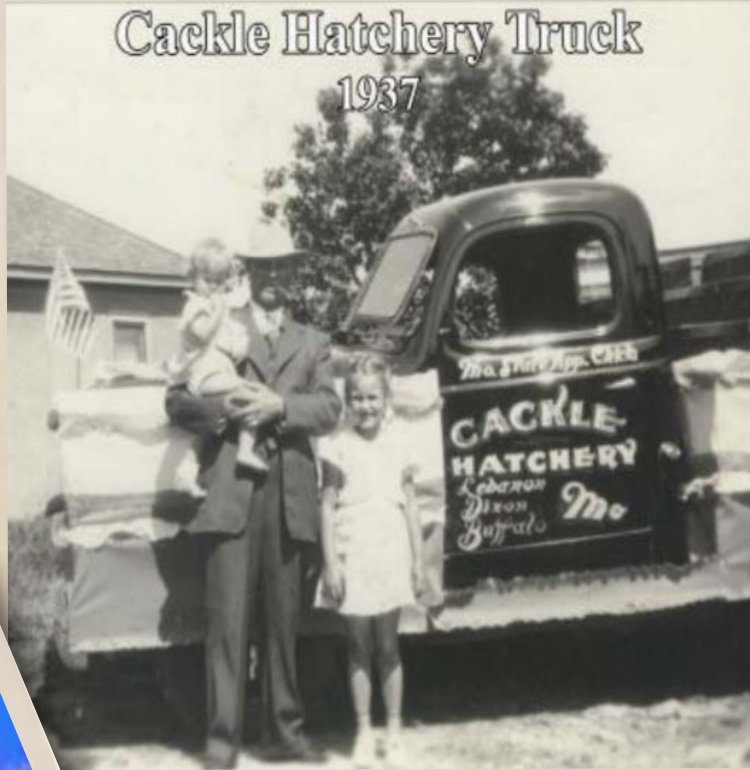


# OUR HISTORY TOUR

Cackle Hatchery Truck  
1937



1936



2012



# THE BEGINNING



**1936**

In 1936 Clifford Smith, along with wife Lena, started the Cackle Hatchery, named after the sound a hen makes; "a hen cackle." Clifford had worked in a hatchery prior to opening his own.

Things have changed since that time when eggs were only 6 cents a dozen and there were only incubators for 125,000 eggs. Today, incubators are heated with electricity, there is now room for more than 320,000 eggs, and eggs are now around \$2.00 a dozen in the grocery store.



1936 - CLIFFORD AND LENA SMITH, CHILDREN: DARLENE AND CLIFTON SMITH

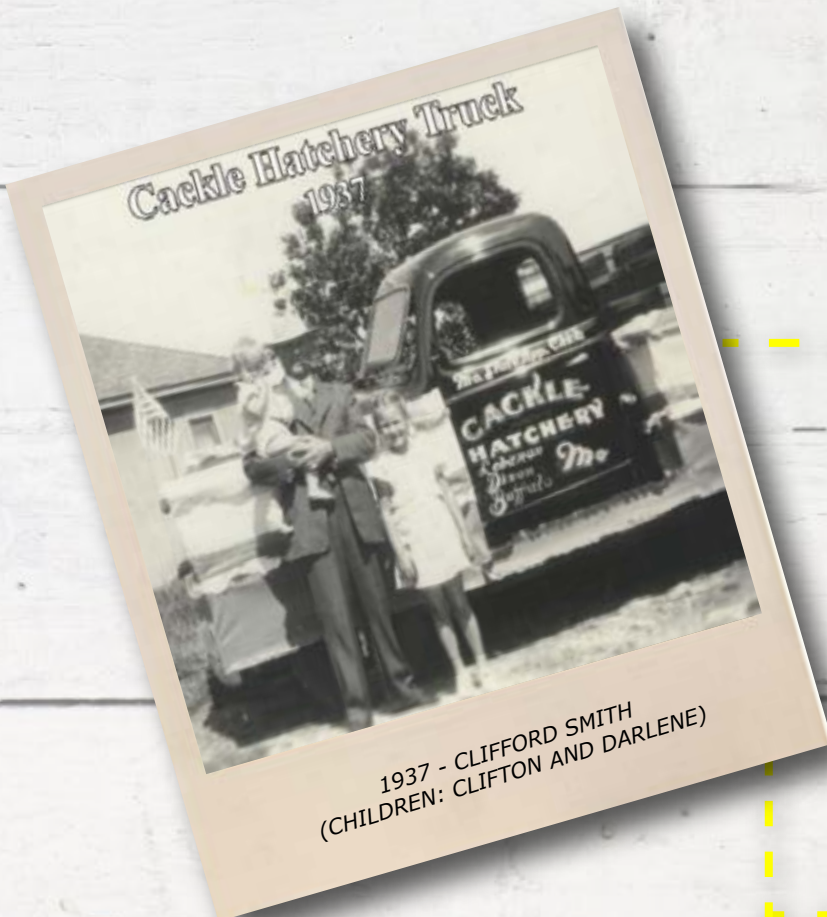


# 1937

1937 - CACKLE HATCHERY BUILDING IN DOWNTOWN LEBANON, MO



Cackle Hatchery has 3 locations in Lebanon, Dixon, and Buffalo, MO, 1937

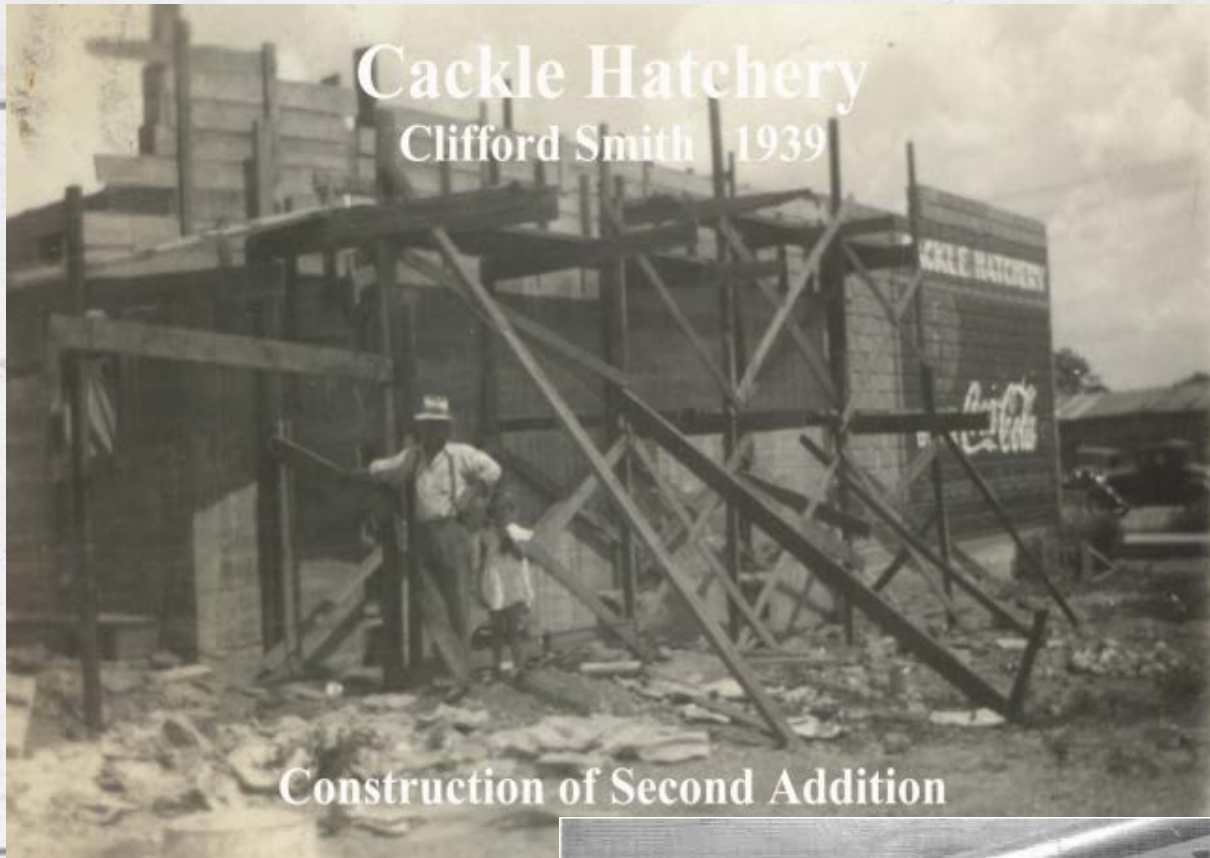


1937 - CLIFFORD SMITH  
(CHILDREN: CLIFTON AND DARLENE)





1939 - CLIFFORD SMITH BUILDING. SECOND ADDITION TO CACKLE HATCHERY IN DOWNTOWN LEBANON, MO.



1939 - CLIFFORD SMITH FAR LEFT HOLDING A BOX OF CHICKS, CLIFTON SMITH (SON) IS TO THE RIGHT SIDE OF PHOTO

Except a few that were manufactured, Clifford *made* most of his incubators. In fact, he had a U.S. government patent on his incubators—but because of the war years in the early 1940's, there was a shortage of materials, so he was never able to manufacture his incubators.



**1940**

1940 - LENA SMITH AND CHILDREN, CLIFTON AND DARLENE SMITH, IN FRONT OF CACKLE HATCHERY DOWNTOWN



**1948**



1948 - CACKLE HATCHERY, DIXON MO. LOCATION, TWO EMPLOYEES

**1949**



1949 - CACKLE HATCHERY, BUFFALO, MO LOCATION



# 1950

1950's Clifford Smith with group of fellow poultry men meet in Columbia, MO for a course to learn how to test birds for Pullorum. Pullorum is a wide-spread blood disease that caused high death loss to baby chicks.



# 1965

1965 - Clifton Smith with his first 3 children and the Cackle Hatchery truck. Jeff Smith (boy in the window) is now the Smith's 3rd generation working the Cackle Hatchery.



Clifford and Lena worked hard at supplying the highest quality chickens for the consumer. Clifford worked vigorously with the Missouri Department of Agriculture to eradicate Pullorum Disease which was prevalent at the time. Nowadays the disease is hardly heard of. He also worked with the agriculture department with the trap-nesting program, which helped select the birds that laid the most eggs on the smallest amount of feed. At one time, he had three hatcheries operating in Lebanon and surrounding towns.

In 1964, their son Clifton and his wife, Nancy, took over operation of the Cackle Hatchery. They continue to ship over two-and-half million chicks and other baby poultry each year throughout the United States, including Alaska, Hawaii, Puerto Rico, Virgin Islands and Guam. Third generation Jeff Smith and wife, Edie, plan to carry on the operation of the Cackle Hatchery in future years.

1974

1974 - CLIFTON SMITH LOADING AN INCUBATOR FOR NEWS REPORTER



1975

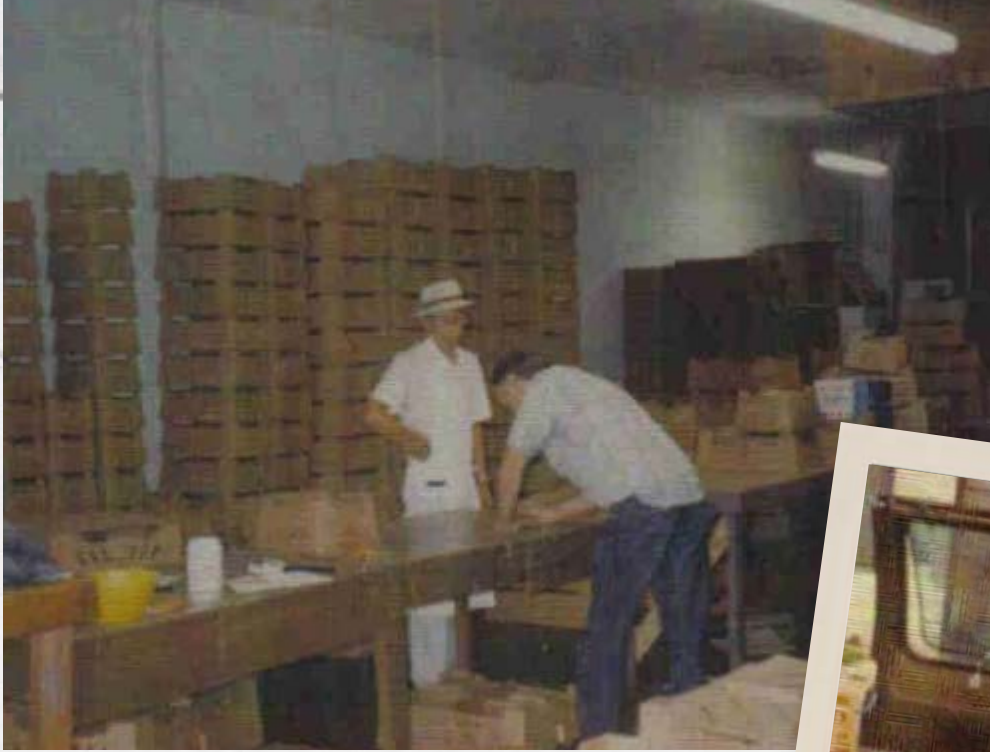


1975 Clifton Smith doing an annual blood test on our breeder guinea flocks for any signs of Pullorum-Typhoid. This test is part of the process of the National Poultry Improvement Plan by the United States department of Agriculture.



# 1976

1976 - CLIFTON SMITH WORKING IN THE SHIPPING ROOM



1976 - CACKLE HATCHERY DELIVERY VAN



Pictured is Clifton Smith from 1976 with one of his home-made Incubator/Hatcher combination Unit. This unit is still used as a back-up in case of a break down of another machine.



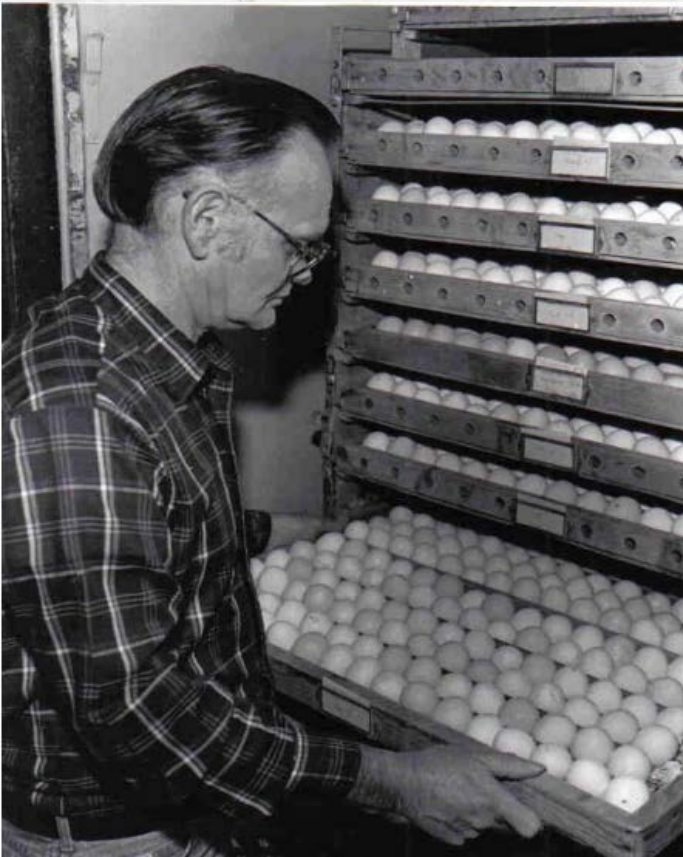


# 1981

1981 - CACKLE HATCHERY'S PICK-UP SALES STORE FRONT AT 411 W. COMMERCIAL ST., LEBANON, MO.

# 1991

1991 - CLIFTON SMITH LOADING AN INCUBATOR FOR LOCAL PAPER NEWS ARTICLE



# 1994

1994 - CACKLE HATCHERY'S EMPLOYEE APPRECIATION DINNER





1995



1995 Cackle Hatchery downtown Lebanon, MO. (9:00AM-5:30PM Monday-Friday 9:00AM-3:00PM Saturday)

1999



1999 - CACKLE HATCHERY'S PICK-UP SALES  
STORE FRONT AT 411 W. COMMERCIAL, LEBANON, MO







1999 - CACKLE HATCHERY DELIVERY VAN

Jeff Smith, Edie Smith, and baby (Tiffany Smith) visiting with poultry breeders at the 1999 Missouri State Poultry Exhibit.



1999 - Cackle Hatchery sponsoring ribbons and trophies for the Missouri State Poultry Fair.





# 2000

2000 - Our breeder flocks are raised and put into production on about 75 different farms throughout the surrounding area of Cackle Hatchery.

# 2001

2001 - NANCY SMITH AND JEFF SMITH AND CACKLE HATCHERY'S BOOTH AND DISPLAY AT A VENDORS EXPO, KANSAS CITY, MO.



# 2002

2002 - CACKLE HATCHERY USUALLY HAS AN ENTRY IN THE YEARLY LEBANON CHRISTMAS PARADE



2003



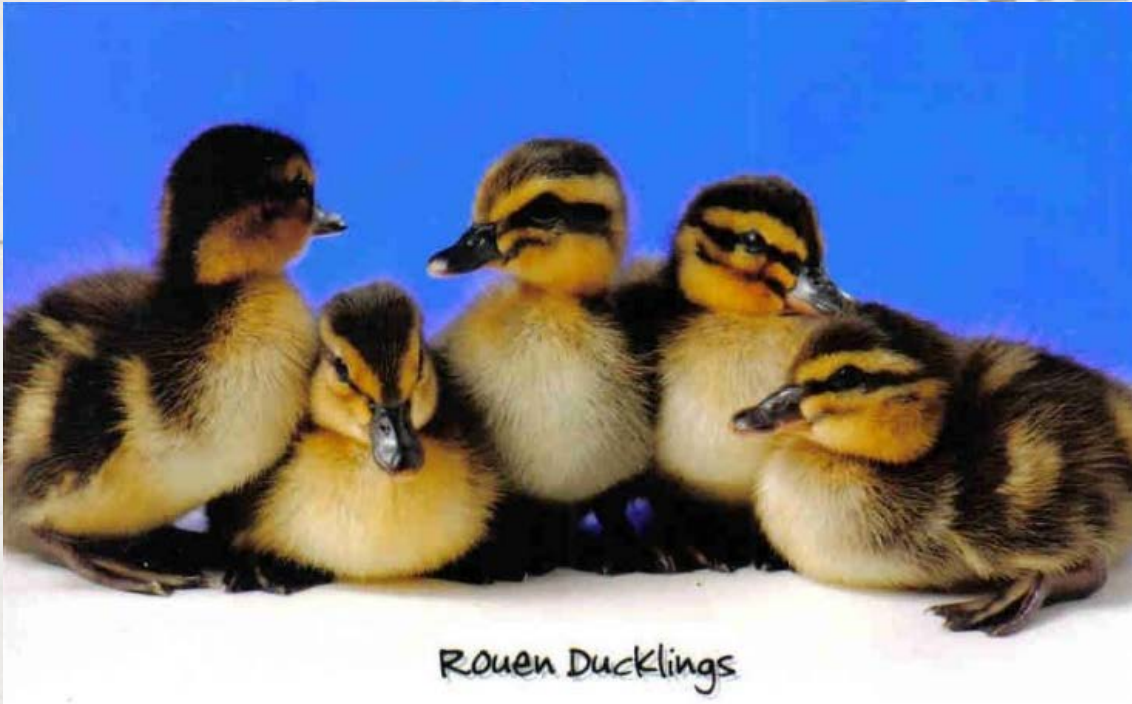
2003 - CLIFTON SMITH BUILDING AN INCUBATION RACK FOR HIS LATEST HOMEMADE INCUBATOR



2003 - CACKLE HATCHERY'S PHONE CALL CENTER BUSY ANSWERING QUESTIONS AND TAKING ORDERS



2004



2004 - ROUEN DUCKLINGS ARE JUST ONE OF OUR 193 VARIETIES WE HATCH AND SHIP

'Turken'  
Cackle Hatchery



2004 - "TURKEN" ARE JUST ONE OF MANY UNIQUE CHICKENS CACKLE HATCHERY BREEDS





## 2006

Cackle Hatchery's goal is to get vigorous healthy chicks to you, our customer. On hatch day, weather conditions are closely monitored so that we pack the shipment to ensure safe arrival through the United States Post Office right to your home. We currently ship over 150,000 birds weekly to all of our retail customers and wholesale feed stores customers throughout the United States.

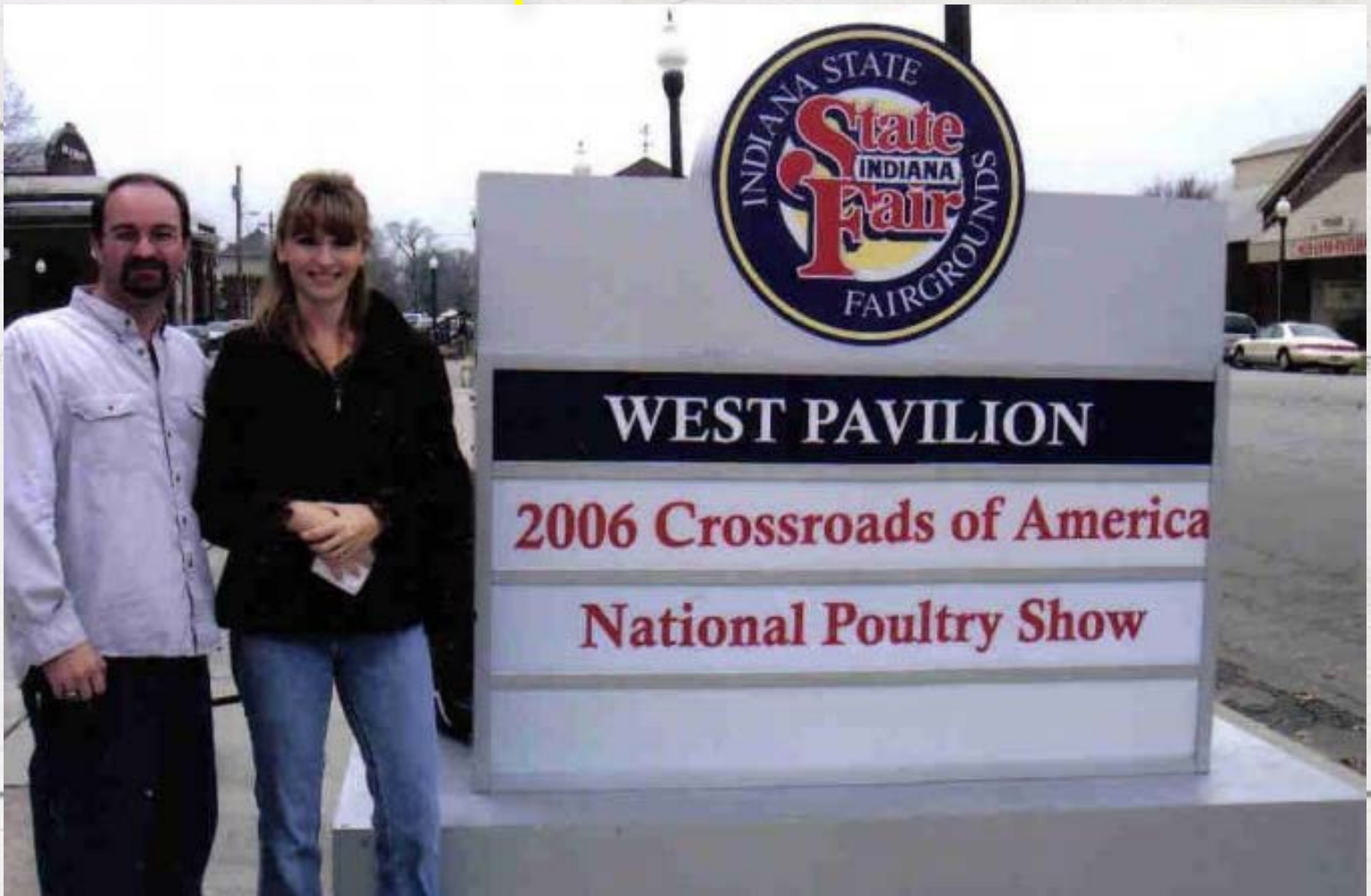


2006 - TIFFANY SMITH (4TH SMITH GENERATION) HOLDING A HANDFUL OF WHITE CHINESE GEESE



2006 - CALL CENTER AND WHOLESALE OFFICE DOWNTOWN LEBANON, MO. (8:00 AM TO 5:30 PM MONDAY - FRIDAY, 8:00 AM TO 3:00 PM SATURDAY)





2006 - Jeff and Edie Smith (3rd generation Smith's) visiting poultry breeders attending the "Crossroads of America National Poultry Show" at Indiana State Fair grounds.

## 2007



2007 - NANCY SMITH PRESENTS A 20 YEAR SERVICE AWARD TO LILAN PREUSCH "WHOLESALE OFFICE MANAGER"

Our breeder flocks are placed on flock owner farms throughout the surrounding area. Each flock owner specializes in chicks, waterfowl, bantams, turkeys, etc. Before hatching season, the flocks are blood tested and culled. Cackle hatchery's goal is to get vigorously healthy chicks to you, our customer. On hatch day, weather conditions are closely monitored so that we pack the shipment to ensure safe arrival through the United States post Office right to your home.

We currently ship over 100,000 birds weekly to all of our retail customers and wholesale feed stores customers throughout the United States right here from our 25,000 square foot hatchery facility in Missouri.





2007 - NANCY SMITH PRESENTS A 20 YEAR SERVICE AWARD TO LISA RANDELL "EGG AND FLOCK MANAGER"



2007 - CLIFTON AND NANCY SMITH PRESENT MIKE AND KAREN WITH SERVICE AWARDS



2007 - CACKLE HATCHERY STAFF







2007 - JEFF SMITH'S PRESENTATION TO SCHOOL CLASS ON THE LIFE CYCLE OF CHICKENS, DUCKS AND GESE



2007 - Jeff Smith dressed up in the Cackle Hatchery Rooster costume for the Christmas Parade of Lebanon, MO.



## 2008

2008 - CACKLE HATCHERY EMPLOYEE STAFF





2008 - JEFF, CLIFTON, NANCY, AND EDIE SMITH



## 2009

2009 Nathaniel Smith, Age 8  
(4th generation Smith) holding  
a Black Breasted Red Phoenix  
Hen purchased from Cy Hyde.

2009 - Jeff Smith and father,  
Clifton Smith, ready to  
assemble new incubators  
and hatchers for larger  
capacity for 2010.







On June 6th, 2009 Clifton and Nancy Smith celebrate their 50th Wedding Anniversary and 45th year as the 2nd Smith generation operating the Cackle Hatchery.

## 2010



CACKLE HATCHERY EMPLOYEES, 2010



**2011**

*OLD STORE FRONT, 2011*



**2012**

*NEW CALL CENTER AND STORE FRONT, 2012*



*CAKCLE HATCHERY'S NEW  
EGG STORAGE BUILDING, 2012*



*CAKCLE HATCHERY'S NEW INCUBATOR BUILDING*







CAKLE HATCHERY'S NEW WHOLESALE BUILDING, 2012



CAKLE HATCHERY'S VAN, 2011/2012



NEW CALL CENTER, 2012



NEW STORE FRONT, 2012





OPEN HOUSE CACKLE HATCHERY, 2012 (IN NEW STORE FRONT)



The Cackle Hatchery was awarded the Large Business Image Award. Pictured from left, are Cackle Hatchery owners Jeff, Clifton, and Nancy Smith and Chamber President Byron Dudley.



LARRY THE CABLE GUY WITH CACKLE HATCHERY OWNERS JEFF SMITH, LEFT, AND NANCY SMITH AND CLIFTON SMITH





CACKLE HATCHERY EMPLOYEES, 2012



2012 - Cackle Hatchery billboard along I-44 highway Lebanon Missouri. Fourth generation Tiffany Smith standing under the sign.