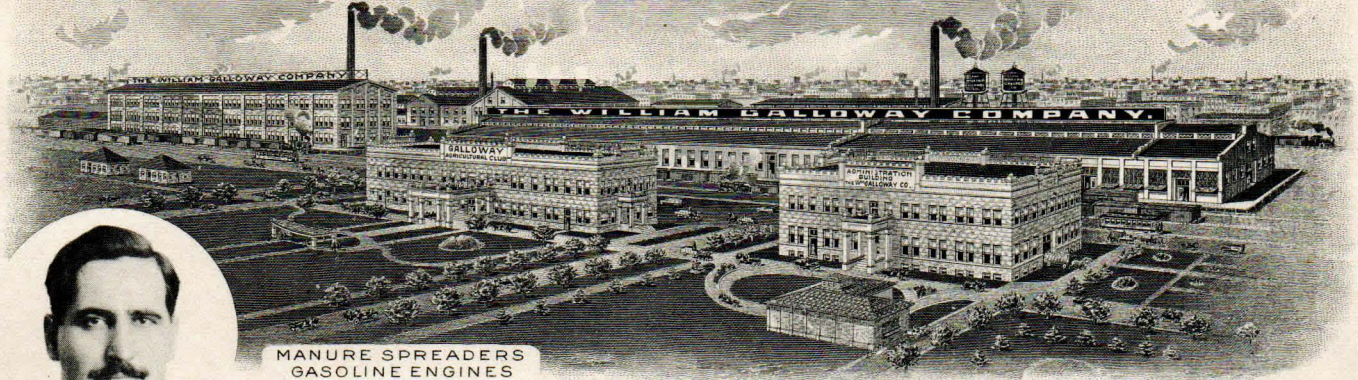


THE WILLIAM GALLOWAY COMPANY

OF AMERICA



MANURE SPREADERS
GASOLINE ENGINES
CREAM SEPARATORS
AGRICULTURAL IMPLEMENTS
GENERAL MERCHANDISE

DIRECT FROM FACTORY TO USER

CODES: A. B. C. 5TH ED. LIEBERS & WESTERN UNION
CABLE ADDRESS: "GALLOWAY"

WHOLESALE MANUFACTURERS OF

THE GREAT GALLOWAY LINE

WATERLOO, IOWA, U.S.A.

1/30/13

OUR GUARANTEE

UNCONDITIONAL SATISFACTION
OR MONEY AND FREIGHT
BOTH WAYS REFUNDED

Dear Mr. Geogn:

I am feeling fine this morning.

How are you?

I guess I will have to write you again this morning.

I am writing you to-day because I never get tired writing
on this gasoline engine subject.

I'm going to write you about "Then and Now on my father's
farm."

You see I was raised on a farm in Tama County, Iowa.
There were four of us boys and in spite of the fact that we were
kept hustling, and had lots to do and every one of us was busy
all the time, yet there were hundreds of things that never were
finished.

I cannot help but think back to the days when I used
to have to turn the old pony corn sheller by hand, to get enough
shelled corn to fill up three-quarters of a barrel to make soaked
corn for the pigs. It used to make me sweat to turn that old
pony corn sheller and it was hard work too.

Then in the winter time two of us boys ran a buck saw
apiece while the other brothers split wood.

If there was anything I did hate to do on the farm it
was saw wood with a buck saw. I hated the looks of the wood pile.
I used to say that I would far rather haul manure with a pitch
fork than saw wood with a buck saw.

Then again my brother, Jim, and I had to pump water by
hand from a ten foot well in the slough all winter and summer long
for about seventy head of cattle.

You know sometimes in those days I must admit that the
farm almost lost its charm for me.

It was when I pumped the water that I invented a wind-
mill made out of a rake wheel and some machinery taken from an old
Osborn self binder, and this windmill did not do so bad either.
It pumped all the water for three years until we put in a deep
well and afterwards put up a regular standard windmill, but which
has since been substituted by a 5 H.P. gasoline engine, as the
trees grew so tall the windmill did not work half the time. As a

#2.

matter of fact a windmill won't work half the time when you want it most.

I was down to the old farm New Year's, (my father still lives on the old place, although he has the farm rented), and I could not help but notice the difference between then and now,--when I was there on the farm, and that very same farm now.

I said to my father's renters, "Boys, come out and let's start up that gasoline engine. I would like to see it shell corn and turn the cream separator," and out we went.

Nick started up the engine and I filled the corn sheller box chuck full of corn. Away she went and I commenced to shove in the ears. I want to tell you it just made me feel at the time as though I would like to write every farmer in the United States a personal letter and tell him the difference between THEN and NOW on my father's farm.

And the fellows who run my father's farm are renters at that.

Why shouldn't they own a good 5 H.P. engine?

They should, because it is just as handy as a good hired man and in many cases better than a great many hired men.

You can start it up any old time; run it day and night, winter or summer, if you want to and it never gets tired.

Nick, my father's renter, with this 5 H.P. portable engine (as this is the kind he has, so he can use it at different jobs) can do more work alone around the farm than he could if he had two hired men at his elbows all the time.

Don't forget this.

And here's another thing.

Get a Genuine Galloway 5 H.P. engine for your boys to run. It will give them inspiration; it will give them a love and charm for the farm, because instead of having to be the slave, the engine is the slave and they run the slave.

This is an honest, absolute fact. Too many boys are compelled to do too much heavy and tiresome work on the farm, where if they had more brain work to do and less down right drudgery they would stay at home.

Well, I stayed right by that old corn sheller that day. We shelled bushel after bushel and I tell you it was a pleasure to me. It was just as much pleasure to me as if I had been playing a game of "hide and go seek" when I was a boy.

If you could just see the different things that this man on my father's farm put this engine to, you would go right down into your barn, pick out your poorest horse, take him to a public auction some place, sell him and then take the proceeds and send in for one of my Genuine Galloway 5 H.P. engines--an engine that is good for twenty-five years' service--an engine that will work day and night early and late without batting an eye--an engine that will run as cool as a cucumber in the hottest weather, one that won't freeze up in the coldest weather, and do work that makes you and the boys feel like throwing up your hats and saying, "Hurrah for the Galloway."

Let me sell you one of these metal hired men.

It's brain work now days that counts on the farm.

Just think of it!

You can pump water with this engine--barrels of it; shell corn,--bushel baskets of it in a few minutes, saw wood,--cords of it in a day;--a whole willow hedge, if necessary; grind

#3.

feed,--by the sackful or wagon load with such ease that it's fun; haul it up to the house or woodshed and let it do all of the washing before nine o'clock, without your wife having to make a stroke of the washing machine; do your hoisting of all kinds,--hay in the barn,--or even take off your hay rack or wagon box by simply having what is called a brake hoist which is inexpensive and easy to make yourself; run your grindstone, and sharpen a half dozen six or eight foot mower sickles before breakfast; run your cream separator, sprayer, churn and a dozen different things.

About all I can remember when I was on the farm was these odd jobs I had to do that almost turned me against it.

I remember I use to have to stand and turn the grindstone for one solid hour in the shade of an old maple tree, but in spite of the shade I used to stand there and sweat and my arms used to ache until I almost thought I could not stand it any longer, and I almost think it was some of these things that got me off of the farm temporarily.

I know one thing, in our farm operation now we have a gasoline engine and all these jobs are done with ease, instead of drudgery.

What's the use of drudgery, you gain nothing by it.

Here's what I would like to do.

I would like to send you one of my 5 H.P. Genuine Galloway Gasoline Engines. This is just the right size. Of course, if you have heavy work, buy heavier size, but certainly you do not want a smaller size, as there are plenty of jobs of all kinds on the average farm to warrants the use of exactly this size engine.

Don't you for a minute consider buying a 1, 2, or 3 H.P. engine. You'll regret it. You can't tell how much power you may be needing. Why not get an engine at the start that will surely take care of any new machinery you may add to your power equipment.

Take my advice on this point, because it costs no more to operate this size, you have the surplus power when you need it, and you certainly will need it at times.

Why not make up your mind to try one of these engines, and have a little power house of your own? If anybody in the world needs power it is the farmer. You have it to pull your plows, your binders, and your wagons. Why not have it to do the most important things on the farm,--to do the things on the farm that count for the most and save you and make you the most money?

It's the by-products that count on the farm.

What I mean by that is, proper attention to the dozens of different little things that are never done. Such as grinding feed, shelling corn, sawing wood, spraying, and all these things.

Just think of the money that is lost every year on the farm because many of these things are seriously neglected.

Now I am not going to make this a long letter, but just a personal letter to you asking you how you stand on this gasoline engine proposition.

There is no engine made to-day of a similar horse power that begins to equal the Galloway for simplicity, handiness, and all around good features, at any price. It's cheap,--away down below what the average engine not as good, sells for.

I guarantee it.

I leave it to you to be the judge after giving it a

#4.

trial. I put it entirely up to you and nobody else.

Now why can't I count on your order for a trial, at least.

I know that if you'll try it you'll keep it, because you simply can't do without it on your farm. It saves money and makes money for you.

The interest on the price of this engine a year is less than the ordinary hired man eats in two weeks.

It will do more odd jobs around the house than any two hired men, so what's the use of being without one?

You think nothing of paying a hired man \$30 or \$40, and the interest on a Galloway engine would cost you less than half that much for a year, and it would be willing and ready to work any old time, day or night, winter or summer, rain or shine.

I think you see the point.

Why not sell something you already have on your place that is not bringing you the revenue it should and take the money and put it into a gasoline engine?

It will pay you.

And when I say this I say it from actual, personal experience, first without a gasoline engine on the farm, and second, after having one on the farm.

And don't forget this, the quality is there in the Galloway.

Don't let some commission grasping agent or dealer make you think otherwise. I find from letters I have received from some of my customers that these fellows will say anything to win their point.

Don't let them fool you. They can't offer you a value like the Galloway, and that's the reason they are talking so much, because it is you absolutely who is to be the judge and no other body.

I am going to look for a reply from you not later than next week, whether you buy an engine or not, and I hope your reply will be instructing me to enter your order for one of my Genuine Galloway Gasoline Engines.

Remember the trial is what decides whether you keep it. Let me hear from you.

WG-65

Your friend at Waterloo,

Wm. Galloway

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the average farm to warrant the use of exactly this size engine.

engine. You'll regret it. You can't tell how much power you

R. L. G. 11/23/21

Take my advice on this point, because it costs no more to generate this sales, you have the surplus power when you need it.

you certainly will need it at times.

binders, and your wagons. Why not have it to do the most impor-