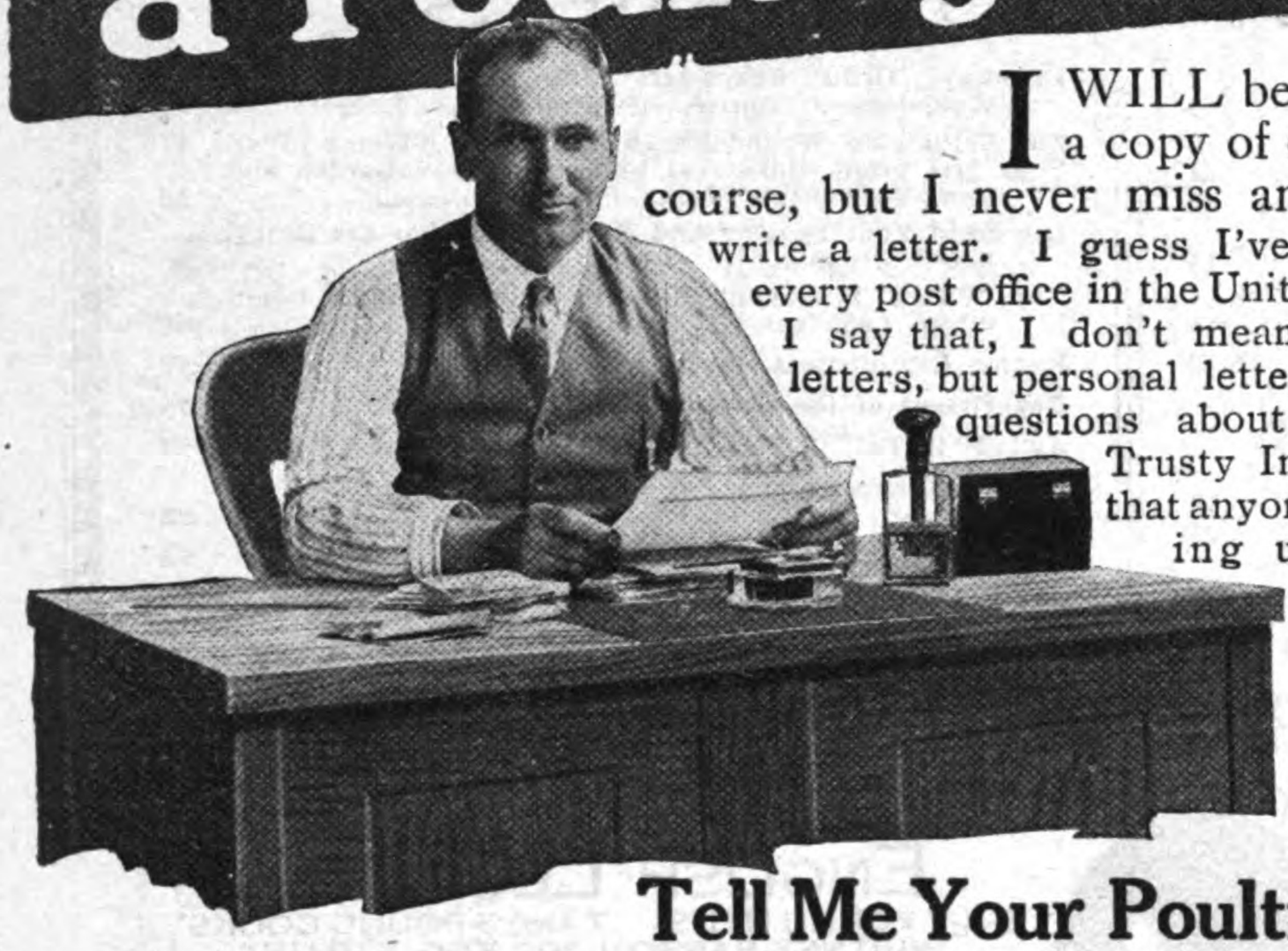
Let Me Write You a Poultry Letter



I WILL be glad to mail you a copy of our catalogue, of course, but I never miss an opportunity to write a letter. I guess I've written letters to every post office in the United States, and when I say that, I don't mean ready-made form letters, but personal letters answering some questions about poultry and Old Trusty Incubators. I figure that anyone interested in writing us should have a personal answer to their questions, just as if they called at our office.

So I say

Tell Me Your Poultry Troubles

and see if I haven't got the answer for them. Having had 27 years of experience with poultry, one is naturally expected to know something about the business. I think we come nearer to being poultry raisers' headquarters than any other concern. We have dealt with more customers. We have built up the largest exclusive incubator and brooder factory in the world. We built our business from the ground up. And have never got the bug to get rich quick in making prices.

Being in a small town, maybe we do things differently than other manufacturers. We train our own workers, write and print our own catalogs, exchange experiences with customers and make poultry raising a part of our lives as well as manufacture incubators and brooders.

Send and Get My New Book About Poultry

I set out this year to get up the best book for poultry raisers that could possibly be printed. I think I have fulfilled the job, but am willing for you to be the judge.

This is a 72-page book, size 9x12 inches, and has 301 different headings on raising poultry for profit. Send for a copy.

Get My Freight Prepaid Price On Old Trusty

800,000 customers say you cannot beat Old Trusty construction. I'd sooner build and sell ten good incubators than turn out a thousand poor ones, but I am making a price this year on a quantity production that I am sure will get your order. But our book tells all about it and what you don't find in the book I would be glad to tell you in a letter. Send me your name and address today, please. Yours truly, HARRY JOHNSON,
"The Incubator Man"

M. M. JOHNSON COMPANY, Clay Center, Neb.

M. M. Johnson, Inventor of Old Trusty

We build Old Trusty in handy home sizes, with or without the metal cover, Pure California Redwood construction, covered top, bottom and four sides with heavy galvanized metal. Pure copper hot-water heating system with a drawer-shape fuel tank big enough to hold 6 quarts of oil. Saves refilling so often. Thermometer fastened right on to the front door of the machine. Saves time and stooping. Why do 800,000 customers boost for Old Trusty? Old Trusty pure quality construction is the answer.

Old Trusty
Incubators and Brooders

Ask Your Questions On This Coupon

- ☐ How can I keep hens alaying in winter?
- ☐ How can I pick the money makers in a flock of pullets?
- ☐ How can I make poultry raising a business?
- ☐ Why is poultry profitable in all parts of the country?
- ☐ How can I get a low cost feed ration?
- ☐ How can I make eggs substitute meat?
- ☐ How can I get children interested in poultry?
- ☐ What's the best size incubator to buy?
- ☐ What's the best way to save chicks?
- ☐ Why do early hatches make the most money?
- ☐ How can I make big hatches successfully in coldest weather?
- ☐ How can I make poultry pay family meat and grocery bills?
- ☐ Why does it cost less to produce a pound of poultry than a pound of pork or beef?
- ☐ How can I build up a good trade with city customers?
- ☐ How can I make an inexpensive poultry house?

If you don't see the questions you want answered above, tell us and I shall be glad to write you personally.

HARRY JOHNSON,
"The Incubator Man"

M. M. JOHNSON CO.
Clay Center, Neb.

Sign your name below and we shall mail our new book free.

Name _____

_____

Address _____

_____

_____

Farm Flock
or
Home Flock

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