

# Old Trusty Incubators



H. H. Johnson

## Brought Success and Profits To 650,000 Poultry Raisers

READER, if *profits* can interest you I want you to get in touch with us. I want to tell you how and why Old Trusty has brought success and profits to so many thousands of people, and to outline to you the *Johnson Plan* of raising chickens, ducks, turkeys or geese on a *money-making* scale. I want to give you the same plans and ideas that started our customers from coast to coast doubling up their poultry incomes.

Maybe you have never given chickens much thought. Do you know that chickens can return more *actual cash* for the little attention you give them than pork, beef or mutton? On some farms Old Trusty has made the poultry *pay all the bills and more*. A mainstay income so to speak. Profits in other lines are saved—or put into the bank or into improvements or luxuries that were not possible before. Let me tell you of homes where this has worked out. But, whether you go into poultry raising for all there's in it, or just let it bring a few extra dollars now and then, it will pay you to get the Johnson plan.

### Write Today for This New 136-Page Book—Full of the Ideas That Started Others Making Poultry Incomes **FREE**

There will be no obligation whatever. The book is free. I just want you to know what we have done in starting others, and what we can do for you too if you want to make more money than you are making now.

There's no experiment about it—no lessons to learn—no big investment made—you do not drop any of your present work—and it's not even necessary to have had previous experience, for *Old Trusty brings all the experience that's needed*. Anyone can operate it—even the most inexperienced have made big hatches with

it right from the start. When you think of the fact that this incubator is used by *hundreds of thousands* more people than those who use any other, you must admit that it has made a *big success*. It leaves no doubt as to the *best* incubator. One thing about Old Trusty is that profits are *sure* if you do your part.

It can turn out record-making hatches for you at any time of the year. In coldest January or February as easy as in warm May or June.

### Make Winter Hatches for Big Profits

It's the cold weather hatches that give you the big profits in chickens to sell in July and August or laying pullets in the fall and winter months when egg prices are highest. You need Old Trusty for this work. Here and there you may find an incubator that can make cold weather hatches, but remember, you are asked a high price for it. Old Trusty gives you top-notch construction at the bottom price because it's built in the largest exclusive incubator and brooder factory in the world. We make its parts in lots of tens of thousands. We have the most modern labor and cost saving equipment. We have no "big guns" drawing fat salaries and adding to our overhead cost. Therefore we are in a position to give you the biggest value for the least money. That's Old Trusty.

Practically speaking, there's no wear out to Old Trusty. One customer, Mr. S. W. Warren, at Tryon, Neb., bought an Old Trusty of us twelve years ago. A few weeks ago he wrote that it's

still giving good service. That gives Old Trusty a pretty low cost per year, don't you think? And figuring that Old Trusty generally pays back its cost with the first hatch, what could be a better investment? But I am not going to urge you to buy an Old Trusty. What I want you to do is to send for our book and then arrange your plans accordingly. In this book we give you the facts on the raising of poultry as we found from actual experience. You'll find no fancy advertising language in it and nothing drawn from the imagination. It's just a home-made book gotten up by ourselves here in our own printing shop in Clay Center, but it's crammed full of sane *money-making* ideas from cover to cover.

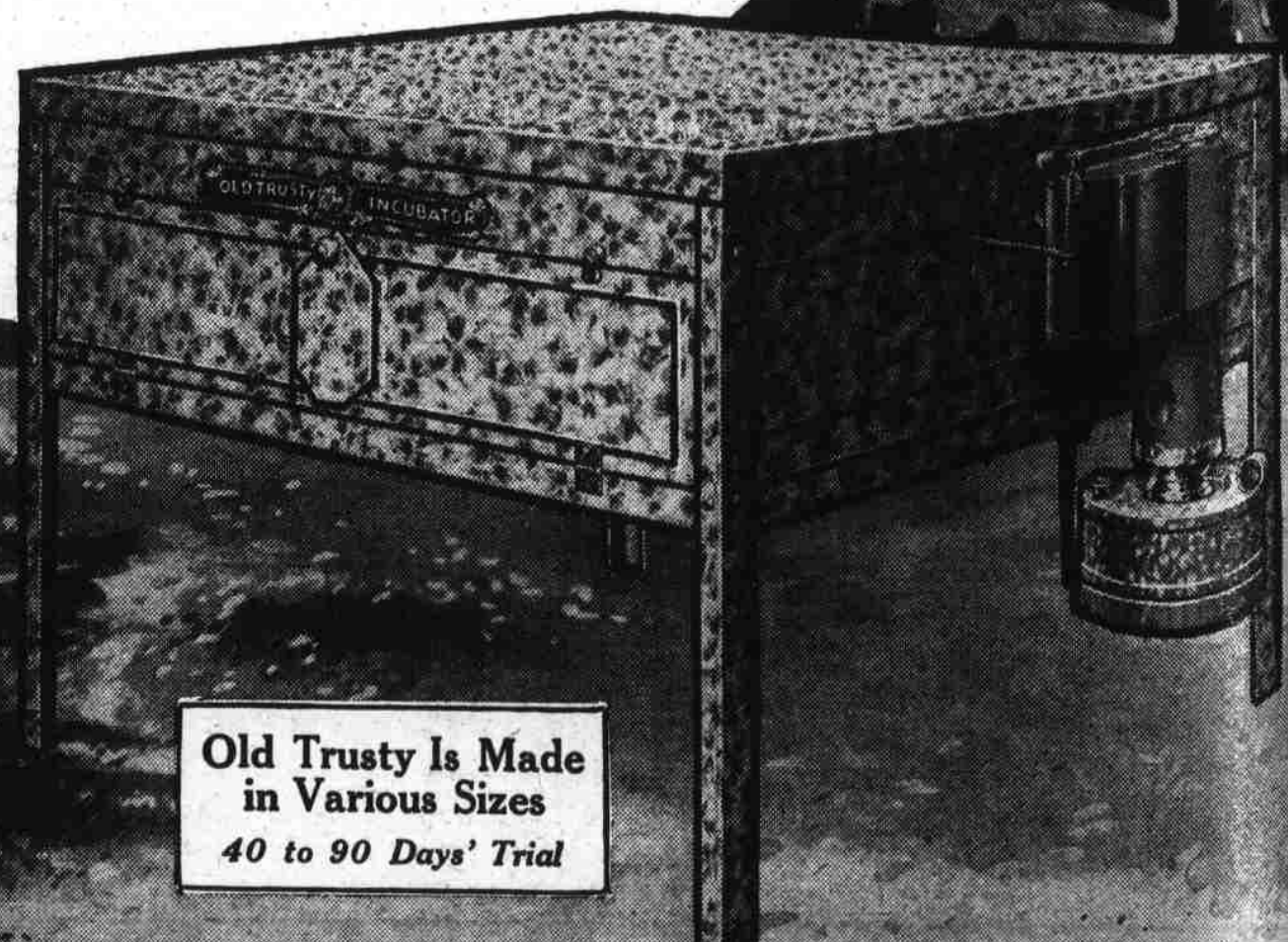
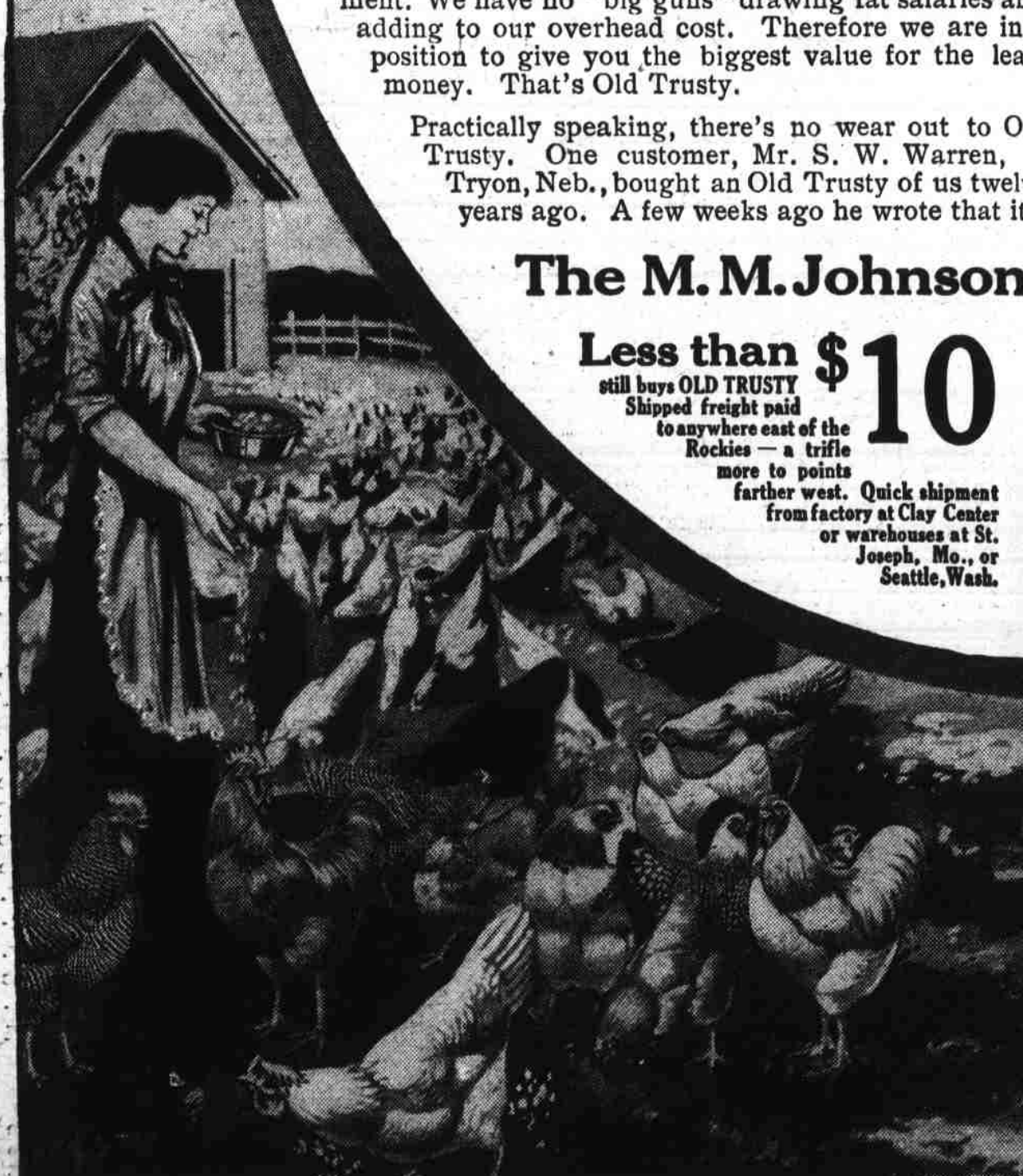
**Send for it today** then you're in line for another income. Write your name on a postal or send a letter, as you prefer. But mail it today. Yours truly,  
H. H. JOHNSON

### The M. M. Johnson Co., Clay Center, Neb.

Less than \$10  
still buys OLD TRUSTY  
Shipped freight paid  
to anywhere east of the  
Rockies — a trifle  
more to points  
farther west. Quick shipment  
from factory at Clay Center  
or warehouses at St.  
Joseph, Mo., or  
Seattle, Wash.



M. M. Johnson  
An Engineer and  
a Poultry Raiser.  
Inventor of Old  
Trusty and Founder  
of the Largest In-  
cubator Business in  
the World.



Old Trusty Is Made  
in Various Sizes  
40 to 90 Days' Trial