred White and Buff—1910 edition, Wm. C. Denny, Editor. 144 pages and cover 9 x 12 inches in size. Profusely illustrated, including three color plate inserts from oil paintings by Franklane L. Sewell. A book worthy of America's greatest addition to the world's races of domestic poultry. Illustrated by the most famous artist—Sewell Schilling and Burgess. Contributed to by the foremost successful Plymouth Rock breeders of the United States and Canada. Leading chapters include: Origin and early history of Plymouth Rocks; characteristics of Plymouth Rocks; Plymouth Rock shape; Plymouth Rock color; 1910 Standard changes; non-standard varieties of Plymouth Rocks, etc. Among the contributors are E. B. Thompson, Victor Bradley, A. C. Hawkins, C. H. Latham, E. L. Miles, F. W. Richardson, D. F. Palmer, Maurice F. Delano, C. H. Welles, U. R. Fishel, F. H. Davey, A. R. Early, C. H. Ward, L. H. Wible and many others. Price, postpaid, \$1.00.

Wyandottes—Silver, Golden, White, Black, Buff, Partridge, Silver Penciled and Chamois—1910 edition, 160 pages and cover, 10 x 12 inches, profusely illustrated, including three full page color plates from oil paintings by Franklane L. Sewell. Edited by J. H. Drevenstedt, America's foremost authority on the Wyandotte breed. Gives history of Wyandotte origin; history of standard-bred Wyandottes; account of the origin of Wyandotte type. Tells how to mate, condition and exhibit Wyandottes. Treats on Wyandottes as market fowls. Tells how to judge Wyandottes. Illustrates and describes non-standard varieties of Wyandottes. Explains all Wyandotte changes in 1910 edition of the American Standard of Perfection. Contains valuable articles by J. C. Jodrey, Arthur G. Duston, Henry Steinmeyer, J. F. Van Aalstine, Ira C. Keller, John S. Martin, Maurice F. Delano, E. O. Thiem, A. C. Hawkins, Charles D. Cleveland, August D. Arnold and many others. Most valuable book on Wyandottes ever published. Price, postpaid, \$1.00.

The Chick Book—80 pages, 9 x 12, illustrated. Guide to success in rearing chicks. Experienced poultry raisers furnish information on all problems connected with the breeding, rearing, developing and fattening of chicks. Article and chart on line breeding. The day-old chick business, etc. 1910 edition. Price, postpaid, 50 cents.

The Practical Poultry Keeper—Lewis Wright. Entirely new, revised and considerably enlarged edition. A standard guide to the management of poultry for domestic use, the market or exhibition. Eight beautifully-colored plates, showing 25 breeds, painted from life, by J. W. Ludlow and numerous illustrations in the text. 326 pages, bound in cloth with gilt lettering. Contents: Houdan, Rock, Account Book, Domestic Management of Adult Fowls; Natural Hatching and Chicken Rearing; Artificial Hatching and Rearing; Table Poultry, Fattening and Killing; Poultry on the Farm; Poultry Farming; Breeding for Color; Breeding and Rearing of Rice Stock; Exhibition; Cochins; Langshans, Brahmas, Malays, Aedels and Indian Game; Game Fowls; Dorkings; Spanish, Minorcas, Leghorns, etc.; Hamburgs; Polish, Sultans, French Breeds; American Breeds; Miscellaneous Breeds; Bantams; Turkeys, Guinea fowl, Pea fowl; Waterfowl; Diseases, Vices and Vermin. Price, postpaid, \$2.00.

The Diseases of Poultry—By D. E. Salmon, D. V. M. This is the only book that contains the complete list of all the different diseases of poultry. Written by Dr. D. E. Salmon, Chief of the U. S. Bureau of Animal Industry at Washington, D. C. With chapters on Diseases of the Organs of Respiration, Diseases of the Organs of Digestion, Diseases of the Peritoneum, Liver and Spleen, Diseases of the Organs of Urination and Reproduction, Diseases of the Brain, Diseases of the Heart and Blood Vessels, Diseases of the Feet and Legs, Diseases having a tendency to affect more than one set of Organs, Parasites and Diseases of the Skin, Injurious Habits and Vices, etc. 250 pages and 72 illustrations. Price, postpaid, 80 cents.

Duck Culture—By James Rankin. This book is filled from cover to cover with information of great value to every duck breeder. No man is better fitted to write on duck culture than Mr. Rankin, and the ideas advanced in this book will be read with most interest by all those engaged in the duck business. Price, postpaid, 50 cents.

Leghorns—White, Brown, Buff, Black and Duck Wing.—1911 edition, 144 pages, 10 x 12 inches in size. Profusely illustrated. Color plates by Artist Sewell, showing White Leghorns and Brown Leghorn feathers. Edited by J. H. Drevenstedt, breeder and judge. Contributors to the book include the foremost poultrymen in America and Europe. It tells how to select and mate for the breeding pen; how to prepare them for the show room and how to judge Leghorns. Some of the great commercial egg farms described and illustrated. Price, postpaid, \$1.00.

Rhode Island Reds—Both Varieties: Compiled and edited by D. E. Hale. Just off the presses—December, 1910; 88 pages and cover, 10 x 12 inches in size. Profusely illustrated, including full page color chart, showing feathers of male and female Rhode Island Reds in natural colors. Illustrations are by A. O. Schilling, Franklane L. Sewell and others. Tells how to mate, exhibit and judge. Gives origin and standard history of the breed. Covers utility values and describes all Standard requirements. Contributed to by the foremost successful Rhode Island Red breeders of the United States, both east and west. Price, postpaid, 75 cents.

The Bantams—Contains 68 pages and cover, 10 x 12 inches in size. Tells of all popular varieties. Edited by T. F. McGrew. Describes and illustrates different varieties, males and females. Tells how to house, care for and feed for best results. Describes best matings, illustrates shape and markings, treats of diseases, symptoms, cure, etc. Price, postpaid, 50 cents.

Turkeys—Their Care and Management—1909 edition, 96 pages and cover, 9 x 12 inches in size. Contributed to by leading successful turkey raising for show room and market, including Charles McClave, D. E. Hale, Franklane L. Sewell, S. B. Johnston, Mrs. M. L. Singleton, James E. Lord, E. M. and W. Ferguson, W. J. Bell, Ralph S. Mosely, J. F. Crangle, B. F. Urey, B. F. Hisslop, J. T. Thompson, Mrs. J. M. Randolph, Mrs. Bettie Glover Mackey, Mrs. H. R. Schlottzauer, E. F. Pullin, Mrs. Charles Jones, Mrs. Nellie Bullock, John R. Garbee, J. A. Leland, C. C. Herron, Robt. Lee Blanton, S. T. Jones, Fred Haxton, H. A. Nourse and others. Covers all branches of successful turkey growing, including Bronze and White Holland Turkeys. Treats of symptoms and cure of diseases of turkeys. Price, postpaid, 75 cents.

Ducks and Geese—New 1910 edition, 104 pages and cover, 9 x 12 inches in size. Covers the subject exhaustively. Profusely illustrated. Chapter 1, Origin of the duck; Chapter 2, Pekin Ducks for market; Chapter 3, The Long Island Duck Industry; Chapter 4, The Pennsylvania Duck Industry; Chapter 5, Shipping and Marketing; Chapter 6, Duck raising abroad; Chapter 7, Domesticated Geese; Chapter 8, Goose growing for the farmer; Chapter 9, Profitable goose growing for market; Chapter 10, Artificial pond for water fowl. Persons interested in the breeding of water fowls, or in the production of ducks and geese for market, will find in this book the information sought. Price, postpaid, 75 cents.

Successful Poultry Keeping—160 pages, 9 x 12, illustrated. A text book for the beginner and for all persons interested in better poultry and more of it. Contains the "Secrets of Success," both for pleasure and profit. New and valuable information on all branches of the poultry business. Price, postpaid, \$1.00.

Artificial Incubation and Brooding—96 pages, 9 x 12, illustrated. Solves all problems of artificial incubating and brooding. Tells how to obtain strong, fertile eggs, how to operate incubators and brooders, grow the greatest percentage of chickens, etc. Price, postpaid, 50 cents.

Egg Record and Account Book—32 pages, 6 x 10. An easy method of keeping correct account of expenses and income; also record of all eggs laid, set or sold; chicks hatched and sold, etc. Price, postpaid, 25 cents.

Eggs and Egg Farms—96 pages, illustrated, 9 x 12. Is made up of articles by experienced breeders, giving methods of housing, breeding and feeding to increase egg production and make egg farming profitable. Article on pedigree breeding. Price, postpaid, 50 cents.

Poultry Houses and Fixtures—96 pages, 9 x 12, illustrated. Used as a text book at Cornell University. Shows plans of low cost, practical and labor saving houses, designs for inside fixtures, roosting coops and coops for young chicks, and appliances for the poultry yard, 7th edition. Price, postpaid, 50 cents.

Poultry Craft—This is a book for all classes of poultry keepers. Chapters on poultry keeping and poultry keepers, location, situation, poultry houses and yards, poultry fixtures, fowls cribbed, choosing a variety, buying stock, foods and feeding, science in poultry breeding, selection and care of breeding stock, batching, and rearing chicks, selling poultry and eggs. Exhibiting poultry, diseases, parasites, and enemies of fowls, bantams, turkeys, ducks, geese, etc. Edited by J. H. Robinson, 272 pages and 95 illustrations. Price, postpaid, \$1.50.

Diseases of Pigeons—J. A. Summers. This book treats on every disease that pigeons are heir to giving an exhaustive description of symptoms and treatment. This is the most reliable and only work of the kind published in America. Never before has so much valuable information on the subject been published in book form. Price, postpaid, 50 cents.

CHAPTER V

SELECTION AND CARE OF EGGS FOR SUCCESSFUL HATCHING

Time And Money Wasted If Poor Eggs Are Incubated. Thin-Shelled And Misshapen Eggs Should Be Rejected. Safe Temperatures In Which To Keep Hatching Eggs. Prevent Excessive Evaporation. Do Not Hold The Eggs Too Long

(Copyright January, 1912, by Cyphers Incubator Co., Buffalo, N. Y.)

WHEN the farmer's wife prepares to set a broody hen, giving her thirteen to fifteen eggs, she selects the eggs with care, picking out good sized, shapely fresh eggs—every one of them—because she has plenty of eggs, as a rule, from which to select so small a number and she is anxious to have the hen hatch practically all of them.

EGG CABINET.

Five-Hundred-and-Sixty-Egg Capacity Revolving Egg Cabinet, for safe keeping of Hatching Eggs. Can be turned half-way over in a Moment of Time.

the machine a number of the first eggs laid by immature pullets, also misshapen eggs, some with ridges on them, others too large or too small; also eggs that have thin or mottled shells—eggs that either will not hatch at all, or will produce small, weakly chicks or cripples.

The condition of the breeding stock that produces the eggs is of the highest importance, but it is none the less important that normal-size, normal-shape, normal-shell eggs be selected, if the broody hen or an incubator is to bring off a large hatch of proper sized, healthy, vigorous chicks—the kind “with the kick in them.”

If you value your time and wish to make all the money you can out of your poultry work, do not

“set” thin or rough-shelled eggs, nor under-sized eggs such as are laid by immature pullets, nor misshapen eggs, those that are big at both ends or that have ridges around them, nor extra large eggs. On the contrary, take pains to select those that are of the correct “egg shape” (see illustrations herewith) and that have smooth, strong shells of a clear, “healthy” color.

Thin-shelled eggs are extra porous and allow the contents to evaporate too rapidly. The same is true of mottled or water-spot eggs, so-called. Nature must use the contents of the egg as the material from which to produce the living chick and if this supply of material is cut down too much by excessive evaporation the chick cannot attain full development or, if it does, it will be too small or too weak to liberate itself from the shell—and then we have complaints of “chicks dead in the shell.”

As a rule, thin-shelled, water-spot and soft-shelled eggs result from a lack of sufficient egg-shell substance—from a lack of lime in such form that the fowls can use it. To prevent this waste it is necessary to provide plenty of shell-forming material. Crushed oyster or clam shells are unexcelled and are low in price. Crushed lime stone, especially the flinty kind, will answer the purpose fairly well; so will old plaster, coal ashes, etc., but crushed oyster shell is strongly recommended.

Hens that are too fat—that are over-fed and do not exercise enough—such hens will lay soft-shelled and thin-shelled eggs, especially as the hens increase in age. Pullets do not offend in this manner nearly as often as do the older, less active birds. Fowls on free range do not lay as many soft and thin-shelled eggs as do birds that are confined in limited quarters. This calls for the use of intelligence and extra precaution where birds are confined in houses or yards during the hatching season.

With some hens the production of soft-shelled, thin-shelled, or misshapen eggs is an organic trouble. Sometimes there is no cure for it. These birds should be removed from the breeding pen and used as table

EGGS OF NORMAL SIZE AND SHAPE.

To get large hatches be sure to select for incubation the eggs that are of Normal Size for the Breed and that are of True Egg Shape. See photographic reproductions on opposite page for illustrations of what is meant by Misshapen Hen Eggs.

SELECTION AND CARE OF EGGS FOR SUCCESSFUL HATCHING

poultry. Pullets may lay soft-shelled or thin-shelled eggs for a few days or for a week or two and then will stop the practice if they can get enough shell-forming material.

In winter time, gather the eggs four times daily to prevent freezing or chilling. During the spring months gather the eggs twice a day. Collect them in a basket or bucket, using some soft material in the bottom to prevent breakage. Mark each egg with number of pen and date laid. If from trap-nested stock, also mark with leg band number of hen that laid each egg.

To keep hatching eggs in safety, use a revolving egg cabinet (see page 162), which will enable you to turn them daily or every other day in a moment's time, without danger of breakage, or put them in shallow trays or drawers, covering the bottoms with some soft material and turn them by hand, rolling them half way over at each turning. They can also be packed small end down in bran or oats placed in boxes, the cover of each box to be nailed on when box is full and then the entire lot can be returned quickly and with certainty by simply turning the box half-way over.

It is a common practice to keep hatching eggs in open baskets and turn them two or three at a time by hand. It does not hurt hatching eggs to rest on the side, if they are turned regularly—half-way over at each turning. If the eggs are marked as to kind, band number, date laid, etc., these marks will assist in keeping track of how far over to turn the eggs each time. For example, have the marks all up or all down.

The temperature of the room in which hatching eggs are kept may range with safety from forty to seventy-five degrees. Do not trust eggs in a room where the temperature goes below forty degrees. That would be getting too near the freezing point. Looking in the other direction, a temperature of eighty-five to ninety degrees will cause the germ in the egg to enlarge, resulting in an addled or rotten egg, if it is allowed to remain in such a temperature several hours and then is kept some days longer before it is placed under a hen or in an incubator.

If hatching eggs are to be "set" within ten days to two weeks after they are laid, it is not necessary in the average climate to do anything to prevent normal evaporation through the porous shells, in case the shell itself is normal, i. e., not extra thin or mottled with water-spots. In arid districts and at high altitudes it is advisable to keep the eggs in moist places, like a basement or cellar, where the air is pure, or to

READY FOR EGG CABINET.

Tray of Eggs Ready to be placed in Revolving Egg Cabinet. Eggs held securely in place by steel wire clips.

cover them with moist cloths or enfold them in a damp blanket. The material on the inside of the egg—mostly water—must be preserved so that Nature can build out of it a large, strong, healthy chick, otherwise all efforts at good hatching will meet with partial or total failure.

If the eggs are to be kept longer than two weeks, in the ordinary climate, it will be well to pack them in oats, which will conserve their moisture or water contents. Eggs can be kept four to six weeks and will hatch quite well, provided they are protected from cold, heat and excessive evaporation, but it is better to set them while they are comparatively fresh. The new-laid egg has an air-space in the large end that is only about one-fourth of an inch in diameter. This air-space increases in size daily, as evaporation takes place, thus steadily reducing the quantity of chick-forming material at Nature's disposal within the egg shell. Furthermore, if the egg is not incubated, the life-germ in it gradually weakens and finally dies.

Keep hatching eggs in pure air, away from rank, foul odors or poisonous gases and also keep them out of strong drafts. Foul odors and poisonous gases readily penetrate the porous egg shells and drafts are certain to increase the rate of evaporation.

Wash all soiled eggs. To do this place them in a bucket or other vessel, pour warm water on them—not hot—and wash with hands, cloth or brush. Wipe with cloth or place them in racks or drawers and allow them to dry without wiping. Use nothing in the water. Keep eggs away from grease or oil of any kind. There is no harm in handling eggs with clean hands, but do not allow anything to happen that may stop up the pores of the shells.

SAMPLES OF MISSHAPEN EGGS.

Types of Abnormal-Sized and Misshapen Hen Eggs that should not be placed under hens or in incubators. They are either too large or too small, or are lacking in True Egg Shape. As a rule such eggs will not hatch.

INSTRUCTORS IN POULTRY CULTURE AT LEADING AMERICAN AND CANADIAN AGRICULTURAL COLLEGES AND EXPERIMENT STATIONS.

1—Wm. P. Brooks, Hatch Experiment Station, Amherst, Mass. 2—T. E. Quisenberry, Missouri State Poultry Experiment Station, Mountain Grove, Mo. 3—F. S. Jacoby, Kansas Agricultural Experiment Station, Manhattan, Kansas. 4—W. R. Graham, Ontario Agricultural College, Guelph, Ont. 5—James E. Rice, New York State Agricultural College, Cornell University, Ithaca, N. Y. 6—Horace Atwood, West Virginia Experiment Station, Morgantown, W. Va. 7—Jas. G. Halpin, Agricultural Experiment Station, Madison, Wis. 8—H. C. Pierce, Iowa State College, Ames, Iowa. 9—A. G. Gilbert, Central Experimental Farm, Ottawa, Ont., Can. 10—W. E. Vaplon, Colorado State Agricultural College, Fort Collins, Colo. 11—F. H. Stoneburn, Connecticut Agricultural College, Storrs, Conn. 12—H. L. Kempster, Missouri Agricultural College, Columbia, Mo. 13—F. B. Linfield, Montana Experiment Station, Bozeman, Mont. 14—A. W. Foley, Department of Agriculture, Edmonton, Can. 15—Wm. A. Lippincott, Iowa State College, Ames, Iowa. 16—Roy H. Waite, Maryland Agricultural Experiment Station, College Park, Md. 17—J. S. Jeffrey, Agricultural Experiment Station, West Raleigh, N. C. 18—Wm. F. Kirkpatrick, Mississippi Agricultural Experiment Station, Agricultural College, Miss. 19—D. J. Lambert, Rhode Island Agricultural College, Kingston, R. I.

GOVERNMENT POULTRY WORK

SOME IDEA OF WHAT THE UNITED STATES
AND CANADIAN GOVERNMENTS (GENERAL,
STATE AND PROVINCIAL) ARE NOW DOING IN
BEHALF OF POULTRY RAISING FOR PROFIT

THE United States Government is conducting an Experiment Poultry Plant at Washington, D. C. This plant is not large, but it has now been in operation about five years and had been increased each season. Cyphers Incubators and Brooders are in use on the U. S. Government Poultry Plant—and have been for four years. We first sold the Department of Agriculture one Incubator and one Brooder for the Poultry Department; then a year or two later we were favored with a second order. The U. S. Department of Agriculture does not furnish reports for publication.

More than twenty States of the Union are now conducting poultry work on experimental lines, and a majority of this number now teach regular courses in poultry husbandry, several of them giving two annual courses, a short three-weeks' demonstration course and a twelve-weeks' text book and demonstration course.

In the Eastern States, New York, Rhode Island and Connecticut have taken the lead in this work, with Maine, Massachusetts, West Virginia, North Carolina and Maryland well to the front, while in the West, Missouri has taken the premier position, with Utah, Oregon, Montana, Minnesota, Michigan, Indiana, Iowa, Illinois, Kansas, Colorado, California and several other States making good progress.

One of the last official acts of Charles E. Hughes as Governor of New York State (now a member of the United States Supreme Court) was to sign a bill enacted by the General Assembly appropriating the sum of \$90,000.00 to be used in the erection of a Poultry Instruction Building at Ithaca, N. Y., as part of the State College of Agriculture. The Trustees of the College had previously set aside fifty acres of choice land for this building and the poultry parks.

Within the last year—during 1911—a dozen or more states have made new or enlarged appropriations of public funds for the further development of the poultry industry. Notable among the number—in addition to the \$90,000.00 appropriated by the State of New York—is an appropriation of \$31,200 made by the Missouri Legislature. With part of this money a tract of choice land has been purchased at Mountain Grove and here the Missouri State Poultry Experiment Station has been established. Buildings have been erected and at present (January 1, 1912) a National Egg Laying Competition is being held under the personal supervision of T. E. Quisenberry, Secretary of the Missouri State Poultry Board and Director of the Poultry Experiment Station.

Another example of progress in this line is represented by an appropriation of \$15,000 made by the Legislature of New Jersey. The same bill that appropriated this money, established a Poultry Experiment Station and regular poultry course at New Brunswick, as part of the New Jersey College of Agriculture. The Legislature of Minnesota at its last session appropriated \$10,000 for poultry investigation and the Legislature of Ohio appropriated \$7,500 for the same line of work. Regular poultry courses are now conducted in connection with the Minnesota and Ohio Agricultural Colleges.

Indiana has established a poultry department in connection with Purdue University at Lafayette. Illinois is conducting a regular annual poultry course as part of the State University work at Champaign, and in the fall of 1911 the Legislature of Texas made the first appropriation in the history of the State in behalf of poultry culture.

A new and important step in the line of public instruction has been taken lately by the state educational boards of Arkansas, Colorado, Oklahoma and Louisiana, with the object of teaching poultry culture in the public schools. This movement is well organized in Arkansas, where the state superintendent of education is the president of the public school poultry club. Poultry Culture is also being taught in some of the district schools of Missouri.

Some idea of what the poultry industry now amounts to in leading states of the Union may be had by reading the following quotations from a letter written to the President of Cyphers Incubator Company by T. E. Quisenberry, Secretary of the State Poultry Board of Missouri:—

"Statistics just issued by our State Labor Bureau show that nearly \$46,000,000 worth of poultry products were marketed in this State last year. The eggs were figured at fifteen cents a dozen and the poultry at ten cents a pound. The live and dressed poultry amounted to about \$23,000,000, the eggs something over \$22,000,000.

"These figures are not guess work, but are compiled each year by the State at large cost, the same Bureau furnishing the figures for all other products as well as poultry.

"Our surplus of poultry products now amount to about three times that of the dairy, eleven times that of fruit, and exceeds either our surplus of corn or wheat, and amounts to five or six million dollars more than our combined surplus of farm crops.

"Missouri is a great mining State, and we have some of the largest lead and zinc mines in the world, yet our surplus poultry products for the last fiscal year amounted to ten million dollars more than our surplus from the mines and quarries."

THE DOMINION OF CANADA for years past has appropriated public money to aid the development of the poultry industry, and a number of the Provinces now have important poultry plants in connection with their Agricultural Colleges and Experiment Stations. We should judge that Canada is keeping fully abreast of the times, as compared with the Mother Country, also with the United States. At Guelph, Ontario, is held each winter one of the largest and best Standard-bred and utility poultry shows conducted either in the new or old world.

For a correct idea of the intelligence and character of the men who, as professors of Poultry Husbandry at American and Canadian Agricultural Colleges and as poultry managers at State and Provincial Experiment Stations, are now devoting their lives to Poultry Culture, see group of recent photographs on opposite page.

J. E. RICE, Professor of Poultry Husbandry
C. A. ROGERS, Assistant Professor in Poultry Husbandry
R. C. LAWRY, Assistant in Poultry Husbandry
CLARA NIXON, Assistant in Poultry Husbandry

W. G. KRUM, Superintendent of the Poultry Plant
H. SCHULL, Assistant in Poultry Husbandry
H. BACHELLER, Assistant in Poultry Husbandry
W. S. LYON, Assistant in Poultry Husbandry

New York State College of Agriculture

AT CORNELL UNIVERSITY
ITHACA, N. Y.

L. H. BAILEY, Director

DEPARTMENT OF POULTRY HUSBANDRY

Cyphers Incubator Company, Buffalo, N. Y.—

Ithaca, N. Y., October 9, 1909.

The Cyphers Incubators continue to stand high in our estimation and in the estimation of our students, who have a good opportunity to compare a large number of machines of widely different types. This opinion is based upon a comparison of results in hatching, covering several years, rather than upon theories on Incubator construction and management.

Respectfully yours,

James E. Rice

VIEW OF THE CHICKEN PARK,
SHOWING TYPE OF COLONY HOUSES IN USE AT CORNELL UNIVERSITY.

WASHING HANDS FOR THE ANNUAL POULTRY SHOW.
EACH STUDENT PREPARES HIS OWN ENTRIES FOR EXHIBITION.

35 STUDENTS ARE THE INSTRUCTORS IN THE WINTER POULTRY COURSE
AT CORNELL UNIVERSITY, HANDLING AND PICKING POULTRY BY DIFFERENT METHODS.

SCENE IN THE CORNELL POULTRY SHOW.
STUDENTS SCORING AND JUDGING POULTRY.

Photographic Views of Poultry Instruction Work, Cornell University Experiment Station.

W. J. KENNEDY, Professor and Vice-Director of Experiment Station
WAYNE DINSMORE, Associate Professor
A. LEITCH, Assistant Professor and Supt. of Dairy Farm
H. H. KILDEE, Assistant Animal Husbandman
H. C. PIERCE, Assistant Professor in Charge of Poultry
E. N. WENTWORTH, Assistant Professor
W. H. PEW, Assistant Professor

R. K. BLISS, Extension Lecturer
L. E. TROEGER, Extension Lecturer
H. F. LUICK, Extension Lecturer
C. R. BUSH, Extension Lecturer
W. A. LIPPINCOTT, Student Assistant
R. F. MILLER, Graduate Assistant

Iowa State College

ALBERT BOYNTON STORMS, President
CHARLES F. CURTISS, Dean and Director

DIVISION OF AGRICULTURE AND EXPERIMENT STATION

Cyphers Incubator Company, Buffalo, N. Y.—

Ames, Iowa, July 11, 1910.

Regarding the Cyphers Incubators which we are using at this Station, it gives me pleasure to be able to state that they have given us satisfactory results. *We have been exceptionally pleased with the evenness of temperature and ease of operation.* In reply to letters of inquiry, we have recommended the Cyphers Incubator as being *one that has given good results at this Station.* We can say the same of your Outdoor Brooder and Adaptable Hovers, which we have not only used *with excellent success* but they have given *exceptionally good results when handled by students*, some of whom have probably never seen Brooders before.

We also have obtained *successful hatches from the Cyphers Electrobat.* The Electrohen, or glass globe electric Incubator, also manufactured by you, has been a great aid in instruction and incubation, as it has enabled us to show the method of hatching the chick from the egg *better than any way before devised.*

Yours very truly,

Wm. A. Lippincott

Assistant in Charge of Poultry.

G. E. ADAMS, Chief Agronomy
F. S. PUTNEY, Animal Husbandry
G. R. CROSS, Horticulture

H. BURDICK, Dairying
D. J. LAMBERT, Poultry
E. A. MALLETT, Florist

Rhode Island State College

HOWARD EDWARDS, President

AGRICULTURAL DEPARTMENT

Cyphers Incubator Company, Buffalo, N. Y.—

Kingston, R. I., December 15, 1911.

We now have twenty-three (23) Cyphers Incubators *for instruction and student practice.* When we consider that these machines are run by so many different operators, *I think they do remarkably well.* The record shows average hatches of over 50 per cent of *all eggs* put into the incubators *for the entire year.* The Short Course students hatched 67 per cent of all fertile eggs; the regulars (all beginners) 32 per cent, while my assistant got 70 per cent, later in the season. *Kindly note that the Short Course students did their hatching in January when eggs are not usually well fertilized.* One of our students hatched 91 chicks out of 94 fertile eggs.

Yours truly,

D. J. Lambert,
College Poultry Department.

Photographic Views of Rhode Island Agricultural College Poultry School.

University of Maine

COLLEGE OF AGRICULTURE

ROBERT J. ALEY,

President of the University

Cyphers Incubator Company, Buffalo, N. Y.—

WILLIAM A. BROWN,

Assistant Professor of Poultry Husbandry

Orono, Maine, August 23, 1911.

We have used your Incubators and Poultry Supplies several years in connection with our poultry work and have found your goods generally satisfactory. Am pleased to state that your company has treated us fairly and squarely in business matters.

Yours truly,

W. A. Brown.

Kansas State Agricultural College

Agricultural Experiment Station

H. J. WATERS, President

DEPARTMENT OF DAIRY HUSBANDRY

ED. H. WEBSTER, In charge of Dept.

A. B. NYSTROM, Assistant

A. MIYAWAKI, Assistant

Cyphers Incubator Company, Buffalo, N. Y.—

ED. H. WEBSTER, Dean and Director

DIVISION OF POULTRY HUSBANDRY

F. S. JACOBY, Assistant and in Charge.

T. E. SCHREINER, Superintendent of Plant

Manhattan, Kas., October 12, 1910.

In reply to your letter of the 7th inst., I would like to state that *the Cyphers Incubators have always given satisfaction* here at the College. We are planning to use the two machines which we now have in our cellar *for hatching our best breeding stock next spring.* We are not yet in a position to give the students instruction in running Incubators, but when the College furnishes a more adequate building, *we shall install several more of your machines.* I am,

Very truly yours,

F. S. Jacoby.

Hatch Experiment Station and Massachusetts Agricultural College

WM. P. BROOKS, Professor of Agriculture and Agriculturist

Cyphers Incubator Company, Buffalo, N. Y.—

Amherst, Mass., June 18, 1907.

The continued use of Cyphers Incubators confirms me in the favorable opinion I had formed concerning them. We find that *your Incubators give better hatches than any others we have ever tried*. We secure a good percentage of strong, healthy chicks from the fertile eggs. One point in particular I desire to call attention to: Your Incubator is simple and easy to operate. *Beginners have repeatedly secured excellent hatches with your machines*. An assistant who had never before run an Incubator of any kind hatched 138 good chickens in one of your 220-egg machines. Three machines of this size have been used this year by students in the College, none of whom ever before had any experience in running an Incubator. These students, it should be remembered, were doing the full regular work of their College course and were running these Incubators as laboratory work. Considering the circumstances, I regard the results obtained by the students as very satisfactory.

Yours sincerely,

Wm. P. Brooks

Poultry Buildings, Hatch Experiment Station.

The State Agricultural College Fort Collins, Colorado

W. E. VAPLON, Poultryman

Cyphers Incubator Company, Buffalo, N. Y.—

Fort Collins, December 18, 1911.

My experience with Cyphers Incubators has been rather limited, *but entirely satisfactory*. We used the Cyphers the past two seasons at our Experiment Station and *shall continue to use them for student practice*. The materials and workmanship of the Cyphers are certainly first class. I know enough in favor of your Incubators to say a good word for them. *They are well thought of in this section*. Another season we shall be in a position to send you reports of the machines, telling how they hatch *at this high altitude* in the hands of our students.

Very truly yours,

W. E. Vaplon

S. S. TWOMBLY, Agriculture

ALFRED G. LUNN, Poultryman

California Polytechnic School

A SECONDARY SCHOOL OF AGRICULTURE, MECHANICS AND
DOMESTIC SCIENCE

Cyphers Incubator Company, Buffalo, N. Y.—

San Luis Obispo, June 24, 1907.

I have had very good success with the Cyphers Incubators, *and can truthfully say that they have given me the best results of any machine I have ever used*. We now have four Incubators and two Brooders in use at our school. We expect to place an order with you next spring for more Incubators.

With best wishes, we remain,

Yours very truly,

CALIFORNIA POLYTECHNIC SCHOOL,
Alfred G. Lunn, Poultryman.

WM. SAUNDERS, Director

A. G. GILBERT, Poultry Manager

VICTOR FORTIER, Ass't Poultry Manager

Dominion of Canada. Department of Agriculture

CENTRAL EXPERIMENTAL FARM

Cyphers Incubator Company, Buffalo, N. Y.—

Ottawa, Can., September 25, 1908.

I have much pleasure in assuring you that *our experience with your 1906-pattern Standard Cyphers Incubator has been most satisfactory*, for the following reasons: (1) Ease of operation; (2) Accessibility to all parts; (3) Regularity with which the correct temperature is kept; (4) Convenient arrangement of thermometer, trays, drawers for chicks to fall into and lamp. *These features are important*, particularly to the amateur, who is usually timid and easily disconcerted in his first attempts.

Perhaps the most important improvement is the admirable system of ventilation. This all-important feature of an Incubator is frequently lost sight of in many machines on the market and some of which we have tried. I can say no more than what I have said before: "Give the Standard Cyphers Incubator eggs with germs of the required strength, and it will certainly—when run as per directions—hatch out every chicken worth attempting to rear." The import of this remark may not be plain to the tyro in artificial hatching, but it will certainly be appreciated by the experienced operator who neither desires to have nor will rear weaking chicks.

Yours faithfully,

A. G. Gilbert

MAIN POULTRY BUILDING
ON CENTRAL DOMINION FARM,
OTTAWA, CANADA.

Ontario Agricultural College

POULTRY DEPARTMENT

G. C. CREELMAN, B. S. A., M. S., President

W. R. GRAHAM, B. S. A., Manager and Lecturer

Cyphers Incubator Company, Buffalo, N. Y.—

Guelph, Can., September 13, 1905.

We have every confidence in your machines and always feel that the eggs are safe when in the Cyphers. It is a pleasure to operate an Incubator when the chicks hatched from it are *so strong and healthy*. We have used the Cyphers Incubators *for six years*, during which time the machines have worked very satisfactorily. The regulation of the Cyphers is as good as one could ask for.

As for your make of Brooder, will say that we are using two of the Style A Outdoor Brooders and have found them *satisfactory in every way*. We are sending you, under separate cover, a photo taken of one of your Brooders just after a

snowstorm. We were somewhat surprised to find that the Brooder maintained its temperature to a nicety under such severe conditions. *Regarding your 1906-pattern*, I may say that we have found this machine to be *very satisfactory indeed*. I think this new machine is a great improvement upon those made by you in former years.

Yours truly,

W. R. Graham

West Virginia Agricultural Experiment Station

MORGANTOWN

J. H. STEWART, Director

J. H. STEWART, Agriculturist
B. H. HITE, Chemist
W. E. RUMSEY, Entomologist
N. J. GIDDINGS, Bacteriologist
HORACE ATWOOD, Asst. Agriculturist
FRANK B. KUNST, Asst. Chemist

CHAS. E. WEAKLEY, JR., Asst. Chem.
A. L. DACY, Asst. Horticulturist
J. H. BERGHUIS, KRAK, Asst. Chem.
T. F. IMBACH, Asst. Horticulturist
J. WILLIAM FIROR, Asst. Horticulturist
G. A. ROUSH, Asst. Chemist
D. C. NEAL, Asst. Bacteriologist
KRISTIAN HV. KNUDSEN, Asst. Chem.
HUBERT HILL, Asst. Chemist
W. J. WHITE, Auditor
ALICE ENGLE, Secretary

Cyphers Incubator Company, Buffalo, N. Y.—

Morgantown, December 12, 1911.

We have used Cyphers Incubators at this Station for *the last ten or twelve years*, or practically from the time when they were first placed on the market; in fact, we now have one of the machines manufactured at Wayland, N. Y., and although it has been so long that I have forgotten when it was purchased, *yet it is in first-class condition* and the joints are as tight as on the day it was purchased.

In most of my experimental work during several years I have used the Cyphers Incubators *on account of the uniformly good hatches* which I have been able to obtain with them. They are easily regulated, *run like clock work*, the loss of moisture from the eggs approximates very closely that found under natural conditions, and *the chicks hatched are strong and vigorous*.

In my judgment, many people make a serious mistake when they buy a cheap Incubator. For example, a cheap wagon will be fairly satisfactory for a time, or at least until the paint wears off and the wheels get rickety, *but the purchase of a poor Incubator is worse than a dead loss*, as one loses the eggs placed in it, the oil used for heating, the time spent in its operation; and furthermore, one loses the opportunity to make a profit from the chicks which should have been hatched. Even if some chicks are hatched in a poor machine they are seldom or never profitable, for if their vigor is reduced *they are handicapped from the very start*. The most important step for a beginner in artificial incubation is the purchase of the best machine on the market.

Sincerely yours,

Horace Atwood

Poultry Buildings on West Virginia Agricultural Experiment Station, where Cyphers Incubators have been in successful use several years.

Department of Agriculture, Alberta

OFFICE OF

POULTRY SUPERINTENDENT

Cyphers Incubator Company, Buffalo, N. Y.—

Edmonton, Can., September 26, 1910.

With reference to your Incubators, I may say that *I used them for a number of years* in connection with the poultry branch of the Dominion Government, and for *several years* past in connection with the Alberta Government poultry plant and at the short course schools conducted by this Department.

I have at all times been exceptionally well pleased with their work, and in my own experience, at least, believe the Cyphers Incubators to be the best on the market.

I am, sirs, yours very truly,

A. W. Foley

Poultry Superintendent.

University of Minnesota NORTHWEST EXPERIMENT FARM

E. W. RANDALL, Director

Cyphers Incubator Company, Buffalo, N. Y.—

WM. ROBERTSON, Superintendent

Crookston, Minn., November 14, 1910.

Your Incubators are giving splendid satisfaction at this station. In fact, *every chick we hatched last year was hatched in your incubators*. Next year we hope to spend several thousand dollars in extending our poultry plant. Of the many different makes of incubators I have used, *yours gives the least trouble to operate*. So far as I can see your thermostat is as near perfection as we could wish for.

Sincerely yours,

E. E. Brown

Poultryman.

The Connecticut Agricultural College

Department of Poultry Husbandry

Cyphers Incubator Company, Buffalo, N. Y.—

STORRS AGRICULTURAL EXPERIMENT
STATION

FREDERIC H. STONEBURN

Professor of Poultry Husbandry

Storrs, Conn., December 9, 1911.

My first Cyphers Incubator was purchased in 1899. Since that time I have used a large number of your machines, both commercially and for purposes of instruction and investigation, *and it is a pleasure for me to state that I have found them uniformly satisfactory.* Your machine is to be commended for its durability and ease of operation.

As you may imagine, *we put Incubators to a very severe test* here. They are operated by inexperienced students a great portion of the time, as follows:

During the Winter term by the Winter Poultry Course students, the Spring term by the regular Agricultural Course men, and by the Summer School Poultry Course students in mid-summer. Hatches under these conditions are usually satisfactory, *which speaks volumes for the efficiency of your machine.*

Very truly yours,

FREDERIC H. STONEBURN,

Professor of Poultry Husbandry.

Photographic Views on Storrs Agricultural Experiment Station Poultry Farm.

Mississippi Agricultural Experiment Station

Wm. F. Kirkpatrick, Poultry Husbandry

Cyphers Incubator Company, Buffalo, N. Y.—

W. J. Branning, Student Assistant

Agricultural College, Miss., October 17, 1911.

We are not at this time in a position to make an intelligent report on the use of your Incubators in Mississippi, *because it was only last July* that we installed four of your machines at this station, *but I am glad to say that in another state I found them thoroughly satisfactory.*

As to the Adaptable Hover manufactured by you, *our brooder house is equipped with this device exclusively.* We classify it among the most sanitary and I am tempted to say that *it is the best brooder we have ever used.*

Very truly yours,

WM. F. KIRKPATRICK.

Photographic Views on Mississippi Agricultural Experiment Station.

Photographic View of Some of the Poultry Houses at Maryland Agricultural Experiment Station.

OFFICERS AND STAFF:

H. J. PATTERSON, B. S., Director and Chemist
S. S. BUCKLEY, D. V. S., Pathologist
J. B. S. NORTON, M. S., Botanist
THOS. B. SYMONS, M. S., Entomologist
C. P. CLOSE, M. S., Horticulturist
NICKOLAS SCHMITZ, M. S., Agronomist
GEO. EDWARD GAGE, Ph. D., Biologist
CHAS. O. APPLEMAN, Ph. D., Physiologist
E. H. BRINKLEY, Farm Superintendent
T. H. WHITE, Gardener

A. B. GAHAN, M. S., Associate Entomologist
ROY H. WAITE, B. S., Associate Poultryman
W. R. BALLARD, B. S., Assistant Horticulturist
A. J. NORMAN, M. S., Assistant Botanist
L. B. BROUGHTON, B. S., Assistant Chemist
A. L. STABLER, B. S., Assistant Animal Husbandman
E. N. CORY, B. S., Assistant Entomologist
THOS. R. STANTON, B. S., Assistant Agronomist
R. S. ALLEN, Assistant Dairyman
L. B. KIMBLE, Stenographer
EDW. J. GARDNER, Clerk

Maryland Agricultural Experiment Station

College Park, Prince George Co., Md.

Cyphers Incubator Company, Buffalo, N. Y.—

College Park, December 11, 1911.

On taking charge of the poultry investigation work of this Station I find, among the Incubator equipment, two Cyphers Incubators. These, judging from what I have been able to learn concerning their action, *have given entire satisfaction.* Previous to coming here I have used a number of your Incubators and Brooders, and *have always been well pleased with the results obtained.*

Very truly yours,

Roy H. Waite,

Associate Poultryman.

Photographic View of Michigan Agricultural College Poultry Department.

Michigan Agricultural College

DEPARTMENT OF POULTRY

H. L. KEMPSTER

Cyphers Incubator Company, Buffalo, N. Y.—

East Lansing, Mich., October 19, 1909.

Our experience with the Cyphers Incubators and Brooders has been such that I feel that I can safely recommend them to anyone contemplating the purchase of an Incubator or Brooder. Wishing you continued success, I am,

Yours very truly,

H. L. Kempster

College of Agricultural and Agricultural Experiment Station of The University of Wisconsin

CHARLES R. VAN HISE, President of the University
Cyphers Incubator Company, Buffalo, N. Y.—

JAMES G. HALPIN, Poultry Husbandry
Madison, Wis., September 16, 1910.

Replying to your favor of recent date, I would say that *the Cyphers Incubator Company's goods have been satisfactory with us in every way.* We have been able to hatch a large percentage of the eggs entrusted to your machines and our results with your make of Brooder have been very satisfactory indeed.

Yours truly,

James G. Halpin

Photographic Views of Poultry Buildings, Wisconsin Agricultural College.

Agricultural Experiment Station of the North Carolina College of Agriculture and Mechanic Arts

J. S. JEFFREY, Poultryman
Cyphers Incubator Company, Buffalo, N. Y.—

C. B. WILLIAMS, Director
West Raleigh, September 19, 1911.

Replying to yours of the 13th, I would say that I do not know just how long your Incubators have been in use here. *My connection to this institution covers nine seasons,* and when I came here there were two of your machines here that had evidently been used two or three seasons, and perhaps longer.

In regard to what we think of your machines, I believe that the best we can say for them is that we are using nine of them and not more than one of any other make. We find them especially satisfactory for our students on account of their simplicity of operation.

Yours truly,

J. S. Jeffrey

University of Tennessee AGRICULTURAL EXPERIMENT STATION

Knoxville, Tenn., September 30, 1907.

Cyphers Incubator Company, Buffalo, N. Y.—

We have been using your Incubators two seasons, *and find their work very satisfactory.* The regulator, under ordinary conditions, holds the temperature almost constant.

Yours truly,

Joe Tyler

Poultryman.

South Carolina Agricultural Experiment Station

J. N. HARPER, Director

Clemson College, S. C., July 15, 1911.

Cyphers Incubator Company, Buffalo, N. Y.—

We have been using the Cyphers Incubators for the last few years and have found them very satisfactory.

Very truly yours,

J. N. Harper

Director.

Photographic Views showing a group of Poultry Buildings and the Administration Building,
Missouri State Poultry Experiment Station.

Missouri State Poultry Experiment Station

T. E. QUISENBERRY, Director, and Secretary of the State Poultry Board

Poultry Institutes
Poultry Bulletins
State Poultry Shows

Cyphers Incubator Company, Buffalo, N. Y.—

Poultry Statistics
Co-Operative Experiments
Investigation and Instruction

Mountain Grove, Mo., December 13, 1911.

We have been using *several of your incubators and brooders* at the Missouri State Poultry Experiment Station at Mountain Grove, and they *have given us most excellent satisfaction*. We consider yours *one of the best and most perfect incubators ever manufactured*. We sincerely hope that our Missouri farmers and fanciers will quit wasting their time, money and eggs on cheap and poorly constructed incubators, *and invest in such machines as yours*.

We have yet to see our first incubator of your make in this state which is not giving excellent results. *A good machine like yours is far the cheapest in the end*. It is a pleasure to operate them. *They will hatch all hatchable eggs*, and they are an ornamental piece of furniture as well. We like our "Cyphers Incubators and Brooders." Yours very truly, T. E. QUISENBERRY.

Agricultural College of Utah

JOHN A. WIDTSOE, A. M., Ph. D., President

Cyphers Incubator Company, Buffalo, N. Y.—

Logan, Utah, September 10, 1907.

The two small incubators which you furnished the Brigham Young University last spring were given several careful tests. *They were operated by students had never before handled incubators*, and with very successful results. The Cyphers Incubator is certainly a *very excellent one*.

Yours truly, JOHN A. WIDTSOE.

Cyphers Incubator Company, Buffalo, N. Y.—

Logan, Utah, September 26, 1906.

I have used Cyphers Incubators *for a number of years* at this Station as well as on the Cyphers Poultry Farm and can honestly say that *I know of no better machine*. In my experience, with eggs from good, vigorous stock and with proper care in the operation of the incubator, *the machine gives satisfactory hatches*.

Yours very truly,

JAMES DRYDEN, Poultryman.

J. M. HAMILTON, President
F. B. LINFIELD, Director

DEPARTMENT OF POULTRY
F. B. LINFIELD, Professor
WM. F. SCHOPPE, Asst. Poultryman

The Montana Agricultural College and Experiment Station

Cyphers Incubator Company, Buffalo, N. Y.—

Bozeman, Mont., October 20, 1910.

We have used your incubators *for several years and have always found them reliable* and look to them to do *the best work of any* we have installed at the station. At this altitude, which is over 4,900 feet, we find it necessary to put moisture pans in the bottom of the nursery trays. When we have used these pans, we have been able to secure our largest hatches *and the chicks have come out strong and vigorous and we have very small death rates*.

Yours very truly,

One of the Poultry Buildings at Montana Station.

Wm F. Schoppe

CARE OF FOWLS AND CHICKS WITH LEAST AMOUNT OF WORK

Study Their Needs and Habits, Then Take Advantage of the Latter in Supplying the Former. Dry Feeding by Hopper Method. Gravity-Drip System for Watering Fowls. Passageway Poultry Houses. Deep-Litter Feeding of Chicks

(Copyright, January, 1912, by Cyphers Incubator Co., Buffalo, N. Y.)

IN planning the proper care of fowls and chicks, with the least amount of work, the place to begin is with the birds themselves. They have their needs, and also have certain habits. In planning to supply their needs, it is proper and sensible to take advantage of their habits—of their natural instincts.

Fowls need healthful exercise and plenty of it. To induce this exercise, the prudent poultryman resorts—for example—to the simple but invaluable method of scattering all whole or cracked grain chicken food in deep, dry litter and this makes the healthy, hungry fowls scratch actively for the food they like best.

The thrifty, dead-in-earnest poultry raiser who is determined to make his labor go as far as he can, because profit is what he is after, and he is well aware that time is money—such a poultryman should take full advantage of the habits of both his adult

fowls and chicks and also should see to it that his equipment, his houses, poultry appliances, etc., are labor-saving in style and arrangement.

Take the simple matter of dry floors and dry litter—the result, as a rule, of proper ventilation. Damp houses threaten serious trouble and make it necessary for the poultryman

1/4-INCH BIBB COCK.

Standard make. For use with Gravity Drip System. Buy anywhere.

owner or caretaker to change the litter quite often—once a week perhaps, and this operation costs money—costs money for new litter and for labor to do the work. A correctly built or properly ventilated poultry house is important, therefore, when we come to figure on “making money” in the care of fowls and chicks by “saving money.”

Adult fowls can now be fed and watered once a day and will not need further attention, unless they are being fed or handled in some special manner for a special purpose. The wide-spread adoption of dry feeding by the hopper method has proved a great labor saver. By “dry feed” is meant finely or coarsely ground grains that are mixed by hand or machinery, in the form of hit-or-miss or balanced rations—this ground, dry-mixed food being fed in hoppers and kept before the fowls all the time, allowing the birds to eat as much as they want. Once they get used to this method, the birds will not overeat, not even on beef scrap, which now is commonly fed in the same manner. But the fowls—also little chicks—still much prefer whole or cracked grain and therefore can be relied on to dig in the deep, loose litter, hunting industriously for the food in the form they like it best.

Let us build our poultry houses so that all doors

and windows can be operated easily and safely with the least amount of work, so that the roosts can be cleaned and the eggs gathered with the minimum of labor—then let us adopt methods of feeding and watering the fowls that will be as near automatic as possible, so to speak. For the proper construction of poultry buildings, see our Cyphers Company Service free bulletins—also obtain the entire set of bulletins, as issued, for detailed treatment of many important points that can be only touched on in the space here available. These bulletins are free, postpaid, to our customers—free for the asking.

NON-WASTE FOOD HOPPER FOR CHICKS.

Note herewith picture of the “gravity drip system” for watering fowls and chicks, as used with undoubted success on Cyphers Company Poultry Farm. Any farmer or regular poultryman can easily fit up, at small expense, a three to twelve gallon water tank, with a half-inch iron pipe leading therefrom to each breeding, laying or brooding pen, with a simple, inexpensive, standard drip cock, discharging fresh, clean water, drop by drop into a suitable drinking vessel placed in each separate pen, or set on a low platform in an opening in the pen partition, in which latter case, the fowls or chicks in two adjoining pens can drink from the one vessel, thus giving the caretaker one drinking fountain to clean each day instead of two.

The water tank (most any water-tight receptacle will answer the purpose) can be filled once a day or can be connected with the supply tank of a wind-mill, or any other source of supply. If a pressure tank is used the ordinary bibb cock should be replaced by a steam cock,

GRAVITY DRIP SYSTEM.

Method of Watering Fowls that saves labor and insures the birds having fresh, clean water at all times.

CARE OF FOWLS AND CHICKS WITH THE LEAST AMOUNT OF WORK

PASSAGEWAY POULTRY HOUSE.

Use of aisle or passageway lends convenience and saves labor in wet mash feeding, in gathering eggs and in cleaning the roost boards.

which will take care of the variations in pressure and insure a uniform discharge of water into drinking dishes.

Poultry houses with a rear aisle or passageway are labor savers, particularly as regards convenience and a saving of time in cleaning the droppings boards, gathering eggs and feeding wet mash. See illustration herewith showing form of wet mash feed trough used in passageway of most of the long breeding and laying houses on Cyphers Company's Poultry Farm—picture made from photograph. The trough has been turned downward and outward by the attendant. When the feed is in place, he pushes the trough back into its original position. The fowls inside the pen then eat from the trough. They cannot at any time get out into the passageway. These troughs are made V-shaped and can be cleaned quickly and thoroughly.

Above the trough (aa, in above picture) is the hinged door that allows access to the darkened nest boxes, and above this door (bb, in picture) is the canvas-covered larger door that opens upward and outward, allowing the attendant to clean the drop boards from the passageway and remove the droppings—doing all this work in a handy, time-saving way, without disturbing the fowls, not even those on the nests.

Deep litter feeding of chicks is a method that we highly recommend, doing so on the basis of many tests extending over a term of years. Time and again we have tested separate lots of chicks side by side, feeding one lot by the old method, giving them foods of various kinds, four, five and six times per day, but without exception the deep-litter fed chicks would excel the others in growth and weight, also in low mortality.

Not once have we found a food ration and method of feeding that has equalled the deep-litter plan, using our regular sealed-bag brand of finely granulated chick food, where the two methods were tried side by side on

chicks hatched at the same time, in the same manner, and brooded in exactly the same way.

For an account of what this deep-litter feeding method consists of, as practiced year after year on Cyphers Company Poultry Farm, see Chapter VIII, on page 238 entitled "Premium Price Table Poultry—And How To Produce It;" also send for Bulletin No. 14 of the Cyphers Company Service Department.

There are two main reasons for using this method of feeding chicks—chicks ranging from four days old up to six to twelve weeks old, depending on what is to be done with them. First, it is decidedly more healthful for them, because it keeps them busy, keeps them actively at work digging for food they like; second, it is a great labor saver. One "feeding" in three or four weeks is all that is required, so far as the supply of granulated or cracked grain food is concerned. They also should have green food in some form, chick grit, granulated charcoal, etc.

When chicks are fed by the deep-litter method it is a common thing for the attendant to find them digging away in holes in the

NON-WASTE, RAT-PROOF DRY, FOOD HOPPER

Large dry feed size. Holds $\frac{1}{4}$ bushel. Beef scrap hopper is half this size, and holds one peck.

All due pains should be taken to prevent rats finding a home in or near poultry buildings. Rats will carry off a large amount of poultry food if they can get to it, and they are death to little chicks. In feeding adult fowls use rat-proof hoppers so far as may be found practicable, and in the case of little chicks their quarters must be made rat-proof.

A SIMPLE METHOD OF INSTALLING A GRAVITY DRIP SYSTEM.

The illustration shows how a small, inexpensive water tank, with half-inch iron piping, can be made to supply fresh, clean water to brooding or laying pens.

LARGE PRACTICAL PLANTS

WHOLESALE PRODUCTION OF EGGS, BROILERS, SOFT ROASTERS AND GREEN DUCKS FOR MARKET. SALE OF DAY-OLD CHICKS, CUSTOM HATCHING, ETC.

STEP BY STEP, during the last twenty years, poultrymen and poultry investigators have been solving the problems of correct mating, of proper housing and yarding, of sanitary feeding and watering, of nutritive food rations, of incubation and brooding on a large scale by artificial means, of attractive marketing of products, until at the present time there is a steadily increasing number of large, practical poultry plants in the United States and Canada that are on a basis of permanent success, making satisfactory annual profits.

Odd as it may seem, it was the duck growers who first won the victory on a large scale, We say "odd" because the duck men had to create their market. There was no demand for green ducks, meaning ten and twelve weeks old Pekins, weighing four to five pounds each, until James Rankin, Easton, Mass., known as "the father of the Pekin Duck Industry in America," built up trade in this line by sending pairs of tender green ducks of his production to friends and acquaintances in and around Boston.

At present there are numerous successful duck farms on Long Island, in New England, in Pennsylvania, New Jersey, etc., on which twenty to fifty per cent. is being cleared annually on the money invested. Owners of these plants are now making \$3,000 to \$20,000 per year in net profits. The eggs of domestic ducks do not hatch in as large percentages as do hen eggs, but the ducklings once hatched live and grow, the mortality being small, as a general rule. Ducks eat heartily and grow twice as fast as chicks—that is, a chick at ten weeks old should weigh two and one-half pounds or a little better, whereas a duckling at this age, if correctly fed, should weigh five pounds.

The Leghorns have made Egg Farms profitable. Hundreds of flocks of Leghorns are now paying the owners a handsome profit, these flocks ranging in size from a few hundred to thousands of layers. There are egg farms in the Eastern States with five to ten thousand layers, and the same is true of far-away California, Petaluma being the best known city of egg farms on the Pacific Coast.

A large number of practical poultry plants combine eggs for market with broiler raising and the production of roasting chickens and capons. Broilers consist of chicks eight to twelve weeks old, weighing from three-quarters of a pound to two pounds each. Roasters are these same chicks grown older until they weigh three to six pounds each. In many cases the surplus cockerels are converted into capons, the popular weights being six to ten pounds. The Boston market prefers the lighter weight capons; the Philadelphia, New York and Chicago markets use the heavier birds.

The sale of day-old chicks came near being "something new under the sun" in the poultry world—on account of modern transportation facilities—although the Egyptians no doubt sold day-old chicks two thousand to twenty-five hundred years ago, as part of the custom hatching they did on a large scale. The Egyptians are still operating the big "hatching ovens" that were told of in history more than a hundred years B. C. and it is known that the Chinese hatched eggs by artificial means long before the modern nations of the world came into existence.

It is indeed a surprising fact that many farmers and farmers' wives should have their annual crop of chicks hatched at so much per chick by poultrymen who are operating large numbers of small, portable incubators or who have installed mammoth machines, yet this condition now exists, and it is certain that there is to be a large increase in this branch of the industry from this time on.

Custom hatching and the sale of day-old chicks go hand-in-hand, and the one fact that newly-hatched chicks and ducklings can be shipped by fast express hundreds of miles in perfect safety is going to have an important bearing on the poultry business of the future in all civilized countries.

JAS. RANKIN.
Called "The Father of Pekin Duck Industry in America."

AURORA LEGHORN FARM

R. P. ELLIS, Proprietor

Single Comb White Leghorns Exclusively—Bred to Lay

Day-Old Chicks and Hatching Eggs
From America's Leading Strain
Of Record Bred Layers

Executive Department and Breeding
Farm of the Aurora System
of Branch Farms

High Record Trap-Nested Breeders
A Matter of Correspondence

Formerly of 2406 Flatbush Ave., Brooklyn, N. Y.

Tenaflly, N. J., December 4, 1911.

Cyphers Incubator Company, Buffalo, N. Y.—

Our hatching results in your incubators *are so uniformly good* that a recapitulation of figures gets monotonous. Two years ago we set a standard from February to October by *hatching 25,268 fine, saleable chicks from 36,414 eggs placed in the machines*. After allowing for infertile eggs, totaling nine per cent., it will be found that your incubators *hatched for us 84 per cent. of all fertile hatching eggs*.

Last year 45,000 eggs were set on our farm *with equally good returns* and this past season 59,400 eggs placed in Cyphers Incubators—sixteen (16) of your 390-egg machines—*produced for us 43,717 good, live, vigorous chicks*. We think this is another high record of fertility and hatching results. I hear every now and then of some phenomenal single hatch, *but here are 148 hatches, covering a period of seven months*. Such results show the dependable qualities of the Standard Cyphers Incubators. We have had *plenty of 95 per cent. and better hatches*, our record being a 99 per cent. hatch—only four eggs not hatching.

I cannot speak in too high praise of your Adaptable Hovers. *This is a most excellent brooding device*. It is economical, efficient, indestructible and hygienic. Perhaps I can best testify to my complete satisfaction with your incubators and hovers *by placing herewith an order* for twenty-two (22) more of your 390-egg machines and thirty (30) of the Adaptable Hovers to be delivered at my new and enlarged main farm at Tenaflly, N. J., the end of January, 1912.

Cordially yours,

Operating 74 Standard Cyphers—Some in Use 10 Years

D. H. MENOUGH

J. D. BURN

R. A. WALKER

OXFORD POULTRY FARM

IMPERIAL PEKIN DUCKS A SPECIALTY

Capacity 50,000 Ducks

Eggs and Stock in Season

Cyphers Incubator Company, Buffalo, N. Y.—

Oxford, Pa., December 12, 1911.

We continue to have the same high opinion of the Cyphers Incubators as heretofore. Our experience with them dates back about twelve years, and we have always found them satisfactory.

At present we are operating seventy-four of your Standard No. 3 machines. Some of them have been in successful operation more than ten years and still do uniformly good work. These facts are the best evidence we can offer regarding our high opinion of your make of Incubators. Simplicity in handling, together with other good qualities, make them the most desirable Incubators on the market today.

Yours truly, OXFORD POULTRY FARM.

Oxford Poultry Farm, Oxford, Pa. Part View of Incubator Cellar and One of the Duck Runs.

Capacity, 200,000 Head Annually

White Wyandottes
White Leghorns
Pekin Ducks

NIAGARA FARM

W. R. CURTISS & CO., Proprietors

Eggs and Stock For Sale
Catalogue Free

Cyphers Incubator Company, Buffalo, N. Y.—

Ransomville, N. Y., April 22, 1911.

We are using your Incubators here in the largest incubator cellar in the world. We also use your Poultry Foods, Supplies, etc. Your Incubators have always given us good hatches and all of your goods have been very satisfactory. We are pleased to recommend the Cyphers Incubator to the poultryman who wants a first-class machine and to also recommend the Cyphers Incubator Company to any one who is in need of anything in their line.

Very truly yours, W. R. CURTISS & CO.

Photographic Views on Niagara Poultry Farm, Ransomville, N. Y.

Photographic Views of California Chicken Farm, Guy Van Alstyne, Sec., Mayfield, Cal.

California Chicken Company

LOUIS APPY, President.

GUY VAN ALSTYNE, Secretary

W. E. GRIGSBY, Treasurer

Mayfield, Cal., September 30, 1911.

Cyphers Incubator Company, Buffalo, N. Y.—

We have found pleasure in handing to the Manager of your Pacific Coast Branch **our order for a 16,000-egg capacity Cyphers Mammoth Incubator** to be installed without delay on our poultry plant. We are glad to testify to our satisfaction with your equipment and Sealed-Bag Brand Food products. **We have had most excellent results with both** and will be pleased to have you refer any inquiries to us as a reference. We now have on hand some thirty thousand birds and their splendid condition is a direct compliment to the machines and feed **we have purchased from you**. Find herewith some pictures of our plant—one of which shows a good view of your Brooders equipped with self-regulating Adaptable Hovers. **As you know, we are using sixty of these Brooders.**

Very truly yours,
CALIFORNIA CHICKEN COMPANY,
Guy Van Alstyne, Secretary.

Portsmouth Road Poultry Farm

E. W. CUNNINGHAM, Proprietor

Breeder of High-Class S. C. Rhode Island Reds

Exeter, N. H., November 7, 1911.

Cyphers Incubator Company, Buffalo, N. Y.—

Have always considered myself fortunate **in having chosen a Cyphers for my first incubator**. I have never dared to take chances by trying other makes. Operated ten (10) of the 244-egg size Cyphers last season, **hatching thousands of fine chicks**. I also operated twenty-five (25) of your Adaptable Hovers with excellent results, besides a number of Cyphers Outdoor Brooders. I have an 80-foot brooder house equipped with ten of the Hovers, which supply all the heat necessary. **I always recommend Cyphers goods and could not afford to be without them myself.**

We have at present over one thousand fine pullets and two hundred cockerels, all selected free range, vigorous stock. **Practically all of my exhibition birds are hatched and reared with Cyphers equipment**. In ten years breeding I have never had what some people call a bad year. Much of the credit is due to goods of your manufacture,

Yours very truly,
E. W. CUNNINGHAM.

Photographic Views of Polo Leghorn Farm, C. E. Trump, Prop., Polo, Ill.

Polo Leghorn Farm

C. E. TRUMP, Proprietor

WHITE LEGHORNS EXCLUSIVELY

Heavy Laying, Trap-Nested Strain,
Bred for Size and Large Egg Production
Fancy White Table Eggs a Specialty

Cyphers Incubator Company, Buffalo, N. Y.—

Eggs for Hatching, Day-Old Chicks and
Utility Stock for Sale in Season
Satisfaction and Safe Delivery Guaranteed

Polo, Ill., July 6, 1911.

We are using Cyphers Incubators *with fine success*—the No. 2 and No. 3 sizes—also twelve (12) of your Adaptable Hovers *and they do the work every time*. Any one who will follow the directions can make big hatches with Cyphers Incubators *and can raise the chicks* with these Adaptable Hovers. We *never fail* to hatch a big percentage of all fertile eggs—and we do it with *less care and worry* with Cyphers Incubators than with any other machine I have ever tried. The Hovers *are easily regulated*, are well constructed and they take care of the chicks as well as any hen could with *a great deal less worry and trouble*.

We intend to use your full line of goods in future as *we believe it is true economy to do so* and therefore profitable. Am to enlarge my plant next fall and shall install more of your Incubators and Hovers. *If any one is skeptical as to the quality of Cyphers goods I invite them to visit my plant and see for themselves.*

Yours respectfully,

C. E. TRUMP, Proprietor.

1 Breeding Houses on La Grange Farm, La Grange, Ill.

“Apparently Will Last a Lifetime”

Day-Old Chicks in Season
Fancy Table Eggs a Specialty

LA GRANGE EGG FARM

GEO. M. GEAR, Proprietor

S. C. White Leghorns
Wyckoff Strain
Eggs for Hatching

Cyphers Incubator Company, Buffalo, N. Y.—

La Grange, Ill., November 20, 1911.

During the past season we operated twenty-one (21) of your machines, hatching as high as 80 per cent. of *all eggs set* (we do not test) *which is very satisfactory work*. We have ordered ten (10) of your machines for next season so that we may be better equipped to take care of *our rapidly increasing trade in day-old chicks*.

I like your machines because *they give me maximum results with the minimum of anxiety*, which counts for a great deal when a large number of fertile eggs are under incubation. We are operating five Cyphers machines *that have been in use nine years* and the past season they gave the same uniformly good hatches *as they did the first year we owned them*. Apparently they will last a lifetime. I tried and discarded several *other makes of incubators*. Can heartily recommend the Cyphers.

Very truly yours,

LA GRANGE EGG FARM,

Geo. M. Gear

Proprietor.

Been Using Incubators Eighteen Years

Mammoth Imperial Pekin Ducks
Single Comb White Leghorns
Barred Plymouth Rocks
Cornish Indian Games
White Wyandottes

AFTON FARM

S. B. & E. W. TWINING, Proprietors

Stock and Eggs for Sale in Season
Reference:
First National Bank, Yardley, Pa.

Cyphers Incubator Company, Buffalo, N. Y.—

Yardley, Pa., June 13, 1910.

We are using thirty-three (33) of your Incubators and twelve (12) of your Outdoor Brooders, also your Chick Food, *with fine success.* We take pleasure in recommending the Cyphers Incubator to be a well-made machine and a good hatcher—one that will hatch large, strong chickens or ducklings, the kind that the owner has a good chance of raising.

We have been using incubators for the past eighteen years, and during that time we have tried most of the leading makes. Eight years ago we purchased one large-size Cyphers for trial, *and since then have bought more each year,* until we now have thirty-three (33) of your large machines, which is the capacity of our plant. We now keep the business running the year around, raising both ducks and chickens.

Yours truly,
S. B. & E. W. TWINING.

Photographic Views of S. B. & E. W. Twining Poultry Yards, Yardley, Pa.

Incubators, Brooders, Poultry Foods

CHAS. F. THOMPSON & CO.

POULTRY YARDS

ONE OF THE LARGEST BREEDERS OF FANCY STOCK IN THE UNITED STATES

Rhode Island Reds (Rose and Single Comb)

Barred Plymouth Rocks, White Wyandottes

Cyphers Incubator Company, Buffalo, N. Y.—

Lynnfield Center, Mass., Oct. 23, 1911.

We hatch from 12,000 to 15,000 chicks in the Cyphers Incubators every season. We have several of your Outdoor Brooders, which do fine work. We also use the Cyphers Chick Food, and are very much pleased with it.

We are using eighteen (18) of your incubators, varying in size from the 144-egg to 390-egg machines, *and I can see no difference in the per cent. of hatches in any of them.* Repeatedly we have hatched over 300 chicks at a time with your No. 3 Incubators holding 390 eggs, and they are as *bright, smart appearing chicks as ever were hatched by hens.*

I am satisfied that your firm sells nothing but reliable, tested goods *and that you use your customers right.* Season before last we put in one of your Hot-Water Heaters which we used to heat our office and brooder house. We found there is a saving of fully 25 per cent. in coal over a ——— heater we are using in our old brooder house.

Yours very truly, CHAS. F. THOMPSON & CO.

By

Chas. F. Thompson

Chas. F. Thompson.

Photographic Views of Mertsheimer Poultry Farm, L. L. Mertsheimer, Prop., Pleasant Hill, Mo.

Mertsheimer Poultry Farm

L. L. MERTSHEIMER, Proprietor

BREEDERS OF WHITE PLYMOUTH ROCKS, WHITE WYANDOTTES AND RHODE ISLAND REDS

Breeding Stock and Hatching Eggs In Season

Breeders of Homing Pigeons and Pit Bull Terriers

Cyphers Incubator Company, Buffalo, N. Y.—

Pleasant Hill, Mo., October 12, 1911.

The best endorsement we can give your goods is to report that this plant, one of the **largest and most complete** in the west, is equipped with Cyphers Company manufactures **from beginning to end**—from incubators clear down to drinking fountains. Furthermore, **we are much pleased with our equipment** and expect to continue to buy and use your goods as long as we are in the business.

At present we have ten (10) of your 390-egg incubators, two (2) of the 70-egg machines, forty (40) of your Adaptable Hovers, and **we are planning to install twenty more of these Hovers this fall.**

We have an annual production of **from seven to ten thousand head of poultry** and in addition to this we breed Homer pigeons and Pit Bull terriers. We use your Sealed-Bag Brand poultry foods for our fowls and your pigeon food for our Homers. **You may put me down on your list as a thoroughly satisfied customer. We know what your goods are because we have put them to the test. We sincerely recommend your goods and can speak in high terms of your method of doing business.**

Yours truly,

L. L. MERTSHEIMER, Proprietor.

Photographic Views of Throop Poultry Farm, Theo. Throop, Prop., Enterprise, Fla.

Throop Poultry Farm

THOROUGHbred WHITE LEGHORNS

Cyphers Incubator Company, Buffalo, N. Y.—

Enterprise, Fla., October 11, 1911.

I have a White Leghorn plant here in Enterprise and **run about 2,000 head of layers each season.** I hatch my chickens with incubators, using your machines among others and have found that **I get the best results from your incubators.** Therefore shall add several more No. 2, 244-egg Cyphers to my equipment this season because I am convinced they are the best—**the safest to buy and use.** In answering numerous inquiries on the subject of incubation I have no hesitation in recommending Cyphers Incubators as **the very best I have used.** Am enclosing herewith two photographs which will give you a correct idea of my poultry plant. It is making money for me **and I give full share of credit to your make of incubators.**

Yours truly,

THEO. THROOP, Proprietor.

J. H. Curtiss.

"The Home of The South Shore Roaster"

J. H. CURTISS

CURTISS POULTRY FARM

G. W. CURTISS

LIGHT BRAHMAS

WHITE PLYMOUTH ROCKS

West Norwell, Mass., July 17, 1909.

Cyphers Incubator Company, Buffalo, N. Y.—

We have used your Incubators for many years, *trying them side by side with other leading makes, with the result that we have found the Standard Cyphers superior to all others.*

The Cyphers machines are used almost altogether in this section (the home of the South Shore roasters), where chicken-raising is the principal industry.

Yours very truly, J. H. CURTISS.

Views on the South Shore Roaster Plant of J. H. Curtiss, West Norwell, Mass.

"The Most Convincing Sign"

G. A. DREW, Manager

CONYERS MANOR

Cyphers Incubator Company, Buffalo, N. Y.—

Greenwich, Conn., December 13, 1911.

We are pleased to report another successful season in our poultry work. Our success in hatching and rearing with your Incubators and Brooders is all we could hope for. Perhaps the most convincing sign is the fact that we are contemplating materially increasing our poultry plant, both in the production of eggs and broilers. We shall continue to use your products and advise others to do the same, as we have done in the past.

Yours very truly,

G. A. Drew

Views of Conyers Manor Poultry Plant, Greenwich, Conn.

RANKIN'S
DUCK
FARM

PEKIN DUCKS
ENROUTE TO MARKET

Monarch Incubator

JAMES RANKIN, Proprietor

Cyphers Incubator Company, Buffalo, N. Y.—

South Easton, Mass., September 4, 1906.

We have used your Incubators the past season and **have found them to be all that you represent.** Having been a manufacturer of incubators myself and always in strong public competition with many of the leading machines, **I have no hesitancy in saying that I consider the Standard Cyphers Incubator, latest pattern, the leading machine on the market today.** The regulation is simply perfection. Wishing you all success, I remain,

Yours truly,

J Rankin

Views of Hartman Stock Farm, Columbus, Ohio.

Using 57 Large-Size Cyphers THE HARTMAN STOCK FARM CO.

Importers and Breeders of Buff, White and Partridge Wyandottes, Barred Plymouth Rocks and S. C. White Leghorns

Cyphers Incubator Company, Buffalo, N. Y.—

Columbus, Ohio, October 24, 1910.

I personally have used the Cyphers Incubators **in large numbers during the past ten years** and have always found them to fulfill every claim you make for them. They cause less trouble than any machine I have ever operated, and I have tried a few! I find in the Cyphers a machine that **any one can operate if they will but follow the instructions** that are sent with each machine and not try to rebuild it, as it is self-regulating and practically automatic.

The fact that we now have in use fifty-seven (57) of your largest size Incubators, including ten of your latest pattern, equipped with nursery drawers and improved system of ventilation, and the fact that a plant of this magnitude uses the Cyphers Incubators exclusively, **should be ample proof of what we think of your machines.**

We shall hatch during the coming season 20,000 chicks for our own use and from 30,000 to 50,000 for our day-old chick trade.

Respectfully yours,

HARTMAN STOCK FARM,

E. J. Jacobs
Supt. of Poultry.

Photographic Views on Poultry Farm of C. Flewwelling, Petaluma, Cal.

330 to 371 Chicks Every Hatch

C. FLEWWELLING

Stock and Eggs for Sale
Baby Chicks

Cyphers Incubator Company, Buffalo, N. Y.—

Breeder of
S. C. White and Brown Leghorns

Petaluma, Cal., December 3, 1911.

Our second year with Cyphers Incubators *has been even more successful than the first.* You will recall that last season we obtained 330 to 371 good, strong, vigorous chicks every hatch from our No. 3 machines, *hatching a total of more than 20,000 fine, healthy chicks.* The past season we ran fifteen (15) of your No. 3 Incubators from January 1st to July 1st and *every machine has turned out big hatches of fine, strong chicks.* For example, April 22nd two of the incubators gave us 744 chicks from 765 fertile eggs—and not a cripple in the lot. Hearing so many complaints of other makes of incubators, we are *more convinced than ever of the superiority of your machines.*

Yours truly, C. FLEWWELLING.

Views of Kaufman's Poultry Farm, Burlington, Mass.

"Hatched More Than 60,000 Chicks"

BREEDERS OF

Kaufman's Utility Strain, White
Wyandottes, Barred Plymouth
Rocks, Rhode Island Reds

KAUFMAN'S POULTRY FARM

Cyphers Incubator Company, Buffalo, N. Y.—

We thought 1910 would be *our banner year in the poultry business*, but 1911 has proved even more satisfactory. In 1910 we hatched some 50,000 chicks in twenty (20) of your No. 3 Incubators, but this past season has given us *more than 60,000 chicks*—same number of machines—and *they are not at all tired of hatching*, in spite of our running them continuously for *seven months out of the twelve.*

Using your machines, we have become *so accustomed to good hatches* that we not only "count our chickens before they are hatched," but we bank the money for the chicks before placing the eggs in the incubators. *It is not unusual for us to get 290 chicks from a single machine*, and the average is about 250.

Our customers are so certain of receiving their chicks on the day promised that they make remittances at time of ordering, and *we have never failed to send the exact number on the promised date.* Now that is something *we could never do before* using your machines.

Burlington, Mass., July 30, 1911.

Yours truly,

KAUFMAN'S POULTRY FARM,

M. Kaufman.

OUR SPECIALTIES

Day-Old Chicks
Eggs for Hatching

Views on Poultry Plant of R. H. Loveland, Lamar, Pa.

"Operated Your Machines For Ten Years"

Day-Old Chicks

R. H. LOVELAND

Eggs for Hatching

Breeder of Heavy-Laying Strains

Barred Plymouth Rocks and S. C. White and Brown Legborns

Cyphers Incubator Company, Buffalo, N. Y.—

Lamar, Clinton Co., Pa., December 12, 1911.

I have operated your machines for *ten years* and have never failed to bring off a satisfactory hatch. The coming season shall increase my hatching capacity to 50,000 chicks, which shows I have faith both in the poultry business and in the Standard Cyphers.

Am enclosing you photo of my concrete incubator cellar, which contains thirty (30) of your No. 3 Standard Cyphers machines, in which I hatched the past season (in about four months) 30,800 chicks, mostly Barred Rocks, which were shipped to nearly every state east of the Mississippi River, and with uniformly good results. The other photo shows a single shipment of 3,000 chicks ready to be taken to the express office.

Very respectfully,

R. H. LOVELAND.

Views on Rowe Poultry Farm, and Hatchery, Groton, Mass.

"Hatched About 45,000 Chicks"

ROWE POULTRY FARM AND HATCHERY

Barred and White
Plymouth Rocks
White Langshans

Headquarters for Pure-Bred Baby Chicks

SELECTED EGGS FOR HATCHING

White Wyandottes
Rhode Island Reds
Bronze Turkeys

TEN AWARDS ON POULTRY AND BIG BROWN EGGS AT 1910-11 BOSTON SHOWS

Cyphers Incubator Company, Buffalo, N. Y.—

Groton, Mass., September 10, 1911.

Having operated personally sixteen (16) of your incubators (14 No. 3 and 2 No. 2 machines) the past few years I feel well qualified in stating that they have demonstrated time and again to be superior to other makes running beside them under the same conditions. The chicks from your machines are husky little fellows, and give my customers much satisfaction.

I hatched about 45,000 chicks this season, distributing them all over the New England and Middle States, and at this early date have received letters from seven different customers stating that the pullets from the incubator chicks received from me this spring had begun to lay, which speaks well for the vitality of the chicks hatched in the Cyphers Incubators. It is a pleasure to have the privilege of recommending your machines to any one desiring a simple operating and thoroughly reliable incubator.

Yours truly,

L. S. Rowe

Annual Capacity 100,000 Ducks

WEBER BROTHERS

IMPERIAL PEKIN DUCKS

Breeders of

ANNUAL CAPACITY, 100,000

Cyphers Incubator Company, Buffalo, N. Y.—

In response to your inquiry as to our continued success with the fifteen (15) No. 3 Cyphers Incubators we have been using several years, we want to say that we *never had such phenomenal hatches as we have had in these incubators from beginning to end.* We believe it to be impossible to build a more successful hatching machine and shall always heartily endorse and recommend your incubators to every one who

asks for our opinion on the subject.

In our long experience in the poultry business we have had the opportunity to try an experiment with every well-known make of machine on the market *and we have proved to our complete satisfaction that for reliability, uniformity of temperature, simplicity of action and ease of operation, the Standard Cyphers Incubator has no equal in the market today.*

We shall continue to use and endorse your Incubators in the future above all others.

Very truly,

Weber Bros.

Views of Weber Bros. 100-Acre Duck Ranch, Pondville, Mass.

Seven Seasons—Never Had Poor Hatch

THE MAPLEWOOD POULTRY FARM

Farm at Ridgewood Road and
Milburn Ave., Maplewood, N. J.

Poultry and Egg:
Incubator Chickens a Specialty

Incubator Eggs

S. C. White Leghorns
Barred Rocks

Cyphers Incubator Company, Buffalo, N. Y.—

Milburn, N. J., January 17, 1911.

We desire to state that at the present time *we are using fifteen (15) of your Incubators* and that during the *seven full seasons* in which we have used your machines *we have had uniformly excellent results.* We have never spoilt a hatch with your incubators and last season (1910) *had such good hatches* that the very fact the hatches were so good so crowded the incubators that we had to remove some of the chicks lest some might be smothered. Not only were the hatches good, *but the quality of the chicks was such that they were readily raised* and today we have one of the finest flocks we have ever had on the place. In the near future we hope to install a Mammoth Incubator and you may be sure yours will first of all be examined.

Not only have your Incubators *given us perfect satisfaction*, but all other goods bought from you we have found to be of a *uniformly high standard.*

Yours very truly,

MAPLEWOOD POULTRY FARM,

Henry M. Reeve, Proprietor

Photographic Views of Park Ridge Poultry and Squab Farm, Park Ridge, Ill.

"Does Hatch Practically Every Fertile Egg"

PARK RIDGE POULTRY AND SQUAB FARM

HENRY HAMANN, Manager

Hatching Eggs
Day-Old Chicks

Breeders of
White Rocks, White Wyandottes, S. C. White Leghorns,
S. C. Rhode Island Reds, and S. C. Buff Orpingtons

Breeding Stock for Sale
Also, Homer Pigeons

Cyphers Incubator Company, Buffalo, N. Y.—

Park Ridge, Ill., December 12, 1911.

I believe there is no other incubator manufactured that can compare with the Cyphers as a hatching machine. *Have tried several other makes, but they were comparative failures.* I could not afford the loss sustained by using incubators that do not hatch most of the fertile eggs. After we adopted the Cyphers we found that it *does hatch practically every fertile egg*, bringing out strong, healthy chicks, such as no mother hen could excel. *There is not the least trouble in operating your incubators.* I operated six of the No. 3 size last season and repeatedly during an entire hatch there was not a bit of variation in the temperature from beginning to end. *I hatched about 7,000 chickens*, which means that I got good hatches—very good hatches.

I have found that your machines *will hatch 95 to 98 per cent. of the well-fertilized eggs.* Am going to use nine or ten of your No. 3 incubators this coming season and expect to hatch upwards of 10,000 chicks.

Respectfully,

Henry Hamann
Manager.

Photographic Views of F. S. Keith's Poultry Farm, Easton, Mass.

"Have Used Cyphers Incubators Thirteen Years"

Imperial Pekin Ducks,
Pekin and Indian Runner Ducklings,
Chicks and Eggs—Eight Varieties

F. S. KEITH

White Orpingtons, R. and S. C. Light Brahmans,
White, Barred and Buff Plymouth Rocks,
R. and S. Rhode Island Reds

Cyphers Incubator Company, Buffalo, N. Y.—

Easton, Mass., December 8, 1911.

I honestly believe, *on the basis of long experience*, that the Cyphers Incubators are the best machines made, for hatching *both ducks and chickens.* I am now using thirty-three (33) large-sized Cyphers and this last season I had *many 300-chick hatches*, some of these hatches reaching 320 good, *strong, healthy chicks.*

With duck eggs *I often obtain 200 to 230 ducklings from 300 eggs*—in one case taking out 236 big, husky ducklings from one of my hatches. I ship these chicks and ducklings all over the country, besides raising a great many myself. All my customers were pleased and had good success raising the day-old chicks and ducklings, *thus proving that they were properly hatched.* Have used Cyphers Incubators *thirteen years.* Tried others, but they *could not duplicate the work of the Cyphers.*

Yours very truly,

F. S. KEITH.

Photographic Views of P. & M. Poultry Farm, Sparks, Nev.

In the Dry Air of Nevada

P. AND M. POULTRY FARM

Single Comb White Leghorns Our Specialty
Other Popular Varieties

Cyphers Incubator Company, Buffalo, N. Y.—

All of the new machines have arrived in good shape. The last No. 3 machine to arrive was put to work without delay and the first hatch was a good one—*especially for the very dry air here in Nevada in the month of July*. The hatch came off July 16th, giving us 72 2-9 per cent., which would be a good hatch in this section of the country at the height of the hatching season. Enclosed find picture of our new incubator cellar *which is to contain fifteen (15) No. 3 Cyphers*; also pictures of one of our brooder houses, 20 x 50 feet in size, and our double-deck laying house, capacity 3,500 hens, *one of the largest poultry houses in America*.

We intend to install eleven (11) more No. 3 Cyphers Incubators this coming fall. *All of your machines have given us the best results of any we have tried*. We never get less than 60 per cent., and a majority of the hatches run closer to 85 per cent., now and then exceeding this high percentage. We are so well pleased with the Cyphers Incubators that *in the future we will use the Cyphers only*.

Yours respectfully,

PEARCE & MACK,

Per

H. E. Pearce

Stock and Eggs for Sale in Season

Sparks, Nevada, August 2, 1910.

Photographic Views of Spaulding Poultry Farm, W. H. Happersett, Prop., Lyons, Ill.

Spaulding Poultry Farm

W. H. HAPPERSETT, Proprietor.

Baby Chicks

46th St. and Joliet Road
BREEDERS OF ROSE COMB RHODE ISLAND REDS
"Winter Laying Strain"

Hatching Eggs

Cyphers Incubator Company, Buffalo, N. Y.—

Lyons, Ill., November 25, 1911.

Last season we hatched and sold over 25,000 "Ruby Red" baby chicks, and *we attribute our success in this work* to the use of Standard Cyphers Incubators. Repeatedly the comment has been "How large, fluffy and strong your chicks are." We are working harder each year *to induce our customers* who buy hatching eggs to incubate them in Cyphers machines on account of obtaining better results, *both in number of chicks hatched and in quality*. This is a matter of vital importance to us, because we guarantee to replace all infertile eggs sold for hatching.

We are enlarging our incubator cellar so as to increase our hatching capacity to 10,000 eggs *at one hatching for the coming season, using your No. 3 machines exclusively*. We never think of getting up nights to watch the Cyphers Incubators. We are also using your Sealed-bag Chick Food with fine success. No more cheap chick foods for us. Since we came to this decision we have had absolutely no trouble with white diarrhoea.

Yours very truly,

SPAULDING POULTRY FARM,

W. H. Happersett, Prop.

"Cyphers Incubators Do Work Satisfactorily in Colorado"

THE BEAR CREEK POULTRY COMPANY

C. J. COOPER, President

Milk Fed and Dry Picked Broilers Our Specialty

J. RYLANDS, Manager

Cyphers Incubator Company, Buffalo, N. Y.—

Denver, (Fort Logan,) Colo., September 20, 1911.

Believing you will be interested to know our results with your Incubators, as *Colorado has the reputation of small hatches*, I want to tell you how our hatches came off the past season.

During the early part of this year we *operated twenty-three (23) of your 244-egg machines*, hatching a little over 17,000 chickens. We succeeded in hatching a little more than 60 per cent. of *all the eggs put in the incubators*. I do not know the exact number of non-fertile eggs, but we hatched approximately 85 per cent. of all fertile eggs set. So you see that the Cyphers Incubators *do the work very satisfactorily* in Colorado if they receive the proper attention.

Yours very truly,

C. J. COOPER, President.

Photographic Views on Bear Creek Poultry Farm, Denver, Colo.

Using Fifty Cyphers Brooders

STRAFFORD POULTRY FARM

HENRY D. RILEY, Proprietor

BREEDER OF PRIZE-WINNING BARRED PLYMOUTH ROCKS

Cyphers Incubator Company, Buffalo, N. Y.—

Strafford, Pa., December 13, 1911.

Being a firm believer in all your methods for the advancement of the poultry industry and your fair and square way of always doing business, I feel that I would like to write and at least let you know how you have helped me.

Five years ago I equipped my plant entirely with goods of your make and I have never had cause to regret it. I have ten (10) of your No. 3 Incubators, and about fifty (50) of your Style A Outdoor Brooders, and they have given me entire satisfaction. I think I can truthfully say that the Cyphers Incubator Company has been a big help to me in gaining the reputation that I think I now have. It is always a pleasure to recommend your Company and your goods to my friends and customers.

Yours very truly,

HENRY D. RILEY.

Photographic Views of Strafford Poultry Farm, Strafford, Pa. The left view shows the Incubator Collar equipped with 10 No. 3 Standard Cyphers Incubators. The right-hand picture is a partial view of the Brooder House furnished with Cyphers Brooders.

"Because They Outhatched Other Makes"

MONMOUTH POULTRY FARMS

J. COURTNEY PUNDERFORD, Owner

Breeders, Exhibitors and Exporters of
"Monmouth Strain" S. C. Buff and White Leghorns
Exhibition Birds Always In Stock

EGBERT WILSON, Jr., Supt.

Cyphers Incubator Company, Buffalo, N. Y.—

Freneau, N. J., August 24, 1911.

For the past eight years I have been using your Incubators and Brooder House System *with the most gratifying results*. Since 1905 have operated Cyphers Incubators exclusively *simply because they outhatched all other makes which I had in my cellar*. During the last five years three-fourths of my New York and other prize winners *have been hatched in your incubators*.

Your incubators are practically self-ventilating and self-regulating. *They are indeed easy to operate and I can heartily recommend them to the fancier as well as to the beginner*. Your brooding system, to my way of thinking, *is without an equal*. It is a system which any one with commonsense and a little judgment can run with perfect satisfaction. When we tell you that last season our loss in the brooder house did not quite reach 8 per cent. *you can judge for yourself the satisfaction it has given*.

Yours very truly,

J. C. Punderford.

GENERAL VIEW OF POULTRY PLANT.

COMBINATION BUILDING, Incubator Cellar,
Food Storage House, Sleeping Rooms, Nursery Brooders Cold Brooder.

MAIN BROODER HOUSE.

LAYING HOUSES No. 1 AND No. 2

Views on Monmouth Poultry Farm, Freneau, N. J.

Peerless Poultry Farm

Bred-To-Lay Breeding Stock, Day-Old Chicks
and Hatching Eggs In Season

Fresh, Sterile Eggs From Nest To You, Delivered
Daily By Messenger

Garnett, Kas., November 17, 1911.

Cyphers Incubator Company, Buffalo, N. Y.—

We use nothing else but Cyphers Company products on our entire plant. We use Cyphers Incubators and Adaptable Hovers exclusively and are also operating two (2) of your four-section Paradise Brooders. *Right here we want to say that there is not a brooding method in existence today that compares with the Paradise for raising chicks to four weeks old.* They are fool-proof, time and labor-saving—certainly a grand success.

We earnestly believe that our success has been due to the fact that we started in business with dependable equipment—the best goods for the purpose. Your foods are all right or we would not continue to use them and we use large quantities, as your records will show. *We cheerfully recommend Cyphers Incubators—in fact all your goods to any one who is in the market for this class of merchandise.*

Yours very truly,

PEERLESS POULTRY FARM,
Fred. P. Spraul, Manager.

Yardley Duck Farm, W. H. McCormick & Son, Proprietors, Yardley, Pa.

Using 104 Cyphers Incubators—"Best Ever Used"

YARDLEY DUCK FARM

Imperial Pekin Ducks

JOHN C. McCORMICK, Proprietor

Eggs and Stock in Season

Cyphers Incubator Company, Buffalo, N. Y.—

Yardley, Pa., December 13, 1911.

We have nothing that we can add to our report of September 1, 1908, on the value of your Incubators. **We still hold to the opinion that they are the best machines we have ever used.**

As you know **we are operating one hundred and four (104) Cyphers Incubators.** With these machines we have hatched as high as 235 ducklings to a machine. **We have found them to do equally good work in hatching chicks,** averaging about 200 chicks to a machine. These machines produce good, strong chicks and ducklings **and the losses are low.**

Yours very truly,

JOHN C. McCORMICK.

Views on Wilson's Poultry Farm, Hollis, N. H.

Chicks From 40,000 Eggs Fine and Large

WILSON'S POULTRY FARM

HENRY A. WILSON, Proprietor
STRICTLY FRESH EGGS

WHITE PLYMOUTH ROCKS

Cyphers Incubator Company, Buffalo, N. Y.—

INCUBATOR CHICKS

Hollis, N. H., October 27, 1910.

It affords me pleasure to state that the thirteen (13) Standard Cyphers Incubators used by me **gave the same good results** last season as in former years. The chicks I hatched the past spring **from 40,000 eggs placed in your machines** after January 1st, 1910, proved to be particularly fine and large and gave uniform satisfaction in my own hands **and when sold as day-old chicks to many customers.** I am using three of your electric regulators and would not be without them, as they save coal and can be relied on to keep an even temperature.

Yours truly,

H. A. Wilson.

A Photographic View of one of the Houses on Mr. Harris' 1,500-Hen Egg Farm, Mansfield, Mass.

"Paid Over \$400 for Other Makes"

ELM POULTRY FARM

WM. S. HARRIS, Proprietor
1,500 LAYERS

Stock and Eggs

Breeder and Exhibitor of Record-Laying Strains of S. and R. C. Rhode Island Reds

Incubator Chicks for Sale

Cyphers Incubator Company, Buffalo, N. Y.—

Mansfield, Mass., November 24, 1911.

I have had twenty-five years' experience with several makes of incubators and thus far have found none that can equal the Cyphers. Your Incubator was a success the first time I tried it years ago, and with the continued improvements it is now as near automatic as possible in a device of this kind. *Those who may be in doubt as to what incubator to buy can make no mistake in the Cyphers.* For years my record-layers and prize winners have been hatched in Cyphers Incubators.

Your Incubators are the only ones I am now using. *I paid over \$400 for other makes and gave them a thorough trial.* The Cyphers side by side with the other makes *invariably hatched larger percentages* of chickens with less variation in temperature, the eggs being from the same flocks and *all other conditions being equal*, aside from the machines themselves. Lastly, I found on investigation with the insurance people *that your safety attachment meets with their approval.*

Yours truly,

W. S. Harris

Photographic Views of Parkside Poultry Farm, N. P. Easling, Proprietor, Pekin, Ill.

Largest Egg Farm in the Middle West

PARKSIDE POULTRY FARM

N. P. EASLING, Proprietor
SINGLE COMB WHITE LEGHORNS EXCLUSIVELY

Capacity, 1,500 Laying Stock
10,000 Chicks Hatched Yearly

240,000 Market Eggs Sold Annually

Cyphers Incubator Company, Buffalo, N. Y.—

Pekin, Ill., December 11, 1911.

During the past season I operated eight (8) of your 244-egg Incubators, *with uniform success.* Several of these machines are ones that I used when I first started in the poultry business *over six years ago* and during the past season these machines hatched as good as during the first years I owned them. *I do not see how the Cyphers Incubators can be improved upon.* From your 244-egg machines we have hatched as high as 217 chicks—practically every fertile egg. Many other hatches have been around the 200 mark. *Do not believe that during the entire season we had a hatch come off that gave us less than 165 to 170 chicks.* All you have to do with a Cyphers Incubator is to have eggs that are good and fertile. The machines will do the rest. *I recommend Cyphers Incubators to all my customers.*

Yours very truly,

N. P. Easling

Photographic Views of Midway Poultry Yards, Santa Cruz, Cal.

"Hatched Several Thousand Chickens"

Single Comb White, Buff and Brown
Leghorns and Buff Orpingtons—White
Leghorns a Specialty

MIDWAY POULTRY YARDS

Hatching Eggs and Stock
for Sale
Incubator Chicks in Season

Cyphers Incubator Company, Buffalo, N. Y.—

Santa Cruz, Cal., October 21, 1911.

I wish to again testify to the efficiency of Cyphers Incubators and your Brooder Heaters *after another year's experience with them*. Am especially pleased with the Mammoth Incubator which I installed last spring. Your Incubators and Brooding devices have proved to be *the best on the market* and I am glad to advise poultrymen that they cannot make a mistake in buying and using your goods. "Buy the Cyphers and only the Cyphers" *is my rule for success* after having tried other makes. I know that the Cyphers goods are made "upon honor". Have found this out *by personal test*—that is why I write with such emphasis. Have used your Incubators and Brooders *to hatch and raise thousands of chicks* and adult fowls and know whereof I speak.

Yours for success,

W. E. Webster

Photographic Views of Peconic Duck Farm, Riverhead, L. I., N. Y.

"The Cyphers Has Beaten Them All"

PECONIC DUCK FARM

A. B. SOYARS, Proprietor

Superior Pekin Ducks

Cyphers Incubator Company, Buffalo, N. Y.—

Riverhead, L. I., N. Y., September 11, 1910.

After operating your machines for four years, along with some of the leading makes of incubators, we find the Cyphers has beaten them all. The longer I use the Cyphers the better hatches I get out of them. We kept over 400 laying ducks this year, and from them we hatched 20,780 strong, healthy ducklings, which is proof enough of what the Cyphers Incubators are doing for us.

We operate thirty-seven (37) Standard Cyphers Incubators.

Yours truly,

A. B. Soyars

Views of Crystal Spring Poultry Farm, Rockland, Mass.

The Opinion of An Expert

CRYSTAL SPRING POULTRY FARM

HENRY D. SMITH, Proprietor

Hot Water Brooder Systems Installed
Caponizing a Specialty

Electric Heat Regulators, Piping
and Light Machine Work

Cyphers Incubator Company, Buffalo, N. Y.—

In the early part of February I received an up-to-date No. 3 Cyphers Incubator from you. ***One very cold day I took it out of the crate, set it up in a room with three others and in two and one-half hours from the time I lit the match it was up to 103 degrees.*** The hatches have been on an average with other eleven (11) No. 3 machines of your make. Speaking of ***out-of-season hatching***, last fall five of these machines averaged 241 chicks out of 400 eggs set, the fertility running about as usual for fall eggs. From one machine I got 280 chicks. Last August I put 400 eggs in a No. 3 Cyphers, tested them down to 329 on the 14th day and got 283 good, strong chicks. Eggs from some of my breeding pens hatched as high as ***92 per cent. of all the eggs set.***

Have been running incubators for ***the last sixteen years.*** I am now using twelve (12) No. 3 Cyphers machines and they are giving perfect satisfaction. I recommend their use to every one I meet in the poultry business.

Rockland, Mass., November 30, 1911.

Yours very truly, HENRY D. SMITH.

Will Put in More of Them

WAUKESHA EGG FARM

BECHTNER & SON CO., Proprietors

Single Comb White Leghorns
Hatching Eggs—Baby Chicks

Fancy Table Eggs
Stock For Sale

Cyphers Incubator Company, Buffalo, N. Y.—

Waukesha, Wis., August 9, 1910.

We have been using Cyphers Incubators ***with fine success*** over three seasons. Now have in use twelve (12) of these machines of the 390-egg size and are going to put in more of them next spring.

Cyphers Incubators are ***well designed and durably constructed.*** We believe them to be the best in the market. The Cyphers is worth the price charged for it and ***no one can go amiss in buying them.***

Yours truly,

BECHTNER & SON CO.

Views of Waukesha Egg Farm, Waukesha, Wis.

Photographic View of Oak Ranch Poultry Farm, W. R. Thomas, Proprietor, Petaluma, Cal.

"Average to Hatch About 90 Per Cent."

W. R. THOMAS, Proprietor

OAK RANCH

S. C. WHITE LEGHORNS

Cyphers Incubator Company, Buffalo, N. Y.—

Petaluma, Cal., September 3, 1911.

The continued use of the Cyphers Incubators confirms me in the favorable opinion I had formed of them. At present I have nine (9) of these machines, *and I find that they give better hatches than any others I have ever tried.* I secure uniformly a good percentage of *strong, healthy chicks* from the fertile eggs. I average to hatch about 90 per cent. of all fertile eggs I entrust in your machines. *Your Incubators are simple and very easy to operate.* The nursery trays are a very great convenience, making it easy to remove the chicks from the machine. Yours very truly,

W. R. Thomas

"The Only Machine Made That Will Do It"

W. H. BENTLEY, Proprietor

BENTLEY OSTRICH FARM FEATHERS, PLUMES, BOAS, ETC

Cyphers Incubator Company, Buffalo, N. Y.—

San Diego, Cal., June 26, 1909.

After seven years' use the Ostrich Egg Incubator I bought of you is still doing first-class work. I so far this year hatched 92 per cent. of the fertile eggs, and they are all good, strong chicks. The Cyphers Incubator is the only one made that will do so, as far as I have investigated, and I have tried a great many makes. I spent a great many years experimenting, but after getting a Cyphers I found that the experimental stage was over, and have now got down to business and raise more chicks than all my competitors in the State, all because of your machine. If I had to give up the Cyphers I would give up the business with it.

Yours very truly, W. H. BENTLEY.

Photographic Views of Bentley Ostrich Farm, W. H. Bentley, Proprietor, San Diego, Cal.

CHAPTER VII

HOW TO BROOD CHICKS PROPERLY AT LOWEST COST

The Hen-Method Considered. Its Limitations. The "Fireless Brooder" Plan Unsafe for Winter and Early Spring Use. Heated Brooding Quarters are Necessary for the Best Results in Cold and Changeable Weather

(Copyright January, 1912, by Cyphers Incubator Co., Buffalo, N. Y.)

CHICKS covered with bagging or a piece of old carpet can be kept with safety several days in a basket or box placed behind the kitchen stove. And this is one form of brooding, though a crude and expensive one. It is expensive because of the labor involved.

The hen-method of brooding chicks might seem to be, at first thought, the least expensive. All that is needed, as it would appear, is the mother hen and a home-made brood coop shaped like an inverted letter V, or just a barrel placed on its side with a few stakes driven into the ground in front of it to keep the hen inside and allow the chicks to pass out and in.

But this plan also is expensive when we come to consider it from a business point of view and compare it with other methods.

First, is the work involved—the labor required to care for and safeguard one hundred, two hundred or five hundred chicks entrusted to hens, fifteen or such a matter to each hen.

Second, the death loss is certain to be heavy while the hen is confined and cannot defend her brood, and it is likely to be still greater when she is allowed to lead the chicks about in the wet grass or far afield to be preyed upon by four-footed enemies, hawks, etc.

Third, the hen has a monopoly on the production of fertile or "hatchable" eggs—and always will have! Not only should broody hens be "broken up," so they will go back to laying, the hatching to be done by incubators—especially in the early part of the hatching season, but it is still more costly and wasteful to use her for brooding purposes.

This old-fashioned method—for many centuries the only way known to man—uses up three weeks of the hen's time in hatching the eggs, then three to six weeks longer in brooding the chicks. Here is a loss of six to nine weeks—forty-two to sixty-three days during which the hen should have produced twenty-five to fifty more eggs that could be eaten, sold or incubated.

Furthermore, the hen-method of brooding chicks is the least reliable and most costly at the very time when a dependable plan for brooding the chicks is most needed—in the late winter and early spring. First, it would be impracticable to secure enough broody hens to make a commercial success of this plan in January, February and March; second, it is during this important period that the weather is both severe and changeable, making

it unsafe to entrust chicks to the care of hens out of doors. At this time of year it is impossible to get hold of enough broody hens to do the hatching, let alone using them in considerable numbers for brooding purposes.

The next low-cost plan of brooding chicks that we have to consider is known as the "fireless brooder" method—a plan that originated in the basket behind the kitchen stove and that has been carried to absurd lengths as regards foolish claims made for it. Little chicks will stand quite severe weather, provided they are protected from wind,

HOME-MADE FIRELESS BROODER.

Can be made out of a Soap Box, with or without a Glass Top. Chicks prefer a lighted interior.

rain and snow, and have a handy place where they can get warm whenever they feel the need of it; but it is silly and almost criminal to advise inexperienced persons to entrust newly-hatched chicks to these "cold storage brooders" in winter time or during the early spring when the temperature is very liable to drop twenty to thirty degrees in as many hours.

Let it be granted that it is possible to stow away twenty-five to fifty little chicks in a fireless brooder and to wrap them up so snugly that they will not freeze to death nor become chilled—which is almost as fatal, but is this a practical way to raise chicks in any considerable numbers? Plainly, it is not. The moment they are let out of their close quarters and warm nests, the trouble begins. It will not take thirty minutes to chill them, and of course they do not know enough to run back into the fireless brooder all at the same time—which is necessary if they are to produce enough heat from their own little bodies to keep one another from freezing or chilling. Some of the chicks will get cold sooner than others, and it is ridiculous to claim that all will return to the cold brooder in order to help warm and save the lives of the weaker ones.

Another serious drawback to the fireless brooder plan of brooding little chicks in cold or changeable weather, is the question of proper ventilation. Fresh, pure air simply must be admitted to the brooding and sleeping quarters of the chicks and it should be done in a manner that will not result in drafts—by some method that will not cause the chicks to crowd, to crawl under and over one another, to pile up, "sweat," and trample one another to death. Chicks in a brooder that begin to get cold will "mass up" by crowding under and over one another and then will "sweat," from a condensation of their moist breath, and in this condition they chill very readily. Also under these conditions they are quite sure to trample and smother the weaker ones. Poultrymen who have tried this fireless brooder plan in cold, changeable weather have visited the chicks in the early morning and found every one of them dead.

FIRE-PROOF, ADAPTABLE HOVERS.

One or more of these All-Metal, Fire-proof Brooding Hovers can be used in almost any kind of a Poultry House or other Suitable Enclosure.

HOW TO BROOD CHICKS PROPERLY AT LOWEST COST

SERVES DOUBLE PURPOSE.

Cyphers Company Year-Around Colony Roosting Coop, equipped with All-Metal, Fire-proof, Self-Regulating, Adaptable Hover for brooding the chicks in cold weather.

Fireless brooders can be used to advantage during warm weather, or in a safely heated apartment. It is for this reason that Cyphers Incubator Company manufactures and sells them, but we frankly warn all readers of these lines not to try to raise valuable newly-hatched chicks by this plan during the winter time or in the early spring when changeable weather must be guarded against.

On opposite page is shown an illustration of a home-made fireless brooder—one that any person who is handy with tools can rig up in an hour's time. A sort of an imitation hen is what is aimed at—a snug place made by suspending strips of heavy cloth of soft material from the cover of a shallow box, cutting a 4 x 4 inch opening in the side of the box, three inches above the bottom, for the chicks to pass out and in, covering this exit with a tin or wooden slide, boring a dozen or more small holes near the top of the box for ventilation, then covering the bottom of the box three inches deep with soft, fine litter such as hay-mow sweepings, cut clover or alfalfa, or short-cut straw or hay. Planing mill shavings will do fairly well for the purpose.

For early indoor brooding, where the poultry raiser does not wish to go to the expense of erecting a special poultry house, and at a time when it is impractical to use outdoor brooders, there is no better, no more economical and satisfactory plan for raising newly-hatched chicks than by the use of Paradise Brooders—see pages 84-90 inclusive, especially page 89. Here the chicks can be kept in safety and under complete control, until they are past the danger point or until ready for market as broilers. If they are to be raised to maturity as layers or for use as breeding stock, they should be shifted to outdoor brooders or to more roomy quarters when they are three to five weeks old.

The type of indoor brooder, Style D (see page 67) is unexcelled as an individual single compartment brooder for indoor use, and is fire-proof, each one bearing the official label of the National Board of Fire Underwriters. Many Cyphers Company customers make a practice of buying the Style B, three-apartment outdoor brooder (see page 63), and using it indoors up to March 1st to 15th and then moving it out of doors, chicks and all. We heartily recommend this plan in every case where the cost of the equipment is not beyond the means of a poultry man or woman. These brooders, with proper care, will last ten to fifteen years—and they do the work.

For both indoor and outdoor use we recommend the Adaptable Hover—a device that can be used in many ways and that has no equal on the world's markets as an all-metal, fire-proof, self-regulating and self-ventilating combination heater and hover for brooding purposes. The heater and hover apartments are the "heart and lungs" of a successful brooding apparatus for chicks and ducklings, and this Adaptable Hover is as automatic

and reliable in action as it would be possible to obtain in a device that does not have brains of its own.

For one method of using the Adaptable Hover, consult the Ellis plan, see pages 74 and 75. For both indoor and outdoor use we ask the reader to consider also the idea of home-made cases to consist of goods boxes or packing cases. For examples, see pages 72 and 73. These home-made brooders, like our factory brooder, Style B, can be used indoors with entire safety during cold weather and then can be moved out of doors as the season advances or after a cold snap is ended.

As a rule, chicks should not be entrusted in brooders placed out of doors until new vegetation appears. In fact, there is no advantage in placing chicks outdoors until the ground is ready for planting and the grass starts. The object in getting them outdoors is to give them freedom—a chance to run about and scratch for part of their food. When this time comes a home-made outdoor brooder, equipped with an Adaptable Hover, will do the work every time—so will the Style B or Style C brooders—see pages 63 and 65.

An excellent plan for brooding chicks is shown above. Equipped with Adaptable Hovers, this type of colony house, and the style of portable house shown below, furnish safe and comfortable quarters for newly hatched chicks, and the chicks can be left in these houses until it is time to separate the sexes. After that the best of the pullets can still be left in these same quarters until they reach maturity or until it is desired to remove them to the laying or breeding houses.

No better plan is known to us for brooding chicks successfully than by the use of these colony coops and portable houses, each equipped with a fire-proof, self-regulating and self-ventilating Adaptable Hover—unless the poultry raiser is in a position to erect a special brooding house to be equipped with individual brooders, with Adaptable Hovers or with a hot-water pipe system, thus going into the business on a large scale. Piano or organ boxes can be made to answer the purpose of colony coops, if desired, each to be equipped with an Adaptable Hover, each to have a window, the cracks to be battened and the interior to be warmly lined with building paper.

For full particulars about the successful brooding of chicks and ducklings in brooding houses equipped with the hot-water pipe system, send for a free copy of our booklet treating expressly on that subject, see page 106.

ALSO SERVES DOUBLE PURPOSE.

Self-Regulating, Adaptable Hover, attached to Cyphers Company 6 x 6-foot Portable Poultry House. When chicks are large enough, the Circular Hover is removed and the Roast Board and Perch put back in place.

FOREMOST POULTRY BREEDERS OF AMERICA

SOMETHING ABOUT INDUSTRY IN WHICH THEY ARE ENGAGED
AND A FAIR REPRESENTATION OF THE MEN THEMSELVES

THE POULTRY INDUSTRY as it exists today did not "just happen." On the contrary it has been the *result* of intelligent, persistent, skillful work performed by men of character and ability who *saw the possibilities* and were determined to reach the goal.

The original jungle fowl, progenitor of the present-day *domestic hen* and her consort, was simply a *wild bird* with tough, muscular flesh of gamy flavor—a fowl that laid perhaps fifteen to thirty eggs *per year* during the natural hatching season, and that was of *little value* to mankind.

The modern world has poultry breeders of different lands to thank for bringing about a *wonderful change* in the nature, habits and productiveness of the jungle wild fowl.

These poultrymen, by scientific methods, by improved conditions, have *transformed* the tough, stringy, coarse meat of the original *wild fowl* into tender, finely-grained flesh of palatable flavor—into the prime table poultry of today, the kind that we all like to buy and eat.

Modern poultry breeders, as the work of about half a century, have *changed* the shape of domestic fowls—have *added* greatly to the desirable meat portions of poultry—have given us broilers, soft roasters and capons that "can be cut with a fork," so tender is the flesh.

Poultry men and women by careful, intelligent *selection* have developed the egg-producing power of bred-to-a-purpose fowls until entire flocks now average 150 to 200 eggs *within a year* and individual hens of several varieties have to their credit records of 225 to 275 eggs laid in three hundred and sixty-five *consecutive* days.

The same men and women—at one time spoken of in derision as "chicken fanciers"—have *created* one hundred and thirty different varieties of domestic poultry—have given us fowls suited to every purpose, every climate, *every practical condition*, ranging in size from Bantams that weigh only 22 ounces each, to Mammoth Bronze Turkeys that tip the scales at 45 to 50 pounds.

INDUSTRY IS NOT OLD:

The Poultry Industry of America may be said to have had its beginning *sixty years ago*. Prior to 1850 the "Dominickers" or Dominiques—forerunners of the Barred Plymouth Rocks—were the most popular barn-yard fowl with farmers and villagers. Then came the Shanghais, next the Brahmas, then the Leghorns and the French breeds. Still later came the Plymouth Rocks and Wyandottes, and these great breeds were followed by the Rhode Island Reds and Orpingtons, "general purpose" breeds that today are unexcelled as combination layers and table fowl.

The Successful Fancier, now known more generally as a Poultry Breeder, because of the increase in the commercial value of his work, has *held his own*, first to last. At present there are thousands of experienced poultrymen in the United States and Canada who are making a regular business of breeding standard-bred fowls, their *annual production* varying from small flocks to thousands of birds.

Prices obtained for high-class standard-bred stock range from one dollar to one hundred dollars per head, with bona-fide sales *quite often* reaching such figures as \$200, \$300, \$500, \$800, \$1,000 and even \$1,500 for extra choice breeding stock or exhibition specimens. Similar prices now prevail in England also—for exceptional quality.

Eggs for hatching from standard-bred fowls now sell freely at prices that would have been declared *impossible* twenty or thirty years ago. Customary prices range from one dollar per thirteen eggs to as high as ten dollars per egg. One prominent poultryman sold 5,944 eggs last winter and spring for \$11,888.00, which is at the rate of *two dollars per egg*.

Quite a number of well-known specialists of popular varieties are now being paid one dollar to five dollars each for hatching eggs from their choicest specimens, and are having to refuse orders, the demand being greater than the supply.

Day-old chicks now sell in *great numbers* at ten cents to \$5.00 apiece, according to quality. Americans learned this method ten or twelve years ago from Europe, where distances are short—yet it has *grown by leaps and bounds* in the United States, despite higher express charges and longer hauls.

The American Poultry Association, organized at Buffalo, N. Y., February 15, 1873, now in its *thirty-eighth year*, is made up of active, progressive poultrymen and poultry instructors of the United States and Canada—more than three thousand in number, and the membership at present is increasing at the rate of several hundred *each year*.

The Standard of Perfection is the Official Guide in the United States and Canada to *breeding, mating and judging* thoroughbred or standard-bred domestic fowls, one hundred and thirty varieties of which are illustrated and minutely described in its pages, including chickens, turkeys, ducks and geese.

In this connection special attention is called to the substantial appearance of the men whose portraits are shown on the ten or twelve pages next following.

These men are fairly representative of the class of citizens in the United States and Canada now engaged in the production of Standard-bred fowls.

OFFICIAL GUIDE TO
JUDGING AND BREEDING.

More than 60,000 copies sold in last five years. 320 pages; 90 full-page ideal illustrations; five color plates. Price, postpaid, \$1.50.

We Sell It.

OWEN FARMS

WM. BARRY OWEN, Proprietor

MAURICE F. DELANO, Manager

BREEDERS OF
WHITE, BLACK AND BUFF ORPINGTONS, WHITE, BARRED AND BUFF PLYMOUTH ROCKS,
WHITE WYANDOTTES, S. AND R. C. RHODE ISLAND REDS

Vineyard Haven, Mass., November 14, 1911.

Cyphers Incubator Company, Buffalo, N. Y.—

WM. BARRY OWEN,
Proprietor Owen Farms.

future than we have ever used before, as people all over the country have come to appreciate the fact that our flocks in our various varieties are the leaders, both from the exhibition and the utility standpoint.

Photographic views herewith show only a small part of the great Owen Farms—the largest standard-bred poultry establishment in the world. At the New York and Boston shows (1909-1910) Owen Farms won 151 regular prizes on Barred and White Plymouth Rocks, White Wyandottes, and White, Buff and Black Orpingtons in very strong competition, a record never before equalled at these shows.

It gives us great pleasure to send you our hearty endorsement of your goods. *For a period of several years* we have used your incubators, brooders and various poultry supplies consisting of chick foods, beef scrap, alfalfa, insecticides, disinfectants and various appliances *with uniformly good results* and therefore we can heartily recommend them to large and small users of same *as the best on the market*.

Hundreds of grand exhibition and breeding birds have been hatched by us in your machines, including many of the great national winners. Cyphers Incubators have distanced all other makes tested by the writer *during the last thirteen years.*

Our business here has developed into such large proportions that *we shall use more of your goods in*

With cordial wishes that the season of 1911-1912 will be the most prosperous that you have ever had, we are,

Very truly yours,

OWEN FARMS,

Maurice F. Delano.

Manager.

MAURICE F. DELANO,
Manager Owen Farms.

Ernest Kellerstrass, Founder.

Kellerstrass Poultry Farm

ORIGINATORS OF

SINGLE COMB CRYSTAL WHITE ORPINGTONS

The Big Winter Layers

Breed Only The One Kind

First Prize Three Years in Succession at Madison Square Garden,

New York. First Prize Two Years in Succession at

Crystal Palace Show, London, England

Export Orders Solicited and Safe Arrival Guaranteed

Stock for Sale—Eggs in Season

Send for Catalogue

Kansas City, Mo., U. S. A., September 13, 1911.

Cyphers Incubator Company, Buffalo, N. Y.—

We use nothing but Cyphers Incubators for hatching Crystal White Orpingtons on Kellerstrass Poultry Farm and our finest birds are hatched in them.

The First Prize cockerel that *created such a sensation at Madison Square Garden last winter*, winning the blue ribbon over all American and English birds in competition, *was hatched in a Cyphers Incubator on Kellerstrass Farm, May 10, 1910.* The five birds from which we sold eggs at \$10.00 each last season *were hatched in Cyphers Incubators.* The little hen that reproduced herself by laying her own eggs and hatching nine chicks therefrom *when less than 6 months old* was also hatched in a Cyphers Incubator, as well as her mother.

Can report also that *more than 90 per cent.* of the 320 White Orpington hens from which we sold during the spring of 1911, 5,944 eggs at \$2.00 per egg for \$11,888.00 *were hatched in Cyphers Incubators.*

The famous hen "Peggy" which we valued at \$10,000.00 and would not have sold for a less sum, *was hatched in one of your Incubators*, also the five White Orpingtons that we sold to Madam Paderewski, *for \$7,500 cash in hand.*

We use no other make of incubator on this farm and we *cannot afford to waste the time of hens acting as sitters and brooding mothers; therefore, every chick hatched on Kellerstrass Farm is hatched in Cyphers Incubators.*

Thanking you for past favors, we remain,

Yours truly,

Ernest Kellerstrass

Kellerstrass Poultry Farm for the year ending June 30, 1910, sold more than \$44,149.36 worth of White Orpington fowls and eggs, and made a profit of \$22,645.39. For every bird that left the farm during the year an average price of \$20.68 was received, and for all eggs sold the average price obtained was \$.99 $\frac{2}{3}$ each. Five birds shown herewith are the ones from which Mr. Kellerstrass sold eggs at \$10.00 each or \$150 per sitting.

Winners in the South

FISHELTON

"The Best in the World"

The Home of Fishel's

U. R. FISHEL, Originator

WHITE PLYMOUTH ROCKS

Hope, Ind., December 22, 1911.

Cyphers Incubator Company, Buffalo, N. Y.—

My winners at the Great Appalachian Exposition, Knoxville, Tenn., September 25-30, 1911, *were all hatched in Cyphers Incubators and reared in Cyphers Brooders, and their ancestors for ten years back were so hatched and reared.* At this great exhibition, in strong competition, my Cyphers-Hatched and Cyphers-Reared White Plymouth Rocks won: 1, 2, 3 and 4 cocks; 1, 2, 3, 4 and 5 cockerels; 1, 2, 3, 4 and 5 pullets; 1, 2 and 3 pens, and the \$100.00 Appalachian Silver cup for largest and best display.

I would state in addition that *we hatched and reared something like four thousand birds last season by the use of Cyphers Incubators and Brooders and never before had as strong chicks as we have this year.* In selecting out our breeders for this season of 1912 we have found the birds large, strong and vigorous. Our personal experience with your Incubators and Brooders *is absolute proof, reaching back through a period of ten years,* that by the use of Cyphers Incubators and Brooders as fine fowls can be produced year after year as by the hen method—and at very much less expense. You are at liberty to use this report as a testimonial.

Very respectfully yours,

U. R. FISHEL

U. R. Fishel.

Winners in the East

FISHELTON

U. R. FISHEL, Originator

The Home of Fishel's

"The Best in the World"

WHITE PLYMOUTH ROCKS

Hope, Ind., October 20, 1911.

Cyphers Incubator Company, Buffalo, N. Y.—

Have just arrived home from the Great Hagerstown Fair, October 11-14, where is held every year *one of the greatest poultry shows in America*—the entries of this year numbering nearly 7,000 birds.

I wish to write you of my success in winning with Fishelton White Rocks *hatched this season in Cyphers Incubators and reared in Cyphers Brooders.* My winnings at Hagerstown were: First and third cockerels, first pullet and first breeding pen on young birds, and on old birds we won first and second cocks, first and fifth hens and second pen, together with many specials.

Every one of these prize winners was hatched by me in Cyphers Incubators, and the same is true with but very few exceptions of all prize winning birds exhibited and sold by me during the last ten years. You may publish this fact, and welcome.

Very truly yours,

U. R. Fishel.

FOREMOST AMERICAN POULTRY BREEDERS

A. G. DUSTON

E. L. MILES

J. P. SWIFT

Geo. H. ILTEN

DR. C. C. GOODES

"EVERY YEAR HUNDREDS OF PRIZE-WINNERS"

Arthur G. Duston, South Framingham, Mass., White Wyandotte Specialist:—"Have been a continual user of your machines since 1898 and have sold every year hundreds of prize-winners that have been hatched from them. With me it is a repetition to tell of the good features of Cyphers Incubators, but to those who have never heard my opinion I must earnestly caution beginners in the poultry business to make no mistake. If you want large, healthy chicks and lots of them, use Standard Cyphers Incubators."—November 6, 1911.

"\$20 SITTING OF BEST EGGS"

Aug. D. Arnold, Dillsburg, Pa., White Orpington Specialist:—"I know from personal experience that the improved Cyphers Incubator has arrived very near the perfection point. One of my neighbors placed a \$20 sitting of our best eggs in his Cyphers Incubator, which I consider very strong proof of his great faith in the reliability of your machines after he had hatched with it repeatedly."—August 3, 1910.

"TWENTY-NINE YEARS' EXPERIENCE"

E. L. Miles, Sag Harbor, L. I., N. Y., Barred Plymouth Rock Specialist:—"In my twenty-nine years' experience as a poultryman, have never known of a better Incubator than the Standard Cyphers. Have used your Brooders for some years and succeed in raising practically every raisable chick, many prize-winners being among the number. Am also using your Chick Food and Developing Food with splendid results."—November 10, 1911.

"RIBBONS AS WELL AS EGGS"

Dunham & White, Nichols, N. Y., S. C. White Leghorns:—"The birds shown in photograph herewith were hatched in your Incubators and reared in Cyphers Brooders. The quality speaks for itself. We always get our share of ribbons as well as eggs."—October 25, 1910.

"AT ASHEVILLE, CHARLOTTE, KNOXVILLE, ETC."

J. P. Swift & Son, Waynesville, N. C., White Wyandottes, Rhode Island Reds, White and Brown Leghorns and Buff Orpingtons:—"We have been using Cyphers Incubators and Brooders for seven years. Our incubator hatched chicks are the ones that win for us the blue ribbons. Our finest birds, including many prize winners at Asheville, Charlotte, Knoxville, Tenn., etc., for the last four seasons were hatched in your Incubators, raised in your Brooders and fed on Cyphers Foods."—November 6, 1911.

"THE FINEST EXHIBITION STOCK"

Jos. B. Young, Irvington, N. J., White Wyandotte Specialist:—"Every fowl on my place, including the finest exhibition stock, was hatched in your Incubators and raised in Cyphers Brooders. I consider your Incubators and Brooders to be a 100 per cent. improvement over hen-hatching and raising. If it were not for these conveniences I would not be in the poultry business."—June 17, 1910.

"INCLUDING MANY PRIZE-WINNERS"

Geo. H. Ilten, Cedar Rapids, Iowa, Barred Plymouth Rocks and Mottled Anconas:—"Have tried several makes of incubators, but found none that would equal yours in hatching qualities. We have hatched thousands of strong Barred Rocks and Anconas in Cyphers Incubators, including many prize-winners."—June 5, 1910.

"BETTER RESULTS—MUCH LESS TROUBLE"

Thos. B. Elliott, St. Louis, Mo., Buff Plymouth Rock Specialist:—"Have been a fancier nineteen years and had quite a little experience with several makes of incubators of the better class, but three years ago I sold all I had except the Cyphers. My reason for doing so was because after numerous tests I found the Cyphers invariably gave me better results with much less trouble. Have found that the best incubator is the cheapest every time."—November 2, 1911.

SOLD ONE CYPHERS BIRD FOR \$250

Dr. C. C. Goodes, Marcellus, Mich., White Orpington Specialist:—"I use Cyphers Incubators exclusively. Some of our machines are several years old, but they continue to do satisfactory work. Sold one bird for \$250 this season that was hatched in a Cyphers. That is the high mark for this part of the country. Nearly all of our prize winners have been hatched in Cyphers Incubators."—November 9, 1911.

"STRONG BELIEVER IN THE HEN"

J. E. Willmarth, Amityville, N. Y., Buff Wyandotte Specialist:—"Am using Cyphers Incubators this year for the first time because heretofore I have been a strong believer in the hen as a hatcher, but the results this season for your Incubator have been so satisfactory that I shall continue with same, as I find them practically automatic in regulation, ventilation, etc., and they hatch just as good chicks as hens, with far less trouble."—June 22, 1910.

AUG. D. ARNOLD

W. A. WHITE

JOS. B. YOUNG

THOS. B. ELLIOTT

J. E. WILLMARTH

FOREMOST AMERICAN POULTRY BREEDERS

"CHICKS FROM MY BEST MATINGS"

A. C. Hawkins, Lancaster, Mass., Breeder of "America's Best" Plymouth Rocks and Wyandottes:—"Have used your incubators and Brooders with good success and have always found your Poultry Supplies of the best quality and reliable. *Chicks from my best matings have been hatched in Cyphers Incubators*, winning prizes for me and my customers. *I believe your Company always gives its patrons good value for their money.*"—November 4, 1911.

"PRACTICALLY ALL MY WINNERS"

F. C. Shepherd, Toledo, Ohio, Buff Plymouth Rock Specialist:—"I have used Cyphers Incubators exclusively since 1899 and have never had *what might be called a poor hatch* with them. Have repeatedly obtained 90 and 90½ per cent. hatches. *Practically all of my prize-winners have been hatched in your machines.* I buy practically all of my poultry supplies from you."—October 31, 1911.

"HUNDREDS OF PRIZE WINNERS"

W. W. Kulp, Pottstown, Pa., Brown Leghorns, Barred and White Rocks, White Wyandottes and White Leghorns:—"Have used Cyphers Incubators and Brooders for thirteen years, hatching thousands of strong chicks, *including hundreds of prize winners*—quite a number of them at Madison Square Garden, New York. Have a No. 1 Cyphers *thirteen years old* that is just as good as the day I bought it, while two machines of another leading make stand unused, because age put them out of commission."—October 30, 1911.

"THE TALK OF THE SHOW"

Thos. F. Burns, Colorado Springs, Colo., White Orpington Specialist:—"At the 14th annual show Pike's Peak Poultry Association, on birds hatched in Cyphers Incubators, raised in Cyphers Brooders and fed Cyphers Chick Food, I won as follows: 1st, 2nd, 3rd and 4th pens, 1st cock, 1st, 2nd, 3rd and 4th cockerels, 1st, 2nd, 3rd and 4th hens, 1st, 2nd, 3rd and 4th pullets. This display was the *talk of the show*. Have had *nothing but the best results* since I began using your incubators and brooders."—October 31, 1911.

"SPLENDID SUCCESS WITH THEM"

Louis Lee Haggin, Lexington, Ky., White Orpington Specialist:—"I have used on my plant for the past few years *nothing but your Incubators and have had splendid success with them.* I have tried the goods of other poultry supply manufacturers, but have not been satisfied with any of them. My Brooder house has proven most satisfactory, heated with one of your boilers. *I have found it extremely valuable and reliable.*"—November 4, 1911.

"WOULD HAVE GIVEN UP BUSINESS"

E. M. Monsees, Beaman, Mo., Rose Comb Rhode Island Reds:—"Have used your machines for four years and shall continue to do so, *also to urge others to do the same.* If it were not for discovering the Cyphers Incubator I would have given up the poultry business. I tried other makes claimed to be the most successful machines made, but they could not hold a candle to the Cyphers. All my prize winners are hatched in Cyphers Incubators, because they produce stronger chicks and more of them than any other incubator I ever used."—November 1, 1911.

"OWN MANY PRIZE-WINNING BIRDS"

Geo. W. Hey, Raceville, N. Y., Black Minorca Specialist:—"I own many prize-winning birds that have been hatched in Cyphers Incubators and raised on Cyphers Poultry Foods. It is child's play to run a Cyphers Incubator, as they are so automatic and easy to handle and can be regulated to perfection by any one. They are self-ventilating and need no supplied moisture other than that furnished the egg by the hen."—October 31, 1911.

"HATCHED ALL MY PRIZE WINNERS"

John J. Rowe, Coal Bluff, Ind., S. C. Rhode Island Reds and Buff Orpingtons:—"My winners last season with Cyphers hatched chicks included 1st S. C. Rhode Island Red cockerel at Terre Haute, 1st cockerel, 1st hen and 1st pen at Brazil, also 1st hen, 1st pullet and 1st pen on S. C. Buff Orpingtons at Brazil—all Cyphers hatched. Much prefer the Cyphers to other makes I have used. The past two seasons hatched all my prize winners—also winners for customers—in your incubators."—October 28, 1911.

"YOUR SEALED-BAG POULTRY FOODS"

Wible Bros., Chanute, Kansas, White Plymouth Rocks and White Wyandottes:—"We have been using your sealed-bag Poultry Foods and general supplies for some time past, and with them have been able to produce some of the very best birds that have been shown in this country. Our experience has been such that we shall continue to use these products, and we highly recommend them to enterprising poultrymen."—November 7, 1911.

A. C. HAWKINS

W. W. KULP

L. L. HAGGIN

E. M. MONSEES

L. H. WIBLE

F. C. SHEPHERD

THOS. F. BURNS

GEOR. W. HEY

JOHN J. ROWE

J. M. WIBLE

FOREMOST AMERICAN POULTRY BREEDERS

THOS. F. RIGG

L. TOMPKINS

W. N. BETSCHER

GEO. H. RUDY

H. W. HALBACH

"SINGLE AND CHOICE MATING EGGS"

Thos. F. Rigg, Iowa Falls, Iowa, Columbian Wyandotte Specialist:—"We depend wholly upon Cyphers Incubators and Brooders to hatch and rear our chicks. *All our single and choice mating eggs go into the Cyphers machines and we are never disappointed. My winners, which we have produced for years, have all been so hatched and have been reared in your Brooders. Our hatches have run from 92 to 97 per cent. and the Cyphers Brooders are perfect rearers.*"—November 3, 1911.

"WINNINGS AT NEW YORK AND BOSTON"

D. W. Young, Monroe, N. Y., White Leghorn Specialist:—"I do not hesitate to say, for publication, that the good work of your incubators has contributed largely to my notable winnings at New York and Boston. It took us several years to become reconciled to the idea of entrusting our best eggs to incubators, but we know we can do this with safety with the Cyphers. Are using five of your latest pattern machines and have had many fine hatches—some of them truly wonderful."—November 23, 1911.

"HAVE OBTAINED PHENOMENAL RESULTS"

Lester Tompkins, Concord, Mass., Rhode Island Red Specialist:—"Have recommended your incubators to a great many of my customers. In a number of cases that I know of they have obtained phenomenal results, hatching a very high percentage of chicks. Your Chick Food I have found especially valuable and I am convinced that the Cyphers Incubator 'is all to the good.'"—October 30, 1911.

"HIGH SCORING—BIG LAYERS"

E. C. Branch, Lee's Summit, Mo., Breeder of Exhibition Barred Plymouth Rocks:—"Can recommend your goods from start to finish. Have used your incubators for years. It was in a Cyphers Incubator that Missouri Belle (score 94½-egg record 237), Anna Belle (93½-egg record 201), Minnie Belle (93½-egg record 211), and Verda Belle (93½-egg record 223) were hatched, as well as a number of other hens with egg records of 200 and over. They were raised on Cyphers Foods from start to finish."—November 1, 1911.

"HATCHED IN CYPHERS INCUBATORS"

W. N. Betscher, Canal Dover, Ohio, Barred Plymouth Rocks:—"At Cleveland, January 28, 1911, I won 3rd pullet and 3rd hen. At Canal Dover, October 18, 1911, 1 won 1st, 2nd cocks, 1st, 2nd pullets, 1st, 2nd hens and 1st and 2nd cockerels—and every winner was hatched in Cyphers Incubators. That's what comes when you breed 'quality' and hatch the chicks with 'quality' machines. Cyphers Incubators stand alone—unequalled."—November 13, 1911.

"AND FED ON CYPHERS FOODS"

O. J. Austin, Pana, Ill., White Wyandotte Specialist:—"Have been using your incubators for five years. Tried several makes, but discarded them all for the Standard Cyphers. My first-prize White Wyandotte cockerel and pullet, also first-prize Light Brahma cockerel and pullet at Pana Poultry Show, January, 1910, were hatched in a Cyphers Incubator reared in a Cyphers Brooder and fed on Cyphers Chick Food."—August 6, 1910.

"AT LARGEST AND BEST SHOWS"

Geo. H. Rudy, Mattoon, Ill., White Wyandotte Specialist:—"Have been using your Incubators, Brooders and Supplies exclusively since I started in the poultry business six years ago, and during this time I have probably hatched as many high-priced birds as any other Wyandotte specialty breeder in the country—if I do say it myself. My record of winnings at the largest and best shows will confirm this statement. All my finest birds have been hatched in your Incubators and raised in your Brooders."—November 25, 1911.

"HATCHED MANY A PRIZE WINNER"

Geo. M. Benham, Canandaigua, N. Y., Exhibition and Utility Barred Plymouth Rocks:—"Have hatched many a prize winner from my old standby, a 360-egg Cyphers Incubator. My winners at the New York State Fair, 1907, at the Buffalo shows, 1907 and 1909, were all hatched in a Cyphers, except one pullet that won second. These birds in their infancy were fed your Chick Food. Can heartily endorse your goods, also your method of doing business."—June 3, 1910.

"HATCHING MANY PRIZE WINNERS"

H. W. Halbach, Waterford, Wis., White Plymouth Rock Specialist:—"For years I have been a user of Cyphers Incubators and have always had the best of success, hatching many prize winners. At the recent Wisconsin State Fair I won every prize competed for except one—over 1,000 birds competing. All of these birds were hatched in Cyphers Incubators and raised on Cyphers Chick Food. My recent Chicago winners were nearly all hatched in Cyphers Incubators."—November 2, 1911.

"SEEM TO IMPROVE WITH AGE"

Chas. C. Fair, Sharon, Kansas, White Plymouth Rock Specialist:—"My 1st, 2nd, 3rd and 4th cockerels at the Kansas State Show, January, 1911, were all hatched in a Cyphers Incubator. Cyphers Incubators seem to improve with age. Each year they give me better satisfaction. Your poultry foods are first-class and I would not do without them."—November 12, 1911.

D. W. YOUNG

E. C. BRANCH

O. J. AUSTIN

GEO. M. BENHAM

CHAS. C. FAIR

FOREMOST AMERICAN POULTRY BREEDERS

EDWARD H. KNAPP

C. L. BUSHMAN

G. A. CLARK

C. S. BYERS

W. EDWARD GAGE

"BETTER WORK THAN TRUSTY HENS"
Edward H. Knapp (Knapp Bros.), Fabius, N. Y., White Wyandotte and S. C. White Leghorn Specialists:—"Speaking from twenty-five years' personal experience with incubators, I do not see how the Standard Cyphers' latest improved—can be further improved upon. The best results we have ever obtained by the use of incubators, both in numbers and quality of chicks have been by the use of your machines. For us they have done better work than trusty hens."—November 7, 1911.

"TO ANY ONE, EXPERT OR NOVICE"
W. S. Russell, Ottumwa, Iowa, Barred Plymouth Rock Specialist:—"The Standard Cyphers Incubator has been used by me during the past six years, and I have always found it to be non-moisture, self-ventilating, and the regulator is the best I have ever used. Am prepared to recommend the Cyphers to any one, expert or novice, who wants a first-class incubator."—October 31, 1911.

"INTEND TO PUT IN TWO MORE"
C. L. Buschmann, Indianapolis, Ind., Rhode Island Red Specialist:—"We have used Cyphers Incubators for hatching many of our best eggs and intend to put in two more of these machines this coming season. Have found the pedigree trays very helpful with our thoroughbred stock. Have used many of your goods and always found them satisfactory. The word "Cyphers," backed by your trade mark, seems to stand for "the best."—November 2, 1911.

"LARGE MAJORITY OF OUR WINNERS"
J. C. Punderford, Frenau, N. J., S. C. White and Buff Leghorns, White and Buff Plymouth Rocks:—"First we tested five of your Incubators with eleven others of five different makes. Your machine so far out-classed the others, both as to number and strength of chicks hatched, that three years ago we discarded all but yours, doing so strictly as a business proposition. A large majority of our winners at New York and other shows are hatched in Cyphers Incubators. We are now installing one of your 14,000-egg Mammoth machines. We placed our order for this big machine after we had inspected other Mammoths. After looking into every detail carefully we decided that the Cyphers Mammoth was the machine to which we could pin our faith."—October 31, 1911.

"OUR MOST VALUABLE BIRDS"
G. A. Clark, Seymour, Ind., Rose Comb Minorca Specialist:—"We are using Cyphers Incubators exclusively in our work. Our most valuable birds have been hatched in Cyphers Incubators and raised in Cyphers Brooders. Cockerel that won the American Poultry Association medal at St. Louis, also "Perfection," our First Prize Cock at Madison Square Garden, New York, last winter, were hatched in Cyphers Incubators. We trust our best eggs in these machines without hesitation and heartily recommend them to other poultrymen."—November 4, 1911.

"CHICAGO, INDIANAPOLIS, CINCINNATI, ETC."
Edwin R. Cornish, Ann Arbor, Mich., Rhode Island Red Specialist:—"Have been using your Incubators and Poultry Foods for the past seven years. Your Incubators have always proved satisfactory. Have never had a really bad hatch with one of your machines. A large proportion of my prize-winners at Chicago, Indianapolis, Cincinnati, Milwaukee, Toledo, Detroit, etc., the past several years have been hatched in your incubators and raised on Cyphers Company's Foods."—June 4, 1910.

"DURING MY THIRTEEN YEARS' EXPERIENCE"
C. S. Byers, Hazelrigg, Ind., Buff, Black and White Orpingtons:—"During my thirteen years' experience breeding high-class White, Buff and Black Orpingtons, have found that no other incubators have proved so efficient and durable for hatching and rearing prize-winning birds by artificial means as the Standard Cyphers Incubators and Brooders. Can heartily endorse your goods for fancier and market poultryman alike."—November 1, 1911.

"SINCE 1898 WITH UNIFORM SUCCESS"
Wilber Bros., Per A. M. Wilber, Cleveland, Tenn., White Leghorn Specialist:—"We have been using Cyphers Incubators, Brooders, Foods and supplies since 1898 with uniform success and satisfaction. We give Cyphers Incubators and Brooders—also your Sealed-Bag Brand Poultry Foods—much credit for our great success in hatching and rearing our prize winners the past ten years at Charleston, S. C., Charlotte, S. C., Atlanta, Ga., Louisville, Ky., Nashville and Chattanooga, Tenn. Have often hatched 95 per cent. of the fertile eggs."—November 1, 1911.

"HATCHED IN YOUR INCUBATORS"
Gage & Huston, Williamsport, Pa., Barred Plymouth Rocks, S. C. Buff Leghorns:—"Each year finds us stronger in the belief that the Cyphers Incubators and Brooders are the best on the market. Our 3rd prize Barred Rock cockerel, Rochester, N. Y., December, 1909, and 5th prize cockerel at the Great A. P. A. Show, Williamsport, Pa., same month, also our 1st and 2d Buff Leghorn cocks at Elmira, N. Y., January, 1910, and 1st hen, 1st cock, and 1st pullet, Rochester, N. Y., December, 1909, were hatched in your Incubators, reared in your Brooders and fed on your Foods."—November 5, 1911.

W. S. RUSSELL

J. C. PUNDERFORD

EDWIN R. CORNISH

A. M. WILBER

JAMES T. HUSTON

FOREMOST AMERICAN POULTRY BREEDERS

"BEST RINGLET EGGS IN CYPHERS"

E. B. Thompson, Amenia, N. Y., Originator, Ringlet Barred Plymouth Rocks.—*"During my nearly thirty years' experience in breeding exhibition Ringlet Barred Rocks, I have never seen or used the equal of Cyphers Incubators and Brooders. I feel safe in putting my best Ringlet eggs in the Cyphers, whereas I would not trust them in a machine in which I did not have perfect confidence. Your Incubator runs to perfection and is practically a perfect hatcher. I also had remarkable success with your Outdoor Colony Brooders. I put 41 Ringlet Barred Rock chicks in one of these brooders and raised 39 of them to maturity."*—November 22, 1911.

"ALL OF THE PRIZE WINNERS"

Chas. V. Keeler, Winamac, Ind., White Wyandotte Specialist.—*"I am doubling my Incubator and Brooder capacity and am installing nothing but Cyphers machines. For the last thirteen years I have used your incubators and found them entirely satisfactory. Had tried several other makes but with indifferent results. All of the prize winners that I have exhibited and furnished my customers the last eleven years in America, England, South Africa, etc., have been hatched in Cyphers Incubators and raised in Cyphers Brooders."*—November 10, 1911.

"NEVER HEARD A COMPLAINT"

D. T. Heimlich, Jacksonville, Ill., Barred and White Plymouth Rocks, White Wyandottes and S. C. Rhode Island Reds.—*"Have recently bought a 244-egg Cyphers—which tells its own story. I always speak a good word for Cyphers Incubators and the Cyphers Incubator Co., because I know that the goods and the company are all right. In my long experience as a Poultry Judge, traveling all over the county, I have never heard a complaint against your Incubators."*—November 4, 1911.

"FOR THE PAST ELEVEN YEARS"

J. L. Davis, Grand Junction, Mich., S. C. White Leghorn Specialist.—*"We have used your incubators and brooders for the past eleven years and they have given entire satisfaction. All of the best poultry plants in this vicinity use Cyphers machines and I have never heard of a single complaint. This section of Michigan, the fruit belt, is rapidly becoming a second Petaluma, as fruit and poultry work well together."*—December 8, 1911.

"BY FAR THE BEST HATCHES"

Dr. I. W. Hall, Camargo, Ill., Barred Plymouth Rock Specialist.—*"Have used three other makes of incubators. Yours gives me by far the best hatches. Used one hot-water machine, but with disastrous results, hence discarded it. Am using your Chick Food, Developing Food, Laying Food and high-protein Beef Scraps with excellent results."*—October 31, 1911.

"FIRST-PRIZE ORPINGTON COCKERELS"

Wm. Cook & Sons (by P. A. Cook), Scotch Plains, N. J., Originators of the Orpington Fowls.—*"We set about forty hens this season for comparison and found that our Cyphers Incubators hatched a bigger percentage of fertile eggs than the hens did. In one case a customer in California purchased 100 eggs from us, put them in one of your machines and hatched every fertile egg, getting 87 chicks. Our first-prize Madison Square Garden, New York, 1909, White and Black Orpington cockerels, were hatched in one of your Incubators."*—November 31, 1911.

"RELIABLE IN EVERY WAY"

Herbert J. A. Bodine, Black Rock, Conn., White Wyandotte Specialist.—*"Have found the Cyphers Incubator reliable in every way. It gives me much pleasure to endorse Cyphers Company goods, because your Incubators and Poultry Supplies have given me entire satisfaction, and I never fail to recommend them to my friends."*—October 31, 1911.

"NEEDS NO EXCESS MOISTURE"

A. J. Stanbury, Newport, Tenn., S. C. Rhode Island Red Specialist.—*"Have been using a Cyphers Incubator for two years and it has given entire satisfaction. Have found it very little trouble to operate, as it is self-regulating, self-ventilating and needs no excess moisture. Have hatched fine prize birds in your machine."*—June 21, 1910.

"TURNING OUT PRIZE WINNERS"

J. H. Jackson, Hudson, Mass., White Wyandotte Specialist.—*"I am using Cyphers Incubators to hatch many of my best winners, turning out prize winners for myself and for my customers. Have used your line of poultry supplies for many years and they have given satisfaction, first to last."*—November 6, 1911.

"SPECIALTY OF SHOW BIRDS"

Kemp & Waterman, London, Ont., Can., Exhibition Buff and Black Orpingtons.—*"We cannot speak too highly of Cyphers Incubators and Brooders. Have used five makes of incubators, but none of them has equalled the work of the Cyphers. We make a specialty of show birds and have won in the past six years at the big Ontario Winter Show—one of the largest shows in America—more specials and champion ribbons than any other breeder in Canada, doing this with birds that were hatched in Cyphers Incubators. Have been using your Brooders also for a number of years and have had grand success with them."*—November 1, 1911.

E. B. THOMPSON

D. T. HEIMLICH

DR. I. W. HALL

A. J. STANBURY

R. W. KEMP

CHAS. V. KEELER

J. L. DAVIS

H. J. A. BODINE

JOHN H. JACKSON

W. A. WATERMAN

FOREMOST AMERICAN POULTRY BREEDERS

WM. F. BRACE

W. H. MAXWELL

J. M. WILLIAMS

HENRY TRAFFORD

J. F. VAN ALSTYNE

"FOR MYSELF AND MY PATRONS"

Wm. F. Brace, Victor, N. Y., S. C. Brown Leghorn Specialist:—"Am pleased to express my entire satisfaction with the Standard Cyphers Incubators. I have used them twelve years and found them to be non-moisture and self-ventilating. The chicks hatched in your machines come all at one time and are fine and strong. Have hatched hundreds of prize-winners in them for myself and my patrons."—November 1, 1911.

"HAVE WON HIGHEST HONORS"

W. H. Bushell, David City, Neb., Buff Orpington Specialist:—"For twelve years, ever since we began breeding our prize winning breeds of Buff Orpingtons all our chicks have been hatched in Cyphers Incubators. They have not seen a mother hen in all that time. The flock comes stronger every year and the egg yield is fine. Our chicks are extra strong and grow well with small loss in the brooders. Have repeatedly won highest honors on Cyphers hatched birds; so have our customers."—November 3, 1911.

"IN COMPARING MY RECORDS"

W. H. Maxwell, Topeka, Kansas, S. C. Buff Orpington Specialist:—"In comparing my records with those of some others who were shipping baby chicks and who are losing many in transit, I have come to the conclusion that it is on account of mine being hatched in Cyphers machines that I am losing practically none, and that it is also due to this that my customers report being able to raise practically all the chicks I ship them. Am using four of your largest size machines. I like your goods and I like the way your company does business."—November 10, 1911.

"5,250 BIRDS ON EXHIBITION"

Tom H. Woods, Fayette, Mo., Brown Leghorn Specialist:—"I hatched in Cyphers Incubator and reared in Cyphers Brooder the following prize-winning birds at Missouri State Show, St. Louis, December, 1909, 5,250 birds on exhibition: 1st, 2nd and 5th prize S. C. Brown Leghorn cockerels, 1st prize pen cockerel, and 1st prize pen pullets. I like your Brooders better each year. Last season I raised over 90 per cent. of the chicks entrusted to it."—October 13, 1911.

"OUR CHIEF ASSET TO SUCCESS"

J. M. Williams, North Adams, Mich., Orpington Specialist:—"Cyphers Incubators and Brooders are our chief asset to success. We have used them for years and could not conduct our business successfully without them. Their reliability makes them indispensable. Have hatched hundreds of our prize winning birds in Cyphers Incubators."—October 31, 1911.

"MANY PRIZE-WINNING LEGHORNS"

W. E. Gabhart, Bohon, Ky., S. C. White Leghorns:—"Many of our prize winning Leghorns during the last seven years have been hatched in Cyphers Incubators. The last two seasons we have used your Brooders and they have done fine work for us. Your poultry supplies and foods have proved to be the best on the market."—November 10, 1911.

"RATHER THAN WITH HENS"

Henry Trafford, Binghamton, N. Y., S. C. Rhode Island Red Specialist:—"My confidence in Cyphers Incubators is such that I would prefer to entrust high price eggs in them, rather than with hens. The finest prize bird I ever produced was hatched in a Cyphers Incubator and brooded in your Style B Outdoor Brooder."—October 30, 1911.

ALL WINNERS CYPHERS-HATCHED

E. A. Haring, South Kent, Conn., Buff, Black and White Orpingtons:—"We have been using your Incubators, Brooders, Chick Food and Beef Scrap for the past eleven years and have found them very satisfactory. After trying out several other makes of incubators, brooders and foods we can say at this time that our entire stock of prize-winning birds is Cyphers-hatched, brooded and reared."—March 15, 1911.

"AT LEADING EASTERN SHOWS"

J. Frank Van Alstyne, Niverville, N. Y., Silver and Columbian Wyandotte Specialist:—"We have used our Cyphers Incubator six years. Am using the same machine today with the very best of success. I believe the Cyphers Incubator will hatch as many and as good chicks as a hen. Have hatched numerous prize-winners in your Incubator—winners at leading Eastern Shows. Every article we have ever bought from your company has been very satisfactory."—November 9, 1911.

"ADDED MORE MACHINES LAST SEASON"

L. C. Piser & Son, Shushan, N. Y., Buff Wyandotte Specialists:—"After experimenting with different makes of incubators we have discarded all others and now use the Cyphers only. Careful study and tests with your Adjustable Floor have convinced us that its sensitive regulator is superior to the fireless brooders. We added more Cyphers machines last season."—October 31, 1911.

W. H. BUSHELL

TOM H. WOODS

W. E. GABHART

E. A. HARING

L. C. PISER

"IT'S ALL IN THE MAKE"

Henry Steinmesch, St. Louis, Mo., Silver Wyandotte Specialist:—"I have a No. 2 Cyphers Incubator that I have been using for ten years and this machine does just as good work today as it did when I bought it. All the Cyphers machines that I am using do very satisfactory work, but I feel a personal attachment to 'Old Ironsides,' as I call the ten-year veteran—a Standard Cyphers that continues to hatch 80 to 85 per cent. every time. 'It's all in the make.'"—November 13, 1911.

"MANY OF MY PRIZE-WINNERS"

Geo. H. Burgott, Lawton's Station, N. Y., S. C. Rhode Island Red Specialist:—"The Cyphers Incubator still leads all others. I say this after having had experience with something like fifteen different makes. Many of my prize-winners have been hatched and reared in Cyphers Incubators and Brooders. Am saying this for the benefit of the amateur breeder, as I have no axe to grind."—August 24, 1911.

"TRIED SEVERAL OTHER MACHINES"

D. F. Palmer & Son, Yorkville, Ill., Barred Plymouth Rock Specialists:—"All of our first prize winners at recent Chicago shows were hatched in Cyphers Incubators—so you see we trust our best eggs in your machines. We tried several other machines, but the Cyphers proved to be the best. It is very easy to operate and you are always sure of a good hatch when the directions are followed. We never hesitate to advise our friends to buy the Cyphers Incubators."—November 4, 1911.

"NUMEROUS 1ST AND 2ND PRIZES"

Joseph Reiff, Fayetteville, Pa., R. C. and S. C. White Leghorns:—"Hatched more than 2,500 chicks this season—the best season I ever had. In my Cyphers 390-egg machine I averaged 87 per cent. hatches. The first prize R. C. W. Leghorn cockerel at the Great Hagerstown Fair, 1911, was Cyphers hatched. The last four years Cyphers hatched chicks have won numerous 1st and 2nd prizes for me at Hagerstown and Baltimore, Md."—October 31, 1911.

"YOUNGSTERS DEVELOP FAST"

Marshall H. Mackey, South Haven, Mich., Barred and Columbian Plymouth Rocks and Buff Cochins Bantams:—"I have used the Cyphers Incubators for the last three years and find them to give the best of satisfaction. Cyphers Chick and Developing Foods are used in our yards exclusively, and the result is that the youngsters develop fast and there is little loss of life among them."—November 1, 1911.

"REPEATEDLY HATCHED PRIZE WINNERS"

C. H. Welles, Stratford, Conn., Barred Plymouth Rock Specialist:—"Have used Cyphers Incubators for ten years with uniform satisfaction. They are more easily operated than any other incubator I have tried and I also find they will hatch a large percentage of strong, healthy chicks. Have repeatedly hatched prize winners in Cyphers Incubators. Am using your different foods and poultry supplies and they give entire satisfaction."—November 9, 1911.

"THE STANDARD OF MERIT"

F. W. C. Almy, Tiverton-Four-Corners, R. I., R. and S. C. Rhode Island Red Specialist:—"Another year's use of the Cyphers Incubators but increases my confidence in them. Have always found your goods satisfactory and reliable—in fact, the standard of merit. Have found all your goods well adapted for their respective uses. We entrust our best eggs to Cyphers Incubators."—November 1, 1911.

"RAISED THEM IN YOUR BROODERS"

John W. Brown, Thorn Grove, Tenn., Single Comb Rhode Island Red Specialist:—"Hatched the 4th prize S. C. Rhode Island Red cockerel and 4th prize pen at January Show, Knoxville, 1910, in your Incubator and raised them in your Brooder. These Brooders work as well as the Incubators, which is saying a great deal—in fact, I raise nearly every chick placed in them."—August 29, 1910.

"BEST INCUBATOR I EVER OPERATED"

J. H. Crossley, Magnolia, N. J., Rhode Island Red Specialist:—"I am running one of your 244-egg size machines, which does excellent work, giving fine hatches. My 2nd Philadelphia cockerel and 2nd and 3rd Philadelphia pullets, all shown January, 1909, by me, were hatched in your Incubators; also my 1st cockerel, 1911, at Philadelphia, and my 1st pullet at Hagerstown, October, 1911. Yours is the best Incubator I ever operated and burns less oil."—November 3, 1911.

EVERY SEASON FOR NINE YEARS

W. A. Congdon, Waterman, Ill., Barred Plymouth Rock Specialist:—"We have used one of your Incubators that we purchased of you in 1901, running from five to seven hatches each season, and at present the machine is in good shape and condition. We also use four of your Style B Outdoor Brooders in connection, with good results."—May 28, 1910.

H. STEINMESCH

D. F. PALMER

M. H. MACKEY

F. W. C. ALMY

J. H. CROSSLEY

GEO. H. BURGOTT

JOSEPH REIFF

C. H. WELLES

JOHN W. BROWN

W. A. CONGDON

FOREMOST AMERICAN POULTRY BREEDERS

"MANY PRIZE-WINNERS IN CYPHERS"

F. W. Richardson, Hicksville, Ohio, Barred Plymouth Rock Specialist:—"We cannot speak too highly of the improved Cyphers Incubators. We thought the old-style Cyphers—of ten years ago—about as good an incubator as could be made, but you certainly have improved it of later years. The drawers for catching the chicks are a fine improvement and the saving of oil is very noticeable. We have hatched many prize-winners in the Cyphers."
—August 8, 1910.

"NUMEROUS PRIZE WINNERS"

C. J. Andrus, Canandaigua, N. Y., Columbian Wyandotte Specialist:—"Can only write in words of praise of Cyphers goods, which I have used extensively for years with great satisfaction. Used Cyphers Incubators and Brooders nine years and have found them very satisfactory. I consider your poultry foods indispensable. Have hatched and brooded numerous prize winners in Cyphers Incubators and Brooders, including blue ribbon winners at New York City, Baltimore, etc."
—November 4, 1911.

"USE MY NAME AS REFERENCE"

D. Lincoln Orr, Orr's Mills, N. Y., Columbian Wyandotte Specialist:—"For three years now some of my very best birds have been hatched in Cyphers Incubators. At present I have some mighty fine youngsters hatched in your machines that I am counting on winning again for me. I would not do business without the Boston Food Hoppers. They save time, save feed, save money. Moreover, this hopper is an egg producer. Use my name as reference—and welcome."
—November 14, 1911.

"CHICAGO, DETROIT, NEW YORK, ETC."

S. D. Lapham, Dearborn, Mich., Buff Plymouth Rock Specialist:—"Have been showing at the largest Shows the past eight years and have won the lion's share of the regular prizes, and most of my winning birds were hatched in your machines. Have won highest honors on these birds at Chicago, Detroit, New York City and elsewhere. Your Incubators in my hands have been highly satisfactory."
—June 15, 1910.

"MANY OF OUR PRIZE BIRDS"

Turley & Scobee, Mount Sterling, Ky., White Leghorn Specialists:—"We have used your Incubators and Brooders for the last ten years and they are all you claim them to be. Many of our prize birds have been hatched in Cyphers Incubators. Last spring we installed sixteen of your Adaptable Hoppers and are so well pleased with them that we shall discard all other individual brooders. Can raise 25 per cent. more chicks than by the old method of brooding."
—October 3, 1911.

"ALL HATCHED IN CYPHERS INCUBATORS"

Robt. P. Adams, Lynchburg, Va., Buff Leghorn Specialist:—"At the Bristol (Va.-Tenn.) Show, December, 1908, we won every first but one. At Baltimore, Md., January, 1909, won first cockerel and first and second pullets. Washington, D. C., 1909, won three firsts, one second and two fourths; Baltimore, January, 1910, won one first, two seconds, four fourths and one fifth. At Grand Central Palace, New York City, December, 1910, won first cock and first and fourth hens. These prize winners were all hatched in Cyphers Incubators and raised in your Colony Houses."
—November 9, 1911.

"HAVE WON HIGHEST HONORS"

H. C. Sheppard, Berea, Ohio, Ancona Specialist:—"Beg to state that hatches taken from my Cyphers Incubator have averaged over 90 per cent. The best hatches I have obtained from other makes were about 75 per cent. Have hatched in your Incubators superior quality birds that have won the highest honors at Madison Square Garden, New York City, at Cleveland, Ohio and other foremost exhibitions."
—October 30, 1911.

"MY PRIZE-WINNING BUFF LEGHORNS"

Chris. H. Leitner, Elgin, Ill., Buff Leghorn Specialist:—"I have just had a 95 per cent. hatch of ducks come off in your machine. As regards my prize-winning Buff Leghorns, most of all of them were hatched in Cyphers Incubators. I tried other makes of machines, but never got the fine results I am able to get with the Standard Cyphers."
—June 25, 1910.

"BEFORE FIRST SEASON IS OVER"

Geo. A. Kersten, 119 West 52nd St., Minneapolis, Minn., Columbian Wyandottes and Light Brahmas:—"We shall use Cyphers Incubators this next season for hatching our prize stock eggs, because experience has demonstrated that they are superior to all other makes we have tried. While they cost slightly more than other high-grade machines they fully make up the difference before the first season is over."
—November 13, 1911.

"ALL OF OUR BEST BIRDS"

A. H. Koenig, Hanover, Kansas, White Wyandotte Specialist:—"Cyphers Incubators and your Poultry Supplies have given us great satisfaction. All of our best birds have been hatched in your machines. Cyphers Poultry Foods are the best of any we have been able to buy. I gladly recommend your goods to all poultry raisers."
—November 8, 1911.

F. W. RICHARDSON

D. LINCOLN ORR

A. R. TURLEY

H. C. SHEPPARD

GEO. A. KERSTEN

C. J. ANDRUS

S. D. LAPHAM

ROBT. P. ADAMS

C. H. LEITNER

A. H. KOENIG

FOREMOST AMERICAN POULTRY BREEDERS

"WINNERS AT LEADING EASTERN SHOWS"

Daniel L. Shove, Fall River, Mass., Rhode Island Red Specialist:—"Have used two of your 1906 incubators for five years and am well pleased with them. *Have hatched numerous prize-winners in these machines—winners at the leading Eastern Shows, if I were to buy more incubators they would be the Cyphers.*"—November 11, 1911.

"300 PRIZES AT MADISON SQUARE"

Edgar A. Weimar, Lebanon, Pa., Importer and Exporter of Standard Varieties:—"I did a lot of experimenting with different makes of incubators and brooders and arrived at the conclusion that the Cyphers was good enough for me. *Cyphers incubators produce better results, hatch stronger chicks, with less care, than any machine I ever operated. Have won about three hundred prizes at Madison Square Garden, America's foremost poultry Show, on birds hatched in your machines.*"—November 9, 1911.

"OUR EXHIBITION BIRDS"

W. R. Sperry, Cortland, N. Y., White and Columbian Wyandottes, S. C. White Leghorns:—"After another season's use of our Cyphers Incubators we are more thoroughly convinced than ever of their merit as hatchers of strong, vigorous chicks. We attribute much of the success enjoyed by our customers in raising our day-old chicks, to the correct incubating principles of your machines. *Our exhibition birds are hatched in your incubators.*"—November 4, 1911.

"TWO OTHER MAKES DISCARDED"

H. E. Townsend & Co., Albia, Iowa, Partridge Wyandotte Specialist:—"The proof of the pudding is in the eating of it. We have used your incubators for years to hatch our Partridge Wyandottes and last spring bought another 390-egg size to take the place of two other makes that were discarded. We now use none but the Cyphers and have no hesitation in recommending your goods to all persons interested."—October 30, 1911.

"IN A CLASS BY THEMSELVES"

W. J. Thorniley, Marietta, Ohio, Ancona Specialist:—"I have been using Cyphers Incubators ever since they were introduced in this country and can safely say today, they have no equal, but are in a class by themselves. *Am never afraid to tell my customers that the birds I sell them are hatched in a Cyphers Incubator.*"—November 11, 1911.

"HAVE WON 62 REGULAR PRIZES"

A. Jensen, Independence, Mo., Columbian and Partridge Wyandotte Specialist:—"Have used your Incubators for two years with far better success than any other make. *In your machines I have hatched the greater part of my prize-winners at American Royal Show, Kansas Missouri State Show, at St. Louis, etc. In two years have won 62 regular prizes on these birds.*" June 25, 1910.

"THIRTY OF THE THIRTY-TWO BIRDS"

Clare E. Hoffman, Allegan, Mich., Silver Wyandotte Specialist:—"You will be pleased to learn that of the eight birds exhibited at our State Show at Detroit in 1909, seven were hatched in my Cyphers Incubator, raised in Cyphers Brooders and fed Cyphers Chick Food. This was also true of 30 of the 32 birds which in 1909 and 1910 made a clean sweep at the Western Michigan Poultry Show at Grand Rapids."—June 22, 1910.

"NEVER FAIL TO RECOMMEND CYPHERS"

Henry H. Pearson, Stonewall, Man., Can., R. C. Rhode Island Red Specialist:—"My belief in the value of the Cyphers Incubator has only been strengthened since last year. For a beginner or for running in a room of uneven temperature, it is in a class by itself. I have many opportunities of advising customers as to the best make of incubator and I never fail to recommend the Cyphers. Have found by personal experience that the Cyphers will hatch practically every egg that has any chance of hatching at all, the percentage of dead chicks being less than under hens."—November 3, 1911.

"FIND THE SAME HIGH STANDARD"

Guy U. McDavid, Irving, Ill., White Wyandotte Specialist:—"All the eggs from our White Wyandottes winning first at the great Missouri State Show were hatched in a Cyphers Incubator, and we have a very promising bunch of youngsters. Have also used your Brooders and Chick Food and find the same high standard as in your Incubators. I replace eggs where Cyphers machines are used."—June 16, 1910.

"SPECIAL FOR THE WHITEST BIRD"

Fred C. Lisk, Romulus, N. Y., White Wyandotte Specialist:—"I consider the Cyphers Incubators first-class machines. The wonderful White Wyandotte cockerel that I bred and showed at Rochester, that won first prize and special for the whitest bird in the Show was hatched in a Cyphers Incubator. First-class, vigorous birds can be hatched in your Incubator. I know this by personal experience."—October 30, 1911.

DANIEL L. SHOVE

W. R. SPERRY

W. J. THORNILEY

C. E. HOFFMAN

GUY U. McDAVID

EDGAR A. WEIMAR

FRED TOWNSEND

A. JENSEN

H. H. PEARSON

FRED C. LISK

FOREMOST AMERICAN POULTRY BREEDERS

"BIRDS OF THE HIGHEST QUALITY"

J. C. Fishel & Son, Hope, Ind., White Wyandotte Specialists:—"For years we have used Cyphers Incubators exclusively for hatching prize-winners—birds of the highest quality. Have won many prizes on Cyphers hatched White Wyandottes and our customers have had the same success from the Atlantic to the Pacific in practically every state in the Union—also in Canada and foreign countries. We would not think of using any other incubator than the genuine Standard Cyphers—the best. During an entire season we have averaged better than 90 per cent. of the fertile eggs set. Could not ask for better results."—October 31, 1911.

"CONSIDER THEM THE BEST"

Bradley Bros., Lee, Mass., Barred Plymouth Rock Specialists:—"Your Standard Incubators are the only ones we use. We consider them the best and would not want to do without them in our fancy poultry business. We are very free in our recommendation and praise of Standard Cyphers Incubators and Brooders."—January 5, 1911.

"FOR THE PAST THREE YEARS"

W. A. Doolittle, Sabetha, Kansas, Partridge Wyandotte Specialist:—"Have used your short-cut Alfalfa and Alfalfa Meal for the past three years and consider it the best on the market. Many times I have heard the good work done by your Incubators praised by leading successful poultrymen. My customers use them with success and speak well of your Company."—June 9, 1910.

"SCORES OF PRIZE-WINNERS"

Geo. A. Eyrich & Son, Sta. C., New Orleans, La., S. C. White Leghorns and S. C. Rhode Island Reds:—"In the last several years have hatched scores of prize-winners in Cyphers Incubators—winners at Dallas, Tex., Jackson, Miss., St. Louis, Mo., etc. Cannot speak too highly of your Incubators, Brooders and Poultry Foods. In future shall use nothing but Cyphers Incubators and Brooders on my poultry plant. This tells the story."—November 20, 1911.

"EIGHT OR TEN OF YOUR HOVERS"

L. A. Downing, Enfield, Mass., S. C. White Leghorns and S. C. Rhode Island Reds:—"Because of the good work done by Cyphers Incubators in competition with other makes (hot-water machines) we shall discard the other machines this season and install two more of 390-egg fire-proof Cyphers. We also intend to install eight or ten of your Adaptable Hovers in our Outdoor Colony Houses. We strongly endorse your latest fire-proof Incubator. Have obtained as high as 315 fine lively chicks from one hatch. The Cyphers runs the easiest, requires the least oil and hatches more chicks and better chicks."—November 29, 1911.

"HAVE HATCHED PRIZE BIRDS"

G. N. Seltzer, Middletown, Pa., White Leghorn Specialist:—"Your Incubators have given me complete satisfaction. Tried several other makes, but disposed of them. Have hatched prize birds in your machines, never supplying any moisture and the Incubator working to perfection. Several times I have hatched every fertile egg."—May 29, 1910.

"HAVE CUT OUT USE OF HENS"

R. J. Elliott, Mansfield, Ohio, S. C. White Leghorn Specialist:—"Tried out some of the sand tray machines last season along side of my Cyphers but am still swearing by the Cyphers. I expect to enlarge my capacity again this year and your company will get my order. We have cut out the use of hens as hatchers, because we find we can obtain a larger per cent. of strong healthy chicks with less trouble by use of Cyphers Incubators."—November 1, 1911.

"MY CUSTOMERS AND FRIENDS"

T. Reid Parrish, Nashville, Tenn., Columbian Wyandotte Specialist:—"Have used Cyphers Incubators exclusively for the past six years. Have previously used three other popular makes, but the Cyphers has given me better satisfaction, and I invariably tell my customers and friends who are in the market for an incubator to buy the Standard Cyphers."—November 4, 1911.

"94 PER CENT. OF THE FERTILE EGGS"

Fred. Huyler, Prop., Peapack Farm, Peapack, N. J., White Plymouth Rock Specialist:—"I am perfectly satisfied with every article bought from your company. We have hatched 94 per cent. of the fertile eggs and our average brooding results have been nearly as good—which speaks very well for Cyphers Incubators and Brooders. I can safely recommend your goods and your way of doing business—both are first-class."—November 15, 1911.

WHITE WYANDOTTES OF QUALITY

Fritz Bros., Chanute, Kansas, White Wyandotte Specialists:—"We have used Cyphers Incubators for six years and have always found them excellent hatchers of good, vigorous chicks. We find they are very easy to run, are self-ventilating and do not require moisture. Have had 95 per cent. hatches of chicks that grew fast from the start. Our 1st cockerel, score 95, 1st pullet, 95½, 1st hen, 94½, and 1st pen, Parsons, Kansas, 1909; also 1st cock, 94½, 1st cockerel, 94½, 2nd pullet, 95½, 1st hen, 95½, and 1st pen at Chanute, Kansas, 1909, were hatched in a Cyphers Incubator, started with Cyphers Chick Food and Beef Scrap."—May 31, 1910.

J. C. FISHEL

W. A. DOOLITTLE

L. A. DOWNING

R. J. ELLIOTT

W. H. FRITZ

V. W. BRADLEY

Geo. A. EYRICH

G. N. SELTZER

T. REID PARRISH

E. F. FRITZ

FOREMOST AMERICAN POULTRY BREEDERS

"HATCHED MANY PRIZE-WINNERS"

Irving F. Rice, Cortland, N. Y., S. C. White Leghorn Specialist:—"Have used my Cyphers Incubators for years under all sorts of conditions and have hatched many prize-winners in them. Obtained uniformly good results. The regulator simply needs adjusting at the beginning of the hatch and then may be left to itself—therefore the amateur can secure as good results from your Incubator as an experienced operator. Have used your prepared Chick Food and it does the work."—October 31, 1911.

"VERY BEST OF SUCCESS"

A. W. Huskins, Los Angeles, Cal., White Wyandottes and White Orpingtons:—"I have been using one of your 144-egg size Standard Cyphers Incubators the past season with the very best of success. It is a pleasure to care for this machine as it is so little trouble and I feel assured of results. I expect to use more of your Incubators and Brooders next season, as I do quite a hatching business."—July 29, 1911.

"SELL MANY EXHIBITION BIRDS"

C. H. Wyckoff, Aurora, N. Y., S. C. White Leghorn Specialist:—"After nearly thirty years' experience in artificial hatching we have found the Cyphers to be the leader among incubators. For nine years we have used your machines exclusively with such good results, hatching extra strong and vigorous chicks that we are not looking for anything better in an Incubator. We sell many exhibition birds every year—and they are all hatched in Cyphers Incubators."—October 3, 1911.

"ENTRUSTING BEST EGGS AND CHICKS"

Harry H. Collier, Commissioner of Poultry, State of Washington, Tacoma, Wash.:—"I have used both the Cyphers Incubators and Brooders, entrusting my best eggs and chicks to them. Both have worked to my entire satisfaction. I do not hesitate to recommend your goods and your Company."—June 24, 1910.

"STRONG AS THOSE RAISED BY HENS"

A. A. Carver, Chardon, Ohio, Rhode Island Red Specialist:—"We prefer Cyphers Incubators because they are perfect hatches—also fire-proof and insurable. This section of the country is filled with Cyphers Incubators and I have never heard a complaint about them. Unfortunately, I cannot say this of other makes. Chickens raised in your Brooders are just as large and strong as those raised by hens."—October 29, 1911.

"HAVE HATCHED 90 PER CENT."

R. A. Richardson, Haverhill, Mass., White Wyandotte Specialist:—"We continue to use Cyphers Incubators and Brooders because we have found them to be the best on the market. Have hatched with the Cyphers Incubator 90 per cent. of all fertile eggs and have raised 95 per cent. of all chickens placed in Cyphers Brooders. Had three birds that made records of 272, 267 and 252 eggs—all hatched in Cyphers Incubators and raised in Cyphers Brooders."—November 4, 1911.

"I SHALL INSTALL SIX MORE"

Geo. B. Ferris, Grand Rapids, Mich., S. C. White Leghorn Specialist:—"Cyphers Incubators are still giving the same splendid service and I shall install six more of the 390-egg size this coming spring. Am now using six of that size, with which all my prize-winners at the late shows for several years past have been hatched in Cyphers Incubators."—November 2, 1911.

"AND JUDGE FOR THEMSELVES"

Chas. Parsons & Son, Conway, Mass., Barred Plymouth Rock Specialists:—"Have hatched many prize-winners in Cyphers Incubators. At present have 400 chicks, some of them hatched in your incubators, others by hens, and I invite any one to visit my place and judge for themselves if they think that strong, healthy chicks cannot be hatched except by hens."—June 21, 1910.

"DURING THE LAST SIX YEARS"

Chas. Iden, Cromwell, Ind., Breeder of Eight Popular Varieties:—"Have used your Incubators very successfully during the last six years. We are operating in our hatchery two of the 240-egg size and four of the 390-egg size. These machines are non-moisture, self-regulating, easily operated and will do the work required of a first-class incubator."—November 1, 1911.

"TO HATCH AND RAISE PRIZE-WINNERS"

Sam'l S. Blum, Pottstown, Pa., White Leghorn Specialist:—"Your Incubators, Brooders and Foods give entire satisfaction. I have hatched thousands of chicks in your Incubators and raised them in your make of Brooders. I use your machines to hatch and raise my prize-winners. Have used tons of your Poultry Foods with fine results."—November 4, 1911.

IRVING F. RICE

C. H. WYCKOFF

A. A. CARVER

Geo. B. FERRIS

CHAS. IDEN

A. W. HUSKINS

H. H. COLLIER

R. A. RICHARDSON

CHAS. PARSONS

SAM'L S. BLUM

FOREMOST AMERICAN POULTRY BREEDERS

"NEARLY TWELVE YEARS AGO"

Chas. H. Bartlett, Prop., Irvywild Poultry Yards, Colorado Springs, Colo., S. C. White and Brown Leghorns:—"In 1900—nearly twelve years ago—I purchased a No. 2 Cyphers Incubator as a starter in the poultry business. Had never seen an incubator in operation. That machine has been in use every season since then and I have never had a poor hatch from it. This machine is in as good condition apparently as when purchased. Also have six of your three-apartment outdoor brooders that have been in use every season for years and they are still in good working order. Used them last season with fine results."—October 4, 1911.

"OUR RECENT PRIZE WINNERS"

W. O. Chase, Hillsboro, Ill., Black Minorca Specialist:—"For the past ten years we have been using Standard Cyphers Incubators and lately have put in more of them. I honestly believe your latest pattern incubator is as near perfect as possible. The chicks hatched from these machines are extra strong—in fact seem to do better than hen-hatched chicks. This past spring we put in 24 of your Adaptable Hovers and we believe that the brooding problem is solved by their use. We intend to put in 24 more of them this fall. Our recent prize winners were all hatched in Cyphers Incubators and raised in Cyphers Brooders."—September 14, 1911.

"GREATEST PRIZE-WINNING STRAIN"

R. A. Hewes, Crete, Ill., Black Langshan Specialist:—"For years I have used Cyphers Company goods, from your incubators down through the list and have found them entirely satisfactory. Can depend on your goods being exactly as represented. Have always been treated fairly by your company and I attribute my success in building up the greatest prize-winning strain of Black Langshans in America to the fact that I have hatched them in Cyphers Incubators, reared them in Cyphers Brooders and fed them on Cyphers Sealed-Bag Poultry foods."—January 5, 1911.

"ENTIRELY SATISFACTORY"

A. E. Martz, Arcadia, Ind., Buff Orpington Specialist:—"My first prize Buff Orpington Cock and first prize Buff Orpington Hen at the recent Chicago Show were hatched in Cyphers Incubators and brooded in your Style B Outdoor Brooders. I now have two thousand husky youngsters romping about, many of them weighing over six pounds apiece. We have never had a poor hatch with your machines and your Brooders have been entirely satisfactory."—August 1, 1911.

"FOR THE PAST SIX YEARS"

Wm. F. Fotherall, Orford, Pa., Partridge Plymouth Rock Specialist:—"I can recommend the Cyphers Incubators above all others. Have three other makes stored in my barn, out of use. Have hatched all my Madison Square Garden winners for the past six years with the Cyphers machine. My show record proves the quality of birds that the Cyphers incubator turns out."—November 5, 1911.

"I WISH TO COMMEND YOU"

J. Hildreth Crow, Oakland, Cal., Rhode Island Reds, Barred Rocks and Andalusians Specialist:—"I am a poultry fancier for many years who has long experience in buying and using poultry supplies. I wish to commend you on the quality of your Incubators and Brooders, Poultry Foods, etc. All of your goods that we have used have proved to be the best obtainable. I also wish to commend you on the courteous treatment received from your company on all business transactions."—September 30, 1911.

"NEVER HAD A POOR HATCH"

Wm. H. Hirsch, Irvington, Cal., Proprietor Irvington Poultry, Duck and Goose Farm, Breeders of Popular Breeds Chickens, Ducks, Geese, S. C. Rhode Island Reds a Specialty:—"It gives us great pleasure to recommend Standard Cyphers Incubators, Brooders and Poultry Foods. Not only have all of our prize winning birds been hatched in Cyphers Incubators, but they have been reared in Cyphers brooding equipment. We have hatched in your Incubators every variety of fowl we raise, including geese, and we have never had a poor hatch, therefore we do not hesitate to recommend Cyphers Company goods at every opportunity."—November 27, 1911.

"ALL WERE HATCHED IN CYPHERS"

Geo. H. Northup, Raceville, N. Y., Black Minorca Specialist:—"Have used Cyphers Incubators since 1903, increasing the number of machines every year since. Last year we sold one of our Rose Comb Black Minorca breeding cocks for \$300 and quite a number of S. C. cocks for \$100 each, all of which were hatched in Cyphers Incubators."—August 24, 1908.

"WOULD LAST MANY YEARS LONGER"

J. T. French, Toledo, Ohio, Barred Rock Specialist:—"We have here a No. 0 Cyphers Incubator that was bought eleven years ago and it is still doing good work. Last season this machine hatched fully as well as the hens. It looks today as though it would last many years longer. Have always found your goods to be satisfactory in every respect. I have galvanized drinking fountains of your make that have been in use five or six years and they are still in good condition—further proof that all your goods are well made and put up to last."—November 13, 1911.

"TO FEEL AT PERFECT LIBERTY"

S. A. Noftzger, No. Manchester, Ind., Partridge Plymouth Rock Specialist:—"I want you to feel at perfect liberty to use my name in recommendation of your goods, because I consider them to be the best on the market in their respective lines. It gives me great pleasure to recommend Cyphers Incubators and Brooders as well as other products. Have repeatedly advised my friends to buy goods of your manufacture."—November 21, 1911.

C. H. BARTLETT

R. A. HEWES

W. F. FOTHERALL

WM. H. HIRSCH

J. T. FRENCH

W. O. CHASE

A. E. MARTZ

J. H. CROW

GEO. H. NORTHUP

S. A. NOFTZGER

FOREMOST AMERICAN POULTRY BREEDERS

WM. MCNEIL

N. V. FOGG

CHAS. E. HART

F. LANGFORD

W. E. HOLMES

"ALMOST A CLEAN SWEEP"
Wm. McNeil, London, Ont., Can., Canada's Most Successful Exhibitor:—"It is with much pleasure that I endorse Cyphers Incubators. Have had experience with quite a few different incubators, but no other machine was as easy to run or would hatch as large a percentage of eggs as the Cyphers; also the chicks are stronger and grow better than those from any other machine I ever used. Last year at Boston, Buffalo, and Guelph, Ont., I made almost a clean sweep with birds hatched in Cyphers machines."—October 27, 1911.

"WITH SIX OTHER MAKES"
Dinsmore & Co., Kramer, Ind., White Wyandotte Specialist:—"This last season for the first time we used Cyphers Incubators exclusively, they having been in competition with six other makes during the last two years. At the beginning of this season we discarded every other machine, selling some of them for what we could get and giving away one or two in order to get rid of them. Never before in our experience have we had as good success in raising chicks hatched. Since starting in the business we have bought nearly all our poultry appliances from you. You have handled our business in a fair and square manner, first to last."—November 23, 1911.

"HUNDREDS OF PRIZE WINNERS"
N. V. Fogg, Mt. Sterling, Ky., White Leghorn Specialist:—"My hatches this season with the Cyphers Incubators have been very satisfactory. I find them automatic in regulation, self-ventilating, and they do not require supplied moisture. Have bred and sold hundreds of prize winners, all of which for the past four years have been hatched in Cyphers Incubators. I would advise any one wishing the most convenient, safest and best, to buy Cyphers equipment."—October 31, 1911.

"1500 EGGS—FROM TEN HENS"
C. B. Snavely, Litzitz, Pa., S. C. White Leghorns and S. C. Rhode Island Reds:—"This year we added some of your latest pattern machines and have had some of the best hatches since we began using your incubators. Have shipped baby chicks hatched in your machines to the New England, Southern and Middle-western states with perfect success. One of our customers reports over 1500 eggs in twelve months from ten hens raised out of a Cyphers hatched shipment."—November 4, 1911.

"INSTEAD OF UNDER HENS"
Chas. Earle Hart, Elmira, N. Y., White Orpington Specialist:—"My experience with your incubators during the season of 1910-11 was even better than previous years. Chicks have been absolutely free from bowel trouble—not a caec in my yards. Have such confidence in Cyphers Incubators that I placed in them all the eggs from the fine hens imported by me from England, instead of under hens."—November 1, 1911.

"WON SEVENTY-ONE FIRST PRIZES"
B. F. Kahler, Hughesville, Pa., Columbian and Silver Penciled Wyandotte Specialist:—"I showed at the Williamsport (Pa.) A. P. A. Show 50 entries, at the State College Show 16 entries, at Litzitz three entries and at Bloomsburg Show, 40 entries. At these Shows I won 71 firsts, 13 seconds 9 thirds, 4 fourths and 2 fifth prizes. With very few exceptions, all these winners were hatched in Cyphers Incubators and reared in your Brooders."—June 27, 1910.

"WITH WHICH I WON FIRST"
Frank Langford, Nashville, Tenn., Rhode Island Red Specialist:—"It may interest you to know that the cockerel with which I won first at Jamestown and also at Madison Square Garden, was hatched in a Cyphers Incubator and raised in a Cyphers Style A Brooder. This Brooder has been in use seven years and is still good. I have used most of your poultry supplies and found them perfectly satisfactory. Your baby Chick Food is especially clean and sound."—October 27, 1910.

"GOOD, STRONG, LIVABLE CHICKS"
Arthur A. Hunter, Merchantsville, N. J., R. C. Rhode Island Red Specialist:—"After testing several of the different prominent makes of incubators, my experience has proved that the Cyphers has no equal for producing good, strong, livable chicks. All birds shown by me as per my last mating list, were hatched in your Incubators. Also used Cyphers Chick Food and find it superior to any other I have tried."—May 23, 1910.

"WON EIGHT BLUE RIBBONS"
Walter E. Holmes, Marinette, Wis., Rhode Island Red Specialist:—"At the Marshfield, Wis., poultry show I won eight blue ribbons, also two silver cups—W. C. Ellison, judge, and at the State Poultry Show I won five blue ribbons and two silver cups, Jas. A. Tucker, judge. These birds were hatched in Cyphers Incubators and raised on Cyphers Chick Food. You are perfectly welcome to use my name in public endorsement of your goods."—October 28, 1911.

"BY FAR THE BEST HATCHER"
J. P. Heck, Pittsfield, Ill., White Orpington Specialist:—"I consider the Cyphers Incubator the simplest, easiest operated, most durable and by far the best hatcher of any machine on the market today and have no hesitancy in recommending it as the one Incubator which experience has taught me will hatch the strongest and healthiest chicks from the greatest number of fertile eggs. Your various appliances and products merit the high esteem in which they are held by poultrymen."—November 6, 1911.

J. C. DINSMORE

C. B. SNAVELY

B. F. KAHLER

A. A. HUNTER

J. P. HECK

WOMEN ARE SUCCESSFUL

EXAMPLES OF WHAT WOMEN ARE ABLE TO DO AS
POULTRY RAISERS IF THEY HAVE RIGHT EQUIPMENT

HUNDREDS OF WOMEN in the United States—north, south, east and west—are breeding Standard fowls and selling choice stock, day-old chicks and eggs for hatching at profitable prices. At the Fall Fairs and Winter Shows women are prominent as exhibitors *and seldom fail to win their share of the cash prizes and coveted ribbons.* In many cases the finest specimens of standard-bred fowls that are exhibited are well known poultrymen represent birds hatched and raised by women—by the wives or daughters of these poultrymen.

Probably, if the truth were known, one-third to one-half of *all the market poultry produced in the United States* is raised by women—by the wives of farmers, in large part. Women are specially well adapted to taking care of poultry with successful results. They look after the needs of the fowls, *are painstaking and conscientious.*

We should judge that twenty-five per cent. of the customers of Cyphers Incubator Company are women—either direct or through their husbands—and that fifty per cent. of our Incubators (not including those on large plants) *are operated by women.* It is a rare case when a woman fails to have good success with a Cyphers Incubator or Self-Regulating Brooder.

Herewith are a few interesting examples of success met with by women as poultry raisers; also a limited number of reports telling of the excellent results they are able to obtain by the use of Cyphers Incubators, Cyphers Brooders, Cyphers Poultry Foods, etc.

REMARKABLE SUCCESS OF MRS. BERTHA M. STORY

Oregon City, Ore., November 22, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

The Cyphers Incubator is the *only one I have used for five years*, and will continue to be the only one, so long as I stay in the poultry business. As you may be aware, I was the exhibitor at the Alaska-Yukon-Pacific Exposition *who won on every entry, with 137 entries.* Every one of these birds was of my own breeding and every one *was hatched in a Cyphers Incubator.* I use your Scratch Food and Chick Food and always recommend both, as well as the Cyphers Incubators and Brooders.

BERTHA M. STORY.
Oregon City, Oregon.
Poultry Writer and Highly
Successful Exhibitor of Fine
Fowls.

I rarely have less than a 90 per cent. hatch of *good, strong chicks.* In warm weather I keep the drop-bottom down until the 19th day, and I believe that this system of ventilation, especially for *warm climates or late spring and summer hatching*, is the secret of the success of the Cyphers in surpassing all other incubators. There are plenty of machines that will hatch eggs—but to get *good, strong, healthy, hungry chicks that will begin to grow before the down is dry on them*, that is another story—unless one uses the Cyphers.

I have exhibited at fifteen Fairs since the season of 1905, beginning with the Lewis & Clark Exposition, where I won on every entry, getting every first and second premium possible. I won two cash specials, one on Polish and one on Hamburgs, for best exhibit in each variety, also the Lewis & Clark Silver Tea Set for best exhibit in show, and also the \$100 Loving Cup for best exhibit.

I did not exhibit again till 1907, at Oregon State Fair, where I sent 22 birds and won everything possible in regular prizes, and several specials.

In 1908 I exhibited at Oregon State Fair, Washington State Fair, Inter-State Fair at Spokane, and Valley Fair. The two

latter shows were held the same week, making 147 birds in the show room at one time. Yet I won on every entry at all four shows.

In 1909 I exhibited at the Oregon State Fair, where I entered 115 birds, and won on every bird. At A. Y. T. Exposition, Seattle, I entered 137 birds and won on everything, including three Silver Cups as specials.

In 1910 I exhibited at Oregon State Fair, Western Washington Fair, Southwest Washington Fair, and Valley Fair, winning on every entry, besides many specials.

In 1911, owing to ill health, I made only a small exhibit at Oregon State Fair, sending 62 birds; also 90 to Southwest Washington Fair on same dates. I won on each entry at both places. At Washington State Fair I entered 70 birds and won on every entry as usual, besides specials.

Every bird exhibited by me in five years has been hatched by me in a Cyphers Incubator. Remember that this is not on one or two varieties, but all the eight standard varieties of Polish, the six standard varieties of Hamburgs, and my fine-bred Anconas.

BERTHA M. STORY, Prop.,
Rosemawr Poultry Yards.

SILVER LACED POLISH.

Samples of Prize-winning Fowls Hatched by Bertha M. Story in Cyphers Incubators. First and Second Prize Hens at Alaska-Yukon-Pacific Exposition, Seattle, Wash. 1909.

WOMEN ARE SUCCESSFUL WITH POULTRY — RIGHT EQUIPMENT NEEDED

USING FIVE INCUBATORS AND FIFTEEN BROODERS

Dayton, N. Y., November 20, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

We still think the name of Cyphers Incubator Company on our goods the best guarantee of our success. In going through our plant with visitors we tell them that this name stands for "a square deal every time," that when you buy a Cyphers article you get something that *will last you years*.

MRS. BENSON.

We used five of your Incubators and fifteen Cyphers Brooders this year. We did not get the incubator cellar banked up before snow came, and with snow in cellar and temperature sometimes 45 degrees, the Cyphers Incubators *never varied a point*.

We like your Adaptable Hovers and Brooders very much. There is no danger of fire, and one can be always sure of strong, healthy stock raised in them. They never get a set back, and are ready to start laying early.

We find a big saving in feed by using the Boston Hoppers for ground food, and the Cyphers Wall Fountains keep the water clean and cool.

We will want more incubators this year, as we expect to hatch three thousand chicks for our own plant. From the birds we bought at your farm last spring we have picked out the best two hundred for next year's breeders, and they are fine ones. We were also pleased with the cockerels we got this spring for the breeding pen.

Yours truly, ANNIE BENSON, Secretary.
C. C. Benson & Sons.

"I HEARTILY RECOMMEND THE CYPHERS"

Boonville, Mo., August 10, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have been using a No. 2 Cyphers Incubator for *five years* and *am greatly pleased with it*. Usually set it four times each year and have had as high as 202 chicks at a hatching. The regulator keeps the temperature at the right place, and *when away from home I have no fear of finding my eggs too hot or too cold when I return*. I heartily recommend the Cyphers Incubator to any one who wants maximum results with the minimum expenditure of labor and fuel.

MRS. W. A. HURT.

USED ADAPTABLE HOVER IN HOME-MADE BROODER

White Haven, Pa., July 25, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I raised 190 chicks this season in a home-made brooder, heated with your Adaptable Hover, and I had the very best of luck. I kept them in the brooder for four weeks, and I *didn't lose one chick*. I fixed the lamp every morning, and that was all that was necessary until the next morning. I *used very little oil* in heating the brooder, which is 4 x 3½ ft., 30 inches high. We have used Cyphers Incubators for eight years, and can recommend them also very highly.

Very respectfully,

MRS. WM. MASON.

"KNOW WHEN WE GET THE RIGHT GOODS"

Rockford, Ill., November 10, 1911.

R. F. D. No. 1.

Cyphers Incubator Co., Buffalo, N. Y.—

We have used one of your 144-egg Cyphers Incubators, and one Cyphers Adaptable Hover. We had first started out with another make of incubators, but had every trouble imaginable with it, and after growing desperate we decided we would afford a higher priced machine in order to get one we had confidence in. *It did not disappoint us in any particular*. Each hatch went through the Adaptable Hover until the next batch came off, and the older ones were sent to fireless brooders of home construction. We lost not one chick in the hover and not over five or six in the fireless brooder.

Have used most of your appliances and foods, and can find none of the many we have tried to equal them. I am not sending this letter as a bouquet, but because we are proud of the results we have had with your goods.

Next spring we intend to enlarge our plant, and it will be done by putting in "Cyphers Hens." We will get large sized machines. Have had ample experience with other makes of brooders and one other incubator to know when we get the right goods.

MRS. J. G. BRANDT.

"DO NOT HAVE TO WORRY ABOUT IT"

Richmond, Ill., April 20, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We have used our 220-egg Cyphers Incubator for *five years* and *it works now just as good as it did the first year*, and I know we have better hatches than do our neighbors who use other kinds. *I set my Incubator from three to four times a year*. If it's a Cyphers you do not have to worry about it.

MRS. THOS. E. HODGE.

"THANKS TO CYPHERS INCUBATORS AND FOODS"

Ludlow Falls, Ohio, July 14, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Six years ago I came to the country, and knew nothing of incubators. I got your 1905 Catalogue and studied it thoroughly, then purchased a 120-egg Standard Cyphers Incubator. I also got fifty dollars worth of your different poultry foods, except Beef Scrap. The chicks grew well and I lost very few. This year I have used your Beef Scrap and *can see a wonderful improvement in my Beef-Scrap chicks*. I have raised 800 chicks this year and they have averaged ten weeks at marketing. *Owing to the results of my success*, thanks to the Cyphers Incubator and Cyphers Foods, my husband intends putting up more poultry buildings and fence off several lots this fall solely for my chicks another year, so I will have room to raise more chicks.

MRS. HALLIE DE VERE.

"FOR SIX YEARS"

Garrettsville, Ohio, August 24, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used one of your Cyphers Incubators for six years, and have had the best of luck with it. The chicks are strong and easy to raise.

Your Brooders are the best I have ever used or seen. Their main point is the lamp. *It will run in the windiest weather without going out or blazing up and smoking*, and in cold weather it holds the heat even. Another valuable feature is that the compartments are so high and well ventilated. The Style B will hold seventy chicks until a month old, but of course fifty is better to put in. *I use my Cyphers Brooders right outdoors in all kinds of weather*.

MRS. J. C. FELT.

"THE BEAUTY OF THIS MACHINE IS THE LARGE, FLUFFY CHICKS"

N. Hackensack, N. J., June 30, 1908.

Cyphers Incubator Co., Buffalo, N. Y.—

I have been operating the Cyphers Incubators for a number of years past with *very satisfactory results*. The beauty of this machine is the large, fluffy chicks taken from the hatches, which thrive from the start. *I have raised to maturity 143 chicks out of 145 hatched*, although I must say that one of the chief factors in the raising of chicks is to start them right in good brooders that give the chicks at all times good, pure air. This, I believe, the Cyphers Brooder does, which I have used since the purchase of my first machine. *My flock has been hatched exclusively in Cyphers Incubators for eight years past and this season I have hatched about 2,000 birds*; never have seen a finer lot, or more healthy, or raised a greater percentage of those hatched than this season.

H. C. CABLE.

Mrs. H. C. Cable, North Hackensack, N. J., and a Flock of Her Fine Fowls, Hatched and Reared in Cyphers Machines.

WOMEN ARE SUCCESSFUL WITH POULTRY—RIGHT EQUIPMENT NEEDED

"PAID FOR ITSELF MANY TIMES OVER"

Auburn, N. Y., March 10, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

For years I have used Cyphers Incubators and Brooders, and have also used Cyphers Chick Food, Lice Powder, and other poultry supplies. I have found them so satisfactory that I have not needed to test the goods of other manufacturers.

MRS. ANDREW BROOKS.

Ten years ago I purchased a 360-egg Cyphers Incubator. I always count on at least 225 to 250 chicks from that machine, and have had as many as 260. It has paid for itself many times over.

At the time I bought the incubator I used hens to hatch with also, as I had such a demand for day-old chicks and ducklings I was unable to supply the demand. I would have from fifteen to twenty hens sitting weeks at a time, getting sometimes fourteen or fifteen chicks from fifteen eggs, but never averaged more than eight or ten chicks each for the lot. The hens had to be dusted with insect powder and have regular attention, and I found hatchling with incubators much less work and mind stress. The incubators are easily regulated, are self-ventilating, and but a few moments each day are required to operate them.

My chicks hatched in Cyphers incubators are large and strong and are bound to live. None of them have ever had White Diarrhoea or any other bowel trouble. I brood them in Cyphers Brooders, give them good care, and, barring accidental deaths, raise practically all of them.

I have found the sale of day-old chicks so profitable that I recommend it to other women who wish to earn money at home.

I have found Cyphers Bureau of Information, conducted by the Cyphers Company for the benefit of customers, to be most helpful, and the Cyphers Company most pleasant to deal with.

Yours truly, MRS. ANDREW BROOKS.

"CHICKS GREW FASTER"

Kilmun, Ill., February 10, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used a No. 2 size Cyphers Incubator for five years, and it hatches just as good, and runs just as regular as it did when it was new.

Two years ago I bought my first Cyphers Brooder. Last year I bought another and soon you will receive an order for another incubator and brooder. I have not the time to hatch with hens; besides, I think the incubator and brooder the cheaper way. No more hens for me. My chicks grew faster in brooder, and were far less trouble than with hens. I also used your Chick Food to start my chicks on. I think they grew better than when I tried to raise them on home-grown foods. I hatch annually about 1500 chicks. This year they will be all hatched in Cyphers Incubators and raised in Cyphers Brooders, for I use no other kind.

Yours truly, MRS. ETHEL HILL.

"FOR TWELVE CONSECUTIVE YEARS"

Blackstone, Va., August 10, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used my Cyphers Incubator for twelve consecutive years and it is still first-class in every respect. Before becoming acquainted with the Cyphers I tried several other kinds with varied success, but none of them could equal the Cyphers. I expect to continue to use Cyphers Incubators and Brooders as long as I am in the poultry business, and I want nothing better.

MRS. A. A. CARLISLE.

"WHAT MORE COULD BE ASKED FOR"

Sterling, Pa., March 16, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

This is my second season using your Adaptable Hover. I find it all that you recommend it to be. I now have eighty newly hatched chicks in it, in an outdoor brooder. Last night was a very blustery night. I had the partition in the brooder closed and the ventilator open part way. This morning I found the temperature underneath the Hover where the chicks are brooded was a little above 95 degrees. What more could be asked for?

MRS. J. J. UBAN.

BELIEVES IT WILL LAST A LIFETIME

Sharpsville, Mercer Co., Pa., April 11, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have now used my Cyphers Incubator eight or nine years. Have had splendid success first to last, and it still looks like a new machine. I believe it will last a lifetime.

MRS. JOHN R. MILES.

"CAN ALMOST SEE THEM GROW"

Bolivar, Mo., March 1, 1911.

Cyphers Incubator Co., Buffalo, N. Y.—

Have used your baby Chick Food, also your Developing Food for four years with the very best results. Have averaged to raise 90 per cent. of the chicks hatched and I know it to be a fact that I raise more chicks as a rule than any one around me. I firmly believe it is because I use your Chick Foods exclusively. We always find the Cyphers brand clean, free from dirt of any kind and the chicks always eat it up clean—no waste whatever. I begin feeding the Developing Food when they are about three weeks old and we can almost see them grow from one day to the next. We consider your foods the cheapest, first, because it raises the chicks; second, they always eat it up clean.

MRS. W. W. DRURY.

WHITE ORPINGTONS—RAISED ON ROOF OF WELL-KNOWN BOSTON HOTEL

Quincy House, Brattle Square, Boston, Mass.

Cyphers Incubator Co., Buffalo, N. Y.—

August 29, 1910.
It may interest you to learn the following particulars regarding stock raised in the Standard Cyphers Incubators and fed exclusively on Cyphers Poultry Foods.

I recently sold chicks and stock of the White Orpington variety that fetched me the handsome prices quoted:

	Per Lot
26 Cockerels.....	\$75.00
12 Pullets and 1 Cockerel.....	41.00
25 4-weeks' old Chicks, each.....	1.50

The pullets were hatched March 25th and began laying July 17th.

From 351 eggs placed in my No. 0 Cyphers Incubator I received altogether 245 chicks, between February 1st and June 30th, dates of first and last hatch respectively. These eggs came from different breeders, and considering that they may be termed a "mixed lot," I regard the output as highly satisfactory.

All these chicks I raised in my two Standard Cyphers Brooders (Style A Outdoor and Style D Indoor), and for facility of handling and good, safe, sure brooding they cannot be too highly commended.

The Cyphers Poultry Foods are remarkable for their flesh-forming and weight-giving qualities, and as an instance may mention that chicks hatched June 12th averaged 2½ pounds on August 20th. At fourteen weeks old I had pullets that averaged 6½ pounds in weight and cockerels that averaged 7½ pounds.

MISS ANNA B. SANDERSON.

P. S.—You will no doubt be further interested in knowing that all my poultry was raised on the roof of the "Quincy House," Boston, and the eggs incubated in a No. 0 Cyphers machine on the sixth floor of same building.

Miss Anna B. Sanderson and her poultry establishment on roof of popular Boston Hotel.

CHAPTER VIII

PREMIUM-PRICE TABLE POULTRY—HOW TO PRODUCE IT

Outlet for Surplus Leghorn Cockerels. Best Varieties for Squab Broilers, Regular Broilers and Roasters. How to Care For and What to Feed. When and How to Fatten Broilers and Milk-fed Soft Roasters

(Copyright January, 1912, by Cyphers Incubator Co., Buffalo, N. Y.)

IN writing the eight short chapters for this Annual Catalogue and Poultry Growers' Guide—two hundred thousand copies of which are to be printed for free distribution—we have aimed to serve the interests of the many, rather than the few; therefore these chapters in the main are addressed to men and women who are making, or who propose to make, a regular business of raising poultry for profit, on either a small or large scale.

For example, take this subject of prime table poultry and how to produce it. Farm raised chickens, turkeys, ducks and geese, if young and healthy, should make good table poultry, but we do not think that is what the readers of this chapter would prefer to be told about. Raising a few dozen or two or three hundred head of poultry on the average farm and giving them free range, is one thing; but making a regular business of poultry and egg production is a different matter.

Unfortunately, these chapters are too short to enable us to do justice by the important subjects. What we have sought to do, therefore, is to say all we can in the limited space, using small type and but few illustrations. For a more thorough treatment of each topic, see the Cyphers Company Service bulletins, which are sent free of charge, postpaid, to every Cyphers Company customer.

Prime table poultry, in the sense here meant, includes squab broilers, broilers, roasters and capons. Squab broilers consist of chicks eight to ten weeks old that weigh three-fourths of a pound to a pound; broilers consist of chicks eight to fourteen weeks old that weigh a pound to two pounds each; roasters consist of chickens that weigh three to five pounds apiece—in the average market—and capons consist of castrated cockerels that weigh from five or six pounds each up to ten to fifteen pounds, depending on breed, age and care.

We find a market for the surplus White Leghorn cockerels produced on the Cyphers Company Poultry Farm by selling them as squab broilers and regular broilers. For squab broilers the Buffalo market pays \$1.00 to \$1.25 per pair; for regular broilers \$1.25 to \$1.50 per pair. We also make a business of catering to this demand during

the late fall, winter and spring, and find it profitable in connection with other branches of the poultry work.

Leghorns lay well in the fall and winter as compared with other breeds and the eggs hatch extra well, as a rule. Leghorn cockerels make excellent squab broilers, also choice regular-size broilers up to two pounds weight, if they are handled and fed right and are "softened" by two or three weeks of special fattening before being killed.

On the Cyphers Company Farm we begin hatching in October for the squab broiler market and keep it up through the winter. All October, November and December hatched birds, both cockerels and pullets, are sold as squab broilers and regulars. After the first of the year we begin to save out the most likely looking pullets and save these for layers and breeders.

For spring broilers—regular size—White Plymouth Rocks, White Wyandottes, White Orpingtons and Rhode Island Reds give excellent satisfaction. Barred Rocks are good also, except for the dark pin feathers. All the buff varieties make choice broilers, if the breeding stock is vigorous. White Leghorns cleanpick very nicely for broiler use—as do all other white varieties.

Our broilers are raised in brooding house pens 5 x 8 feet in size. When first hatched we leave them in the nursery of the incubator forty-eight to seventy-two hours to "harden" them a bit and get them used to a temperature of 90 degrees. Next we place them under the cradle-back hovers in the brooding house, or in Adaptable Hovers, and there we continue the temperature of 90 degrees. We do not recommend a higher temperature than this.

The newly-hatched chicks are not fed or watered in the incubators. After removing them to the brooders we feed every two hours the first day, using a nursery food consisting of one-third stale bread, one-third rolled oats and one-third hard boiled eggs, using shells and all (infertile, misshapen, soft-shelled, thin-shelled eggs, etc.) mixed with sweet milk if we have it, otherwise with water. Mix crumbly, not sloppy, and feed all the chicks will eat at each meal.

The second day feed the same nursery food and also sprinkle a small amount of finely-granulated chick food on the litter to start them picking at it. The third day give them one or two meals of the nursery food, then supply the Chick Food exclusively, by the deep-litter method.

CHOICE CAPONS.

Pair of Sample Capons produced on Cyphers Company Poultry Farm, Season of 1911, which weighed 9½ lbs. apiece at nine months of age. Raised by methods described in this chapter and in Cyphers Company Service Free Bulletins.

FANCY 2-POUND BROILERS.

Made from photograph of 2-lb. Broilers, produced on Cyphers Company Poultry Farm, Fall of 1911, and Carton in which Fancy Broilers are Marketed.

PREMIUM-PRICE TABLE POULTRY—HOW TO PRODUCE IT

FANCY 2-POUND BROILERS.

Produced on Cyphers Company Poultry Farm, Fall of 1911. One is wrapped. Both are to be wrapped, then packed in the Cardboard Box and Marketed.

For deep-litter feeding of chicks, cover the entire floor of the pen with two inches of good litter—short-cut clover or alfalfa much preferred. Then scatter over this fifteen pounds of the Chick Food. Next repeat with two inches more of the litter, then fifteen pounds more of the food, until you have eight inches of litter and sixty pounds of food in a pen about 5 x 8 feet, that is meant to accommodate fifty chicks. This supply of food will last fifty chicks about six weeks, on the average, together with the milk they are to get to drink and the beef scrap and green food that are to be supplied.

Give these little chicks sweet milk to drink the first week in the brooding pen. Use drinking vessels that will keep the milk out of the chicks' eyes, thus avoiding sores, blindness and loss. Use chick size drinking fountains—see page 160, or the Chick Server shown on page 161. Be sure to clean and scald these milk dishes thoroughly every morning. Give no water to broiler chicks the first week. On the seventh day place water before them and start giving them beef scrap in small quantities. Omit milk after this, up to the time the chicks go to the fattening pens or are placed on Forcing Food. Give nothing else up to the end of the fifth week except green food.

Supply all the green food the chicks will eat, beginning the fourth day and continuing until they are ready for fattening. At first use meal, finely-cut screened clover or alfalfa. Later on a coarser grade can be used, also sprouted oats. Steam all clover or alfalfa and feed on boards or in shallow pans or troughs. If short-cut clover or alfalfa is used as litter, the chicks will pick up a good deal of green food from this source, which is desirable.

The sixth week begin feeding mash food. On Cyphers Company Farm we use Forcing Food (see page 122), feeding it dry in hoppers—also continuing the beef scrap, which is now kept before the chicks all the time and they still have the chick food in the litter. Grit (chick size) and finely granulated charcoal also are kept before them constantly in self-feeding hoppers. When the chicks reach the right size or weight we remove them to the special fattening pens or remove the litter and fatten (soften) them where they are. This process requires from fourteen to twenty days—usually about seventeen days. We now mix the Forcing Food with buttermilk or sweet milk—buttermilk preferred—and feed it three times daily, all that the chicks will eat up clean, mixed

to the consistency of gruel, so that the food will run off the end of a spoon or can be poured.

This fattening process not only adds fatty tissue, but softens the muscular tissue that has been developed by the chicks digging for weeks in the deep litter. But the digging is 'conducive to health and growth. If some of the chicks appear to be "off their feed" during the fattening process, place these back on deep-litter for a few days. On the average, seventeen days of fattening will give maximum results.

Roasters may be said to be regular broilers "older grown." Many practical poultrymen prefer to keep their chicks after they reach the broiler age and market them as roasters. The death rate is heavier up to the broiler age, very few chicks dying from natural causes after that time, hence the advantage of keeping them until they weigh three to five pounds apiece, provided you are near a good market for choice milk-fed soft roasters or prime roasting chickens.

If the chicks are to be developed into roasters, keep them on the deep-litter until they are fourteen weeks old. Feed as recommended for broilers, continuing the sixth week ration until the chicks are ten weeks old, then begin feeding Developing Food, see page 120.

At the start throw only a handful at a time of this coarser food into each pen, thus weaning the chicks from the finely-granulated Chick Food. Then within two or three days stop giving more Chick food and bury the Developing Food in the litter so that the chicks will dig for it and thus keep busy. Meanwhile, continue the Forcing Food and beef scrap in hoppers and also supply all the green food the chicks can be induced to eat.

After the to-be-roasters are fourteen weeks old, place them in colony houses or large-sized roosting coops on practically free range until you are ready to put them up for fattening. On range continue the Forcing Food and beef scrap in hoppers and feed Developing Food in litter or scattered about out of doors. If green food is plentiful on range this supply will answer, otherwise some form of green food must be furnished by the caretaker.

When fattening time arrives put the birds back in the 5 x 8 pens or place them in regular fattening crates. These crates are built of slats, one crate above another, each 16 x 16 x 30 inches in dimensions, by 16 inches high. For full particulars on crate fattening see Cyphers Company Service Bulletin No. 26, a free copy of which will be sent postpaid to every Cyphers Company customer on request.

For complete information on the subject of capons and caponizing obtain Book No. 6 of the Cyphers Company Series as described on page 178 of this catalogue.

FATTENING AND KILLING HOUSE.

House No. 18, on Cyphers Company Poultry Farm, used for Fattening, Killing, Dressing and Boxing Fancy Broilers, Roasters, Capons, Green Ducks, Etc. Dimensions, 16x75 feet. Equipped with every convenience for the work.

CYPHERS INCUBATORS IN FOREIGN LANDS

Why We Call Our Machines the "World's Standard Hatchers." They are Used and Strongly Endorsed in Every Civilized Country on the Globe

THE GOLD MEDAL and HIGHEST HONORS were awarded Standard Cyphers Incubators at the Pan-American Exposition, Buffalo, N. Y., 1901, at the World's Fair (Louisiana Purchase Exposition), St. Louis, Mo., 1904, at the Lewis and Clark Centennial Exposition, Portland, Ore., 1905, and First Prizes for Test Hatches and on Mechanical Excellence have been given to these machines in the leading countries of Europe. For years we have met all comers, both at home and abroad—without once experiencing defeat in competition.

The foregoing facts, together with the high endorsements our Incubators have received in foreign lands from men in authority as poultry inspectors, as judges, as practical experts, etc., led us to style our Incubators the "World's Standard Hatchers," because no other incubator thus far invented and placed on sale has equalled or approached the globe-wide record made by the Cyphers during the last dozen years.

Cyphers Incubators are now in successful use in every country on the globe where poultry is grown for market. For obvious reasons they have been received with special favor in English-speaking countries. In the pages next following we present as many reports as we can spare room for in this catalogue, telling of the satisfactory results obtained by our customers. Our foreign catalogue—a book similar to this, contains full information upon these points and many more testimonials than we can print here.

In order that our trade and friends in foreign countries may be protected against "pirated" imitations, we have taken out in each country a registered trade-mark, as shown on page 34, in order that all may know whether or not they are buying the "Genuine Cyphers, made in the U. S. A." Every genuine Cyphers Incubator, no matter where found, bears this trade-mark.

CYPHERS INCUBATOR COMPANY.

Buffalo, N. Y., U. S. A., December 1, 1911.

Sample Canadian Reports

AFTER SEVEN YEARS

Rosetown, Sask., Can., November 20, 1910.

Cyphers Incubator Company:—

I have used Cyphers Incubators and Brooders for seven years, and still have the same machines I shipped from Wisconsin to Western Canada, and then freighted them over one hundred miles across the prairie. **They are in fine condition, standing excellently all changes of climatic conditions and usages.** The machines are actually self-regulating. The Brooders give the best of satisfaction. I have had several makes, but none take care of little chicks so well as the Cyphers.

A. W. NOBLE.

POULTRY JUDGE AND INSTITUTE LECTURER

Ottawa, Can., June 25, 1910.

Cyphers Incubator Company:—

Have used Cyphers Incubators the past ten years and have always found them **satisfactory in every respect.** As I do a lot of judging and institute work I have an unusual opportunity of getting the opinions of poultrymen in different parts of the country and I find that **the general impression is very favorable to your Incubators.**

GEORGE ROBERTSON, P. O. Box 242.

"HATCHING FULLY 90 PER CENT."

Ashbank, Gorebridge, N. B., July 1, 1909.

Cyphers Incubator Company:—

The Incubator I got from you this year **worked splendidly, and gave every satisfaction,** hatching fully 90 per cent. on an average. I may say that I had one three years which was worked alongside of two hot-water machines, but I much prefer the hot-air machines; in fact, **I find the Cyphers is all that it is represented,** and the self-ventilation is all that is claimed for it. I can thoroughly recommend your machine to all.

THOMAS A. TORRANCE.

USING THEM IN DAY-OLD CHICK BUSINESS

Vancouver, B. C., August 25, 1910.

Cyphers Incubator Company:—

We have been using Cyphers Incubators **exclusively for the last five years** and they have given us every satisfaction. The hatches have been large and the **chicks strong and vigorous**—better, we believe, than from any other incubator we have ever come in contact with. Your Incubators are easy to operate and the **quality of the chickens highly satisfactory.** We have shipped them at one day old all over the country in very large quantities and the percentage of mortality on account of the strength of the chicks has been insignificant.

WHITE WINGS POULTRY RANCH.

J. J. Wilson, Prop.

"AT LIBERTY TO PUBLISH THIS LETTER"

Ayton, Ont., Can., June 3, 1910.

Cyphers Incubator Company:—

I am using several of your Incubators—240 and 390-egg size—on my poultry plant, and find them **satisfactory in every way.** I do not hesitate to recommend the Cyphers Incubators to be first-class and reliable. You are at liberty to publish this letter.

VAL. GLEBE.

"HAS NOT VARIED A FRACTION"

Berlin, Ont., Can., March 27, 1911.

Cyphers Incubator Company:—

I received the Cyphers Incubators O. K., and must say they work like a charm. It really is a pleasure to hatch eggs with a reliable machine. I put the eggs in on the 18th inst., and the heat at 103 has not varied a fraction. **No matter when you look at the thermometer it always is the same,** and ventilation is perfect.

OTTO SACHARE.

"THEY ARE MY STAND-BYS"

Ayton, Ont., Can., June 8, 1910.

Cyphers Incubator Company:—

At present I am using one No. 2 and three No. 3 Cyphers Incubators. They are my stand-bys. I first tried another leading make that it was claimed would hatch stronger chicks, **but I found it just the other way.** Am running a commercial poultry farm and sell day-old chicks as a specialty. Am handling bred-to-lay White Wyandottes and Single Comb White Leghorns **I wouldn't want to be in the poultry business without the help of Cyphers Incubators.**

W. H. FISCHER.

CAN HAVE CONFIDENCE IN THEM

Simcoe, Ont., Can., November 22, 1911.

Cyphers Incubator Company:—

I have used your goods since 1907, and have nothing but praise for all I have ever purchased. One can always have confidence in Cyphers goods.

I have at present one Cyphers Incubator and three Brooders, and it is **always a pleasure to operate them.** I am also pleased with your Poultry Foods. I have used your Chick, Developing, and Scratching Foods, and they have given good results.

EDW. McCARTEN.

"PROVED MY WORDS TRUE"

Browns Flats, B. C., August 5, 1908.

Cyphers Incubator Company:—

I am pleased to report that the Incubator purchased from your Company in 1905 is still giving splendid results. A few weeks ago I met a man in the poultry business, who had seen my letter in 1907 catalogue. He told me that the claim, "chickens hatched in your Incubators, and reared in your Brooders, are so thrifty that in less than three weeks two brooders are required for the chickens taken from one incubator," was a "blow-hard," **but this spring he bought a Cyphers Incubator and Brooder and proved my words true.** (MRS. F. E. McKEEL.

"THE CHICKS WERE IN PILES"

London, Ont., Can., November 30, 1911.

Cyphers Incubator Company:—

We are using one of your No. 1 Cyphers Incubators and must say **they are the best made.** I have tried the ———, also the ———, and two other well-known makes, but no one could get my Cyphers away from me **unless he pays more than I could get a new one for.** Mr. Gilbert, 40 Maple Street, this city, has one of your machines; so has G. Wells of Pattersburg. Mr. Wells' machine is the No. 3, and I **saw it hatching last Sunday.** The chicks were in piles! It would have made you smile to see the bunch hatched out. **There must have been three hundred of them.**

ADAMS BROS., 127 Hamilton Road.

A Single Shipment of Cyphers Ostrich Incubators to Cape Colony, South Africa. The illustration, from photograph, shows the three large furniture-size cars necessary for this shipment being loaded in front of Cyphers Company factory at Buffalo, N. Y.

SWITZERLAND

Gorbeyier, Sur Aigle, Vallée Du Rhône, July 14, 1911.

Cyphers Incubator Company:—

I have been busy preparing pens for the chicks hatched in your incubators.

I am pleased to report that my No. 3 Standard Cyphers Incubator gave me 287 chicks out of 289 fertile eggs, and my No. 1 Cyphers brought 98 chicks out of 110 untested eggs.

Your machines recommend themselves to all who see them.

Cyphers hatched chicks are strong and vigorous and develop quickly, especially if reared in Cyphers Brooders.

Regulating and working a Cyphers Incubator is child's play and for me I would never work or advise other incubators.

A. DEQUIS, Grand Hotel Victoria.

EGYPT

Cyphers Incubator Company:—

Alessandria, April 6, 1908.

The No. 0 Cyphers Incubator reached me in very good condition. I have pleasure to tell you that, so far as I can see, your incubator is *perfect in every respect*. The result of my first hatch was 88 per cent. Am enclosing you order herewith for one No. 3, 360-egg capacity Incubator, also one Cyphers Indoor Brooder.

J. MONTESINI.

SWEDEN

Cyphers Incubator Company:—

Skebg, Kalby, June 5, 1909.

I have nothing but praise to say of your incubators, as they have been doing excellent work, having hatched about 500 chicks this summer, besides some 50 ducklings, all strong and healthy. The Style A Brooders have also done their duty finely.

A. AHLSTRAND.

BELGIUM

Santhoven, Nr. Antwerp, June 23, 1911.

Cyphers Incubator Company:—

I beg to inform you that my last hatch from your Standard Cyphers Incubator has been 153 splendid, strong chickens from 200 eggs. I am especially well pleased considering the poultrymen generally report that the hatches this year have not been very successful at all on account of the adverse weather conditions we have experienced during the hatching season.

Your incubators are really as represented. *They are in fact non-moisture machines; self-ventilating as claimed, and the regulator does its work perfectly.* I shall be glad to recommend the Cyphers Incubators freely to all my friends, because they are first-class machines and do the work required of them.

G. HOEFFNER.

PORTO RICO

Cyphers Incubator Company:—

Manati, August 2, 1908.

As previously reported, my second hatch with your No. 1, 120-egg size Cyphers Incubator, gave me 125 chicks out of 127 eggs. I have just obtained a hatch of 123 chickens out of 125 tested eggs—one egg being infertile and in the other the germ was dead. During the three hatches made thus far I have not added moisture, relying entirely on the machine to do the work well. After thoroughly learning what can be expected of a Cyphers Incubator, I have no hesitation in recommending it to any one desiring to buy a good hatching machine. The same is true of my brother Ramon Velez, 1020 Ocea Ave., Brooklyn, N. Y., who keeps two large Cyphers constantly in operation.

B. VELEZ.

TURKEY

Constantinople,

May 8, 1906.

Cyphers Incubator Company:—

Though I have bought many machines from other manufacturers, I have never succeeded in obtaining chickens from 85 per cent. of the eggs, whereas your machines have hatched for me 85 per cent. of the eggs. I am sending you herewith two photographs, one showing a hatch being taken off from your No. 2, 230-egg size hatching machine.

SHEREF ALI JAFFER.

Sheraf Ali Jaffer, Constantinople, Turkey, Taking Off Hatch.

SHEREF ALI JAFFER.

AUSTRIA

Cyphers Incubator Company:—

Kapfenberg, May 17, 1909.

I am very much satisfied with the Cyphers Incubator. It has hatched 350 chickens out of the 360 eggs which were put in. The apparatus in question does its work wonderfully well and gives no trouble whatever.

ERSTE KAPFENBERGER DAMPFBRAUEREI.

RUSSIA

Gole, Province of Warsaw, February 3, 1911.

Cyphers Incubator Company:—

The 120-egg Cyphers Incubator I bought of you last year proved satisfactory in every respect, especially in the early hatches, to wit:

First Hatch:—From 125 eggs, 28 were infertile on test; the remaining eggs produced 64 lively chicks.

Second Hatch:—From 122 eggs, 31 were infertile on test; the remaining eggs produced 88 lively chicks, with only three not hatched.

The chicks so hatched were sound and vigorous and grew excellently, exciting the admiration of the peasantry, many of whom expressed a desire to buy an incubator.

Yours very truly, M. KARCEWSKA.

GERMANY

Cyphers Incubator Company:—

Crefeld, May 14, 1906.

I wish to add my testimony to your list of successful users of Cyphers Incubators and confirm that the *Cyphers* is in fact a non-moisture and self-ventilating incubator that does the work claimed for it.

After experimenting since 1896 with several different makes of incubators, I bought in 1904 a Cyphers, and I will admit that the success in hatching and raising poultry dates from the time I began using your incubators and brooders. I have now averaged about 80 per cent. of 1,171 fertile eggs from December, 1905, to April, 1906.

P. SWEERS.

ITALY

Gagnola, Milan, Italy, June 12, 1909.

Cyphers Incubator Company:—

Permit me to say that your machines alone are perfect, well built and work with great accuracy, thanks to your automatic regulator. They are economical and solve the problem of profitable poultry raising. *The above is my experience.*

Referring to my work in connection with your machines amongst high poultry authorities, it has given me much pleasure to hear the satisfaction and approval which your excellent machines have given. I myself repeat to you the same satisfaction and approval.

GIULIO BERTONI.

FRANCE

St. Aubin-Sur-Scie, France, June 13, 1908.

Cyphers Incubator Company:—

Here at Ferme Douglas, your machines are giving entire satisfaction. We are agreeably surprised with results of hatches, from eggs laid by our Rouen ducks.

I find that it makes no difference whether it is in U. S. A., England or France, the "Cyphers" is always equal to the occasion.

It is now some eight years that I have been running the Cyphers Incubators, and in my experience I have not been able to find any other machine that will give as good results, particularly with so little attention. We are operating 12 of your large size machines. FERME DOUGLAS, Geo. Luck, Regisseur.

NORWAY

Tungenes Lighthouse, via Stavanger, August 18, 1910.

Cyphers Incubator Company:—

I have been very glad of my purchase of the 140-egg Cyphers Incubator and the two Style A Brooders which I bought last spring, as the result of the four hatches have been very surprising. To get 341 chicks from 371 eggs seems to say that Cyphers is the non plus ultra of Incubators. First hatch, came March 16th, with 56 chicks from 67 eggs; second hatch, 79 chicks from 92 eggs; third hatch, 102 chicks from 105 eggs, and fourth hatch, 104 chicks from 107 eggs. I lost two by accident and killed three weak ones, but the rest are very strong and healthy chicks. Chicks of the first hatch commenced to lay four months old.

E. MASSEN, Lighthouse Keeper.

HUNGARY

Cyphers Incubator Company:—

Temesvar, May 1, 1907.

We, the undersigned, have much pleasure in testifying that the three Cyphers Incubators which the association possesses have given the greatest satisfaction, namely, the splendid result of from 82 to 96 per cent. hatches. The Cyphers machines have enormous advantages over other incubators, in that they are reliable, easy to handle, and for these reasons we can warmly recommend them to everybody.

CARL ZASHURECZKY,

Manager of the Farmers' Association of Temesvar.

JOHN JUNGERT, Secretary.

DENMARK

Vegen Station, June 12, 1908.

Cyphers Incubator Company—

I am very pleased with the Cyphers Incubator. *After several years of misfortune with incubators* I looked around for a new and better one. Have found it in your machine. It hatches 80 per cent. of the fertile eggs. Have never used any moisture in it. It ventilates perfectly and the regulator keeps the heat *exactly on the point it is set for.* The Cyphers is the only machine I can recommend to my friends, and I find pleasure in doing this often.

DITLEV M. FREIBERG.

SOUTH AFRICA

Seymour, Cape Colony, So. Africa, September 12, 1910.

Cyphers Incubator Company—

Am pleased to say that I have used your Hot-Air Cyphers Incubators for several years now in hatching ostrich eggs, and *my success with the Cyphers is the one thing that warrants my trusting valuable ostrich eggs in them.* They are reliable and do uniformly good work.

A. G. RANDALL.

JAPAN

Yokohama, October 5, 1907.

Cyphers Incubator Company—

In January I had the opportunity to buy a brand new 120-egg capacity Cyphers Incubator. *It works very well indeed.*

R. SCHUFFNER.

HAWAII

Haleiwa, Oahu, July 4, 1907.

Cyphers Incubator Company—

We recently purchased one of your 120-egg Incubators and find it all that you claim. It may interest you to know that before purchasing we looked over a poultry journal, picked out 15 of the principal advertisers, covering territory from Maine to Washington State, and wrote to them asking their candid opinion as to which was the best incubator. Every one of them said "Cyphers." Some of them said "Cyphers or ———," etc., but all said "Cyphers." *You could not receive a greater compliment.* Trusting that our order is on the road, we remain,

F. J. CHURCH, Mgr. Haleiwa Hotel.

URUGUAY

Colonia, Uruguay, So. America, January 24, 1910.

Cyphers Incubator Company—

I find the Cyphers Incubator and Brooder very satisfactory indeed, and would like to use nothing but Cyphers products if possible to get them here.

MRS. EUGENIA M. GALVIN.

ARGENTINE REPUBLIC

San Vicente, F. C., Sud., November 6, 1910.

Cyphers Incubator Company—

For some time I have been intending to write to you to express my appreciation of your Standard Cyphers Incubators and Brooders. I have completely discarded clucking hens, and by so doing have reduced the labor by one-half; also I have been enabled to sell day-old chicks, which I should not have been able otherwise to do.

The chicks hatched in the Cyphers Incubators come out strong, grow up splendidly, and give no trouble, and I have to bring up about 1,000 yearly.

This country is newly awakening to the necessity of scientific poultry rearing. Hitherto the scrub hen has been thought sufficient; tree roosting methods have prevailed; fowls have been fed with a few grains of whole maize, and eggs are gathered when the middleman is expected. About 20 eggs a year, as the maximum, is the production per hen. The result is that in winter our importation of eggs from Italy and England is enormous. The Provincial Government is taking the matter up now and probably there will be some improvement.

Faithfully yours,
ROBERT J. PURVES.

POLAND

Riga, June 12, 1906.

Cyphers Incubator Company—

At the Twelfth Poultry Exhibition of the Riga Club of Poultry Raisers, February 2-6, 1905, your machines were exhibited by your agent at Warsaw. As your apparatus was absolutely unknown to us, it was decided to make a trial hatch with your machine, and I was asked to run through this trial hatch as Secretary of the Association and one that had experience in artificial incubation. I operated the machine according to your instructions and obtained brilliant results. It was found that your apparatus was very easy to operate and very practical. We have made experiments with other makes of incubators and find the Cyphers system in its construction and results superior.

In view of the advantages and practical construction of the "Cyphers," the management of the Riga Poultry Club has decided to award the Cyphers Incubator Company for their incubators the large golden club medal.

GEORGE LACHS, Secretary.

Photographic View of Incubator Celler on the Carisbrook Poultry Farm and Duck Ranch at Kalgoolie, West Australia.

AUSTRALIA

Carisbrook Poultry Farm and Duck Ranch,

Kalgoolie, West Australia.
Cyphers Incubator Company—
We used three of your No. 1, 120-egg capacity, Standard Cyphers Incubators with marked success. *As a result of their good work we then bought ten of your 360-egg size, and you will remember that a few months ago we placed another order with you for ten more of the largest size, making 23 of your Incubators we are now operating in our cellar.* Needless to say, considering our repeated orders, *we have found your machines all you represent them to be.* They have done very satisfactory work in our hands. Today we are operating the largest poultry and duck range in Western Australia.

CARISBROOK POULTRY FARM,
Per A. A. Fuller.

HOLLAND

Utrecht, June 11, 1907.

Cyphers Incubator Company—

The four Cyphers Incubators I bought of you five years ago have given excellent results, and the three Style A Brooders you sent me have proved a perfect success. The regulator on the Cyphers is the best in existence; that is the reason beginners can operate the Cyphers without trouble. I never saw another incubator that was, in fact, a non-moisture machine. *It is a pleasure to me to recommend the Cyphers—a machine that has done so much for the poultry business.* The Cyphers will be the incubator used by all progressive poultrymen in Holland.

J. W. PLANTEN.

NEW ZEALAND

LINFIELD POULTRY FARM

Pah Road, Epsom, Auckland, New Zealand, October 25, 1910.

Cyphers Incubator Company—

I am using three of your 1905-Pattern Standard Cyphers Incubators, also three other makes, but I must say the Cyphers is undoubtedly the best machine I have operated. They do not vary a fraction of a degree in keeping uniform temperature. My hatches this season have been as follows: Four, 85 per cent.; four, 90 per cent.; one, 95 per cent.; and one 98 per cent., which I suppose is marvelous.

ALBERT W. IRVINE.

MEXICO

Hacienda Robinson, Chihuahua, Mex., August 19, 1908.

Cyphers Incubator Company—

For about a year I have been using one of your Cyphers Standard Incubators of 240-egg capacity, also two of the Cyphers Three-Partiment Outdoor Brooders and Colony Coops which I purchased from you, and I am well pleased with the results obtained. I think the self-regulating devices the best and most accurate on the market, and I cheerfully recommend the Cyphers machines to any one wanting good reliable artificial hatchers and brooders.

E. S. PLUMB.

CUBA

AGRICULTURAL EXPERIMENT STATION

Santiago, de las Vegas Cuba, November 26, 1909.

Cyphers Incubator Company—

I am pleased to let you know that we are using now two of your Incubators that were purchased by the former chief of this department, from which Incubators we have obtained very satisfactory results.

Perhaps in a near future we will be able to purchase some new incubators, and then I will be pleased to correspond with your house.

DR. EMILIO L. LUACES,
Chief Department Animal Industry.

Highly Endorsed In British Isles

"THERE WAS NOT THE LEAST TROUBLE"

Dublin, Ire., June 26, 1911.

Cyphers Incubator Company:—

The largest hatch I got from the Standard Cyphers Incubator purchased from you last April was over 90 per cent. *The self-ventilating and regulator arrangements on the Cyphers are a great comfort to the operator.*

From the day the eggs were put in until the chickens came out there was not the least trouble except, necessarily, the oiling and cleaning of the lamp once a day and airing the eggs.

N. CUSACK.

HIS GRACE THE DUKE OF PORTLAND'S POULTRY YARDS

Welbeck Abbey, Worksop, Eng., October 4, 1909.

Cyphers Incubator Company:—

After twenty years' experience with various machines, both hot water and hot air, *I have no hesitation in saying that your machines are by far the best placed before the public.* In my opinion the self-supplied moisture and the automatic ventilation combined with the accurate regulation is all that could be desired. The incubators I have of yours were bought second-hand, which have worked splendidly, never varying scarcely a degree right through the season. The average right through the season works out about 80 per cent.

W. BUSH,

Head Poultryman to His Grace, The Duke of Portland.

EARL OF ROSEBERY'S POULTRY YARDS

East Craigie, Cramond Bridge, near Edinburgh, N. B.,
 Scot., June 15, 1908.

Cyphers Incubator Company:—

I have much pleasure in informing you that I am delighted with the Standard Cyphers Incubator, 140-egg size. I got from you in the beginning of the season. *The results have been most satisfactory, and far above my other machines.* My best hatch was 112 chicks out of 120 fertile eggs, and about 88 per cent. of the season's hatch. The Standard Cyphers Incubator is a non-moisture machine, self-regulating, and the regulator is simply perfect, as it never varies a degree either in hot or cold weather. Any novice could manipulate the Standard Cyphers. *I can thoroughly recommend any one who is going in for a new incubator to get a Standard Cyphers and I am sure they will never regret it.*

JOHN P. HARLE, Poultry Mgr.

WELL-KNOWN ENGLISH JUDGE AND POULTRY EXPERT

WILLIAM H. COOK

Poultry Judge, Breeder, Exhibitor and Expert
 St. Paul's Cray, Kent, Eng., July 20, 1908.

Cyphers Incubator Company:—

With reference to the three large Standard Cyphers Incubators purchased from you and which *I have had working on my farm for nearly two seasons—I have pleasure in stating that they have in every way given me entire satisfaction, always being reliable and hatching out strong chickens, no matter how severe the weather might be.* I consider the Standard Cyphers Incubator the best hot-air incubator obtainable.

WILLIAM H. COOK.

Photograph sent to us by Gertrude Linche Walthers, Cleveand, Herts, Eng., who under date of June 17, 1910, says: "I enclose picture of hatch. We have been most successful both in hatching with Cyphers Incubator and in raising the chicks. Are delighted with machine; it is so little trouble, and is simple to work."

Photograph Showing a Cyphers Style B Outdoor Brooder with 120 Ducks Hatched from 150 Eggs in a Standard Cyphers Incubator by W. H. Crowdy, Fordingbridge, Hants, England. Illustration also Shows a Home-Made Brooder Equipped with a Cyphers Adaptable Hover.

SUCCESSFUL HATCHES OF DUCK EGGS

Fordingbridge, Hants, Eng., June 26, 1911.

Cyphers Incubator Company:—

We can freely recommend the Standard Cyphers Incubator to our friends, as *we are quite satisfied with it. My largest hatch of ducks has been 120 from 150 eggs, and we have averaged 65 per cent. for the season.* The ventilation in the Cyphers Incubator is excellent. We have run our hatches with the drop-board right down. I enclose a photograph of the 120 hatch of ducks round one of your Style B Outdoor Brooders.

W. H. CROWDY.

"USING 25 MACHINES OF VARIOUS SIZES IN OUR DAY-OLD CHICK TRADE"

Bedfont, Feltham, Middlesex, Eng., August 20, 1910.

Cyphers Incubator Company:—

Since writing you in August, 1906, we have had further grand results with incubators of your manufacture, and take this opportunity to let you know we are still highly satisfied. We have found the Cyphers Incubators to hatch well, and to time in all seasons. We can thoroughly recommend them to any one wanting a good business machine, we ourselves using 25 of various sizes in our day-old chick trade.

Our best hatches from 360 eggs have been 302 chickens, strong and healthy, and from 120 eggs we have had 103 chickens, all hatching that tipped, and this without any applied moisture, clearly demonstrating the Cyphers to be a non-moisture machine and thus doing away with all complications and trouble that the operator gets with a moisture machine.

BENNETT BROS.

EUROPE'S FOREMOST POULTRY AUTHORITY

UNIVERSITY COLLEGE, READING, ENGLAND

College Poultry Farm, Theale,
 Theale, Berks, Eng., March 26, 1906.

Cyphers Incubator Company:—

During the past season we have given very careful tests to the 1906-pattern Standard Cyphers Incubator, and have found the improvements made in this machine, as compared with the previous pattern, very excellent indeed. Some of these add greatly to the facility in working the machine, and also minimize labor. The drawers into which the chicks drop after hatching are a very great convenience, and we believe that the greater depth in the machine thus secured is advantageous in other ways. The regulation of the machine has been excellent in every way. During the test of the 360-egg machine we found that it only varied about one degree. After several hatches we have therefore pleasure in saying that *this machine has worked excellently.*

EDWARD BROWN,
 Lecturer on Aviculture.

HARPER-ADAMS AGRICULTURAL COLLEGE

Newport, Salop, Eng., July 16, 1911.

Cyphers Incubator Company:—

During the past season I have given the Latest-Pattern Standard Cyphers Incubator very careful tests, and have found it very simple and economical to work. The regulator has worked splendidly, not varying more than one degree during the six times it has been used. *All the chicks hatched came out healthy and strong, and have grown well since.* I can freely recommend the Cyphers as a self-ventilating, non-moisture machine.

F. W. RIDGES,
 Lecturer on Poultry Keeping.

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