

RAISE DUCKS FOR US.
 BIG PROFITS EASY TO RAISE
 FAMOUS WAUKESHA INDIAN RUNNER
 We supply Stock and
 Buy Ducks You Raise.
 Hotels, Clubs & Restaurants
 Need Thousands.
 Send 25¢ for Booklet on
 How To Make \$2000 A Year.
 WAUKESHA DUCK FARMS.
 WAUKESHA, WISCONSIN.

The Famous

WAUKESHA DUCK FARMS

Largest Breeders and Distributors of Indian Runner Ducks

WAUKESHA, WISCONSIN

Aug 29th 1930.

C.M.Santander Mgr
 Granja Avicola Santa Barbara.Mex.

My Dear Sirs-,

Your order and letters recieved, and contents carefully noted as to just what you wish in ducks and wish to state that the Waukesha breed of Pure White Indian ducks are bred from carefully selected stock, They are not mixed and all are pure white.

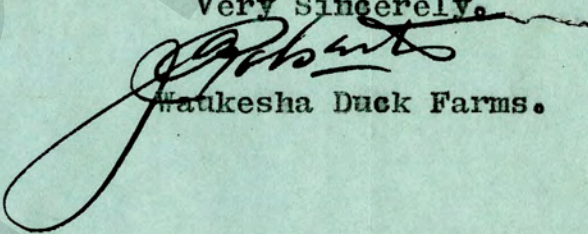
We have made special prices so as to increase the production of White Indian Runner Ducks for they are the worlds greatest laying fowl.

Our Birds are six months old that we ship, and as old stock is so hard to get we will have to hold our older ducks to produce eggs for this winter and spring.

We can send you ducks unrelated, as per your letter, and I am sure that we can ship them so they will reach you in good condition.

Assuring you we shall be glad to co-operate with you to the fullest extend.

Very Sincerely,


 Waukesha Duck Farms.

RAISE DUCKS FOR US.
BIG PROFITS EASY TO RAISE
FAMOUS WAUKESHA INDIAN RUNNER
We supply Stock and
Buy Ducks You Raise.
Hotels, Clubs & Restaurants
Need Thousands.
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WAUKESHA, WISCONSIN.

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WAUKESHA DUCK FARMS

Largest Breeders and Distributors of Indian Runner Ducks

WAUKESHA, WISCONSIN

Sept 29th 1930.

C.M.Santander Mgr.
Ixtapaluca Edo, de Mexico Mex.

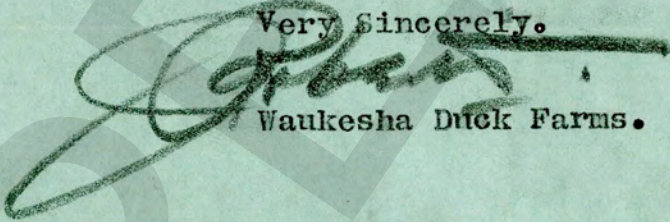
My Dear Mr Santander-,

Your letter of the 24th arrived today and I was just about to write you again for I was wondering why I did not hear from you, and as per my last letter to you we are shipping your ducks tomorrow, and we will see to it that they are properly crated and that plenty of feed will accompany them on the trip, and we sincerely hope that they will arrive in nice shape.

These are nice young ducks and they may look bad after a long trip but just feed them, and they will prove to you that they are surely bred to lay, and their eggs are a nice white large egg.

Please let us hear from you as to how they arrive and thanking you for your past co-operation.

Very Sincerely.


Waukesha Duck Farms.



THE STREBOR LABORATORIES

OCONOMOWOC, WISCONSIN

ing C.M. y Santander.
Mexico.

Jan 9th 1931.

Traducción

My Dear Mr Santander,

Thanks for your letter, I was sure glad to recieve it, and I am writting you a proposition that I am sure will be very profitiable to you.

There is no bird or fowl that has surpsared the Indian runner ducks for laying, they have laid an egg a year for the straight 365 days, and our ducks surely lay plenty and the eggs have been very fertile.

There must be something as to the feeding that cause your duck eggs not to be fertile, This is something hard for me to explain for, we have never heard of that trouble here in the United States, so it must be in feed, they recieve. Give them oyster shells, charcoal and salt, I am sure that will make them lay, and the eggs will be fertile.

We are inclosing you some litature and have plenty of same, and could send you all you wanted, but your people do not read english that well I persume, but circulars would surely sell your surplus ducks.

We have been in the Cavy buisness for twenty years and is our main buisness and I was wondering if you could not, promote the in dustry there in Mexico, we will furnish you with pamphlets, and are mail ing you under seperate cover our booklet and contract, and no doubt you have plenty of Hospitals and Government institutions that use cavies there and you perhaps can work up a large buisness, and we can price same to you reasonable at a dollar per head, and as they are very easy to raise, and eat but little, I am positive that Mexico is a great plact to raise them. We shipped a great many to Japan, as well as thousands of pigeons, and they have built up a large buisness on same.

Personally I am aquainted with many of the firms you represent on your letterhead, and also hope that we can be of assistance to each other in regard to marketing many itims, for we can secure almost anything you wish from the United States.

Would certainly like to take a trip to visit you somday, and try to figure with you as to an import and export buisness, and write me when you have time, for I am more than glad to hear from you.

Very Sincerely,

DR. J.A. Roberts.
Strebor Laboratories.
Oconomowoc-Wis.

*Por el momento
no tenemos
ningun interes en
dejar a cargo de
la cavia de
puerquitos por
quienes por
tener muchos
que hacer con
las gallinas
mas tarde que
sabe si
Dabe si
no tambien
esa rama
guys no
daria verlo
por aqui y
ya sabe que
nos tiene
sus ordenes para
el dia que haga
usted ese viaje que
desea hacer*

4
TRADUCCION.

THE STREBOR LABORATORIES.

OCONOMOWOC, WIS.

Enero 9^o 1932.

Ing. C. M. y Santander.
México.

Mi estimado señor Santander:

Gracias por su gerta, me ha sido sumamente grato recibirla y le estoy escribiendo sobre una proposición que estoy seguro le será muy ventajosa para Ud.

No hay ave que les hayagañado a los patos Indian Runner en postura, han puesto huevo cada año (?) durante los 365 días del año, y nuestros patos sí ponen bastante y los huevos han sido muy fértiles.

Debe haber algo con la alimentación que causa la infertilidad de los huevos de pato de Uds.. Esto es algo difícil para mí explicarlo ya que aquí en Estados Unidos nunca habíamos sabido de dificultades de ésta índole, de modo que esto debe radicarse en el alimento que los patos comen. Déles concha de estéril, carbón de leña y sal, estoy seguro esto los hará poner y los huevos serán fértiles.

Le adjuntamos una poca de literatura y tenemos bastante de la misma y podríamos mandarle toda la que quiera, pero su gente no lee inglés, a lo menos bastante para entenderla, pero circulares seguramente venderían sus patos sobrantes.

Hemos estado en el negocio de los puercos de Guinea durante veinte años y es nuestro negocio principal y me interesaría por saber si no podría Ud. promover ésta industria allá en México, nosotros le proveremos de folletos y le estamos remitiendo por separado nuestro catálogo y contrato, y sin duda tienen Uds. bastante Hospitales y Instituciones de Gobierno que usan los puercos de Guinea y tal vez podrá Ud. llegar a hacer un negocio en grande y nosotros podemos darselos a razón de 1 dólar por cabeza y cómo ellos son muy fáciles para criar y comen bien poco, estoy seguro que México es un lugar excelente para su cría. Hemos mandado muchos al Japón lo mismo que miles de pichones y ellos han hecho un negocio grandísimo del mismo.

Conozco personalmente a muchas de las casas que representan Uds. según el membrete de su carta y también espero que podemos sernos uno al otro ayuda en negociando varios artículos ya que podemos conseguir cualquier cosa que desee de Estados Unidos.

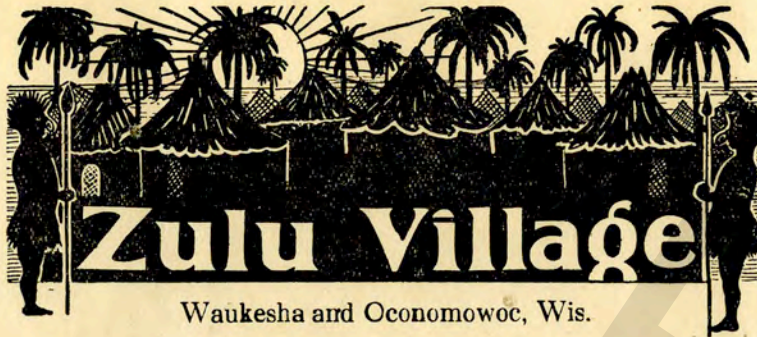
Quisiera hacer un viaje para visitarle un día y tratar de calcular junto con Ud. los negocios de exportación e importación y escribame cuando tiene tiempo, porque metes más que grato saber de Ud.

Muy sinceramente
Dr. J. A. Roberts (firmado)
Strebor Laboratories.
Oconomowoc, Wis.

TRAD. MEM ENE. 13, 1932.

WE BUILD LAKE LOG CABINS TO ORDER

Distributors of "The Dream Tourist Cabins"



Dec 5th 1931. Cold.

Mr C.M. Santander, Mgr.
Ixtapaluca-Edo. de Mexico, Mex.

My Dear Mr Santander.

If there is anything you would like in America as to animals or small game please let us know your wants for we handle a line of very fine cattle, horses, ponies, and large live stock as well as small, poultry and pet stock.

We will be only too glad to serve you, providing there is anything you wish, and we are anxious to hear how the Indian runner ducks, turned out that we sent you for they were from very good stock, but I imagine the long shipment they looked like hell.

Thanking you for your past kind co-operation, and would you please drop us a line.

Very Sincerely,

DR. J.A. Roberts.
Oconomowoc-Wis.



JACK ROBERTS

Estada Enero 7 1932

Los patos Indian
se les pidio
que hasta podriamos decir
El lote se pidio esa renision
de quedarnos con el. para un cliente.
y los patos como nosotros, hoy
locales especiales para ellos, pues
En los primeros meses criar
de un 95% de huevo infertil
muy debil 6 puede estar
remediamos esto? Por no tener
cales los tenemos todos en un
solo lote. Comen bastante y
verde, mais triturado y
ponen ni siquiera
como una mediana
gallina
delis ano.



DR. J. A. ROBERTS STOCK FARMS

BREEDERS AND DEALERS IN HIGH GRADE AND

Pure Bred Holstein Cattle and Jet Stock

OCONOMOWOC, WISCONSIN



MR. DAIRYMAN:

Did you ever stop to think that if every farmer in the United States had 40 head of milking cattle that they would still be short of dairy products in the various nations? Due to the fact that the war is over these various countries will need cattle of every breed to furnish the requirements of the dairy industry.

Cattle at the present time are very high in price and they will continue to go still higher when the exportation of cattle starts in the various countries.

We are at this time writing this little circular in order to impress you with the wonderful future that is to come in the dairy business. The United States are exceedingly short of dairy cattle and you will be well aware of this fact if you try to buy good dairy animals in your locality, and it does not matter where you live.

Our farms are located in Waukesha County, the greatest dairy center in the world. We have been shipping calves for several years and have thousands of satisfied customers, located in every state in the Union. It makes no difference where you live, you have, no doubt, seen our advertisement, \$25 Holsteins \$25. We have had a great deal to do in regard to building up the dairy industry in the United States.

The calves that we ship are from the very best individuals in the County and as you know Waukesha County has a great many cattle, therefore, a great many calves are born every year. These calves are what we call 15-16 pure bred, due to the fact that farmers in this locality years back had Registered cattle and failed to keep up the Registration papers on same. Most of these calves that we ship are off-springs of this very stock. They are nicely marked, mostly white in color, and five weeks old. They are from cows that are high-grade 15-16 pure bred that give from 60-72 lbs. of high-testing milk per day.

These calves are sired by Registered Bulls of high-production, such as Pontiac, Korndyke, De Kol and the various high-producing breeds.

With a little care, these calves will prove the very best of high-producing cows when they mature.

As you know it does not take very much feed to raise calves until they are two years old. Figuring on an average estimate we would say that it would cost about \$50, and this I am sure is putting it safe. Therefore at a cost of \$25. per calf and an additional cost of \$50 for the care and raising of the animal until it is two years old it will be at a cost to you of \$75.

At this time these two-year-old heifers should freshen and at this time you should begin to receive your profits. This stock, being such good stock as per our statements above, these animals will pay for themselves in a very short time.

As three-year-olds these animals should give close to 60 lbs. of high-testing milk per day and should you go out and try and buy animals at the present time that have the individuality of these animals you would have to give \$175 per head.

As I have said above cattle will continue to increase in price and the reason that we are getting these calves from the farmers is because they have a great many cows freshening all the time and as it would take a great deal of help to raise all these calves they have to dispose of them and we have contracts with them for the surplus stock and this is the reason that we are in a position to sell you stock of this quality at such a low price.

We receive in the mails, almost every day, letters and photographs of calves that we sold two or three years back, which are at the present time bringing in huge profits to their owners. If you have not the means to buy cows we would advise that you buy the calves and raise them and you will build up a herd in a very short time.

We have co-operated with a great many bankers in various localities and have furnished them with calves which they in turn put out to the boys, and you have heard of these Boy Calf Clubs. They put these calves out to the farmer boys at 6% bankable notes signed by their parents. These bankers state that they receive many letters from the boys expressing their appreciation of the efforts that these men have put forth for them and they are given a great deal of credit for building up the dairy industry in territories throughout the United States.

We are offering Registered Bulls, two months old, nicely marked, out of high-production Registered cows and Registered Bulls of the best production at \$70 per head, crated. Also we are offering high-grade two-year-old heifers, nicely marked, and the same breeding as the above, for \$150 per head, crated. They are due to freshen shortly.

We can furnish you with nice, big cows that are three to seven years old, that will give from 60-72 lbs. of high-testing milk per day for \$175 crated, and in car lots for \$165 per head.

These cows are close springers from one month to two months, and some are fresh.

We shall be very glad to do everything that we possibly can to co-operate with you and assist you in building up the dairy industry and we will assist you in getting stock that will return profits as large as you could expect.

We do not intend to cover everything in this circular, however, we have not mentioned our Registered Yearling Bulls, ready for service, or our six months old Bulls, nor our other Registered stock, but we can supply you with anything that you want in Holsteins.

Please feel free to write us at any time for that is what we are here for is to answer your letters.

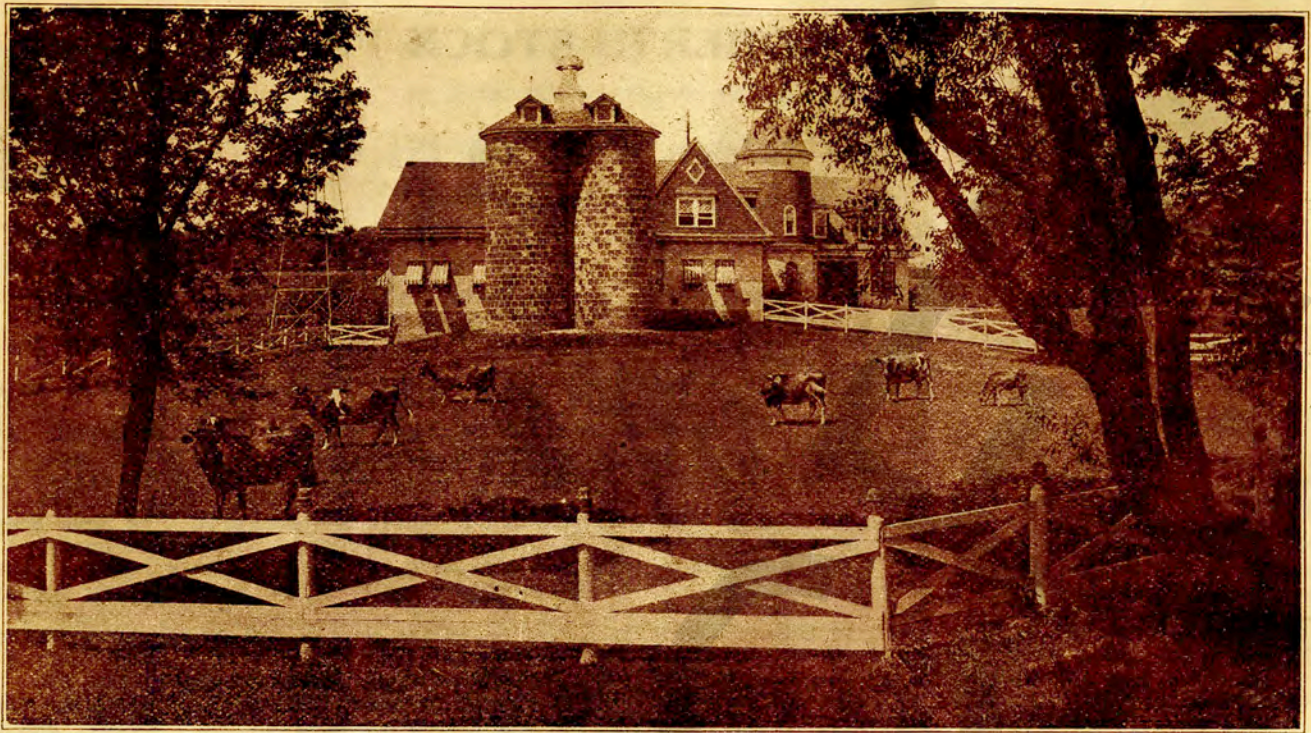
Hoping that when you are in need of stock that we will hear from you and with kind personal regards.

Yours for larger dairy profits,

DR. J. A. ROBERTS STOCK FARMS.

By





DR. J. A. ROBERTS, Cattle Expert

Weyauwega, Wis., Oct. 4th, 1917.

To Whom It May Concern:

In behalf of the Waupaca County Agricultural Association, I take great pleasure in recommending Mr. J. A. Roberts as a competent and painstaking judge of horses, cattle, hogs and sheep, and cheerfully recommend him for your consideration when you are selecting a judge for your fair.

Dr. Roberts judged the stock exhibited at the Waupaca County Fair in September, 1916, and gave such universal satisfaction that the exhibitors of the stock gave him a signed testimonial, signed by every exhibitor, of their appreciation of his work.

Dr. Roberts also judged the stock at the fair held in September, 1917, and that his work is entirely satisfactory is attested by the fact that Dr. Roberts has already been engaged to judge the stock to be exhibited at the 1918 fair of the Waupaca County Agricultural Association.

(Signed) The Waupaca Co. Agril. Assn.,
A. J. Rieck, Secretary.

Jefferson, Wis., Sept. 12th, 1916.

To Fair Secretaries:

This year we employed Mr. J. A. Roberts as one of the cattle judges. We were perfectly satisfied with his work and can recommend him to other fair associations.

Jefferson County Fair,
Jefferson County, Wisconsin,
R. B. Hellen, Secretary.

We Have Thousands of Letters Like This

FARMERS STATE BANK

Page, North Dakota, Nov. 1st, 1917.

Dr. J. A. Roberts, Oconomowoc, Wis.

Dear Sir: Just a few lines to say that the eighty two head of Holstein cows and calves, purchased thru you, arrived in first class shape and showed up well. In fact, there were some very large cows, and some very heavy milkers. Every one that has freshened so far has more than pleased the owner with the results at the pail, and they are all well pleased with them. Everything worked out satisfactory, except getting a photo on arrival here, it being so cold and stormy. I had to drop that part tho I wanted it to put up in the bank.

Yours very truly,

T. A. Thompson.

Elkhorn, Wis., March, 1918.

To Whom It May Concern:

I engaged Mr. J. A. Roberts 1917 to judge the horses and sheep at our fair. He gave the very best of satisfaction; there was not a single complaint by the exhibitors.

Anyone wishing a competent judge will make no mistake in securing him.

Samuel Mitchell, Secretary,
Walworth Co. Agril. Society,
Elkhorn, Wisconsin.

Merrill Wis., Oct. 11, 1916.

To Whom It May Concern:

This is to certify that Mr. J. A. Roberts, of Waukesha, Wisconsin, acted as judge of the stock at the Lincoln County Agricultural Exhibit in 1916. His work was so highly satisfactory that he was impressed into the service of judging nearly everything else on the grounds in the way of live stock and agricultural exhibits. His work was eminently satisfactory to the association and to the exhibitors. We cheerfully recommend him to anyone who desires a high class judge who acts promptly and advisedly in making his awards.

Respectfully,

A. H. Smith, Secretary.

Wausau, Wis., Oct. 11th, 1917.

This is to certify that Dr. J. A. Roberts acted as judge of dairy cattle at the Marathon County Fair, Wausau, Wisconsin, August 28-31, 1917.

We gladly recommend him to any fair association wanting a competent judge of dairy cattle. We have had only words of praise from the breeders. Our show of dairy cattle in all breeds is large and competition in all classes close yet his awards pleased all.

Marathon Co. Agril. Society,
J. D. Christie, Secretary.

Mr. Stockman:

Do you want HIGH-CLASS STOCK? It is our aim to satisfy every one of our customers by selling them stock of quality, individuality and conformation, at the very lowest price. We shall appreciate your reorders for stock at any time, and should you desire live stock of any certain breed, we shall be glad to locate same for you, including shipping, etc. We have a national reputation on live stock transactions, and hundreds of testimonials from stockmen to whom we have sold cattle.

Assuring you that we are in a better position to fill your wants than other parties,

Yours for better live stock,

\$25 HOLSTEINS \$25

We have thousands of satisfied customers and we want you as one. Buy the best. Five weeks old, 15-16 pure, \$25 crated. Express paid. Write us for anything in cattle.

Dr. J. A. Roberts Stock Farms, Oconomowoc, Wis.

ORDER BLANK

Contract Not Transferable or Subject to Countermand.

**Strebor Laboratories,
Waukesha, Wisconsin.**

Date _____

Gentlemen: Kindly ship me as soon as possible _____ Male, and _____ Female Cavies. Enclosed please find \$ _____ in payment for same and supplies marked on opposite side of this order blank.

It is understood and agreed that you will buy from me, and that I will sell to you, Guinea Pigs raised from the stock purchased from you or their descendants, and you will pay a price of not less than \$1.00 a pair (male and female) for same, the stock to be three months old or older delivered to Waukesha, Wis. It is understood that no agreement other than contained herein will be recognized and that this contract is for a period of one year, and may be renewed at its expiration by the Laboratories. Please send instructions and book on the care and raising of Cavies. Also notify me when shipment will arrive.

Send Your Dollar
Today
For Membership
in the
Western Cavy
Breeders'
Association

Name _____
(Write Plainly)

Street or R. F. D. _____

Town _____ State _____

Express office _____

Saw your ad in _____

In remitting, postoffice or express money orders or bank drafts are the safest and most convenient. Always register currency. If personal check is sent, it must be certified.

TEAR OFF AND KEEP THIS COUPON

Date _____



WAUKESHA, WISCONSIN

Members of

Western Cavy Breeders' Association

Our Agreement and Contract

Not Transferable or Subject to Countermand

Largest Breeders and Distributors of Cavies for Laboratory Purposes

First—We agree to ship you strong, vigorous Cavies that are well mated and of breeding age.

Second—It is understood and agreed that we will buy from you Guinea Pigs that you raise from the stock purchased from us, or their descendants, and that we will pay you not less than \$1.00 a pair (male and female) for same, stock to be three months old or older, delivered to Waukesha, Wis. It is understood that no other agreement other than contained herein will be recognized, that this contract is for a period of one year and may be renewed at its expiration by the Laboratories.

Third—We agree to give you all the assistance in our power to help you in the raising of Cavies, and will include with your first order a copy of the Care and Raising of Cavies and Instructions."

THE STREBOR LABORATORIES
WAUKESHA, WIS.

Tear off and mail with One Dollar and five names for the Big Cavy Book.

HOW TO GET OUR \$1.50 BIG CAVY BOOK FOR \$1.00

Our Big CAVY BOOK sells throughout the country at book stores for \$1.50, but we will sell you a copy for only One Dollar if you will assist us as told here. This is the greatest collection of information pertaining to cavies ever published, and written by many authorities who have spent years on the subject of Cavies. Tells you everything you would want to know, as well as photographs, etc.

If you will write the names and addresses of five of your friends whom you may think are or would be interested in the raising of Cavies in their back yards or otherwise, we will mail them our literature, and also send you our Big CAVY BOOK for One Dollar.

My Name is _____
(Write Plainly)

Street or R. F. D. _____ Town _____

State _____ Dated _____, 19 _____

CAVY SUPPLIES

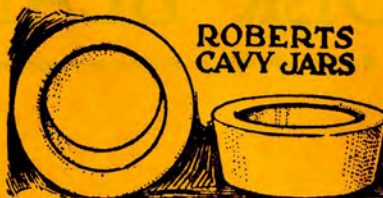
Order Your Supplies with Orders,
for You Will Surely Need Them.
Health Salt Spools, a Necessity
for Cavies



Cavies should have this salt, for it is pure and is composed of sulphur for laxative and gentian for stimulant and makes them grow fast.

ORDER SUPPLIES HERE

Hutch Cleaner \$1.00 \$
Cavy Jars 25c each \$
Salt Spools 10c each \$
Hutch Cards 5c each \$
Ear Tags 25 for 50c \$
Healthene \$1.00 pint \$
Disinfectene \$1.00 " \$
Sprayer 75c each \$
Ear Punch 50c each \$



REMARKS HERE

Price List of Guinea Pigs

Guaranteed Breeding Stock covered by our guarantee to you of a minimum price of \$1.00 per pair, delivered for stock three months old or older.

PRICE LIST

1 Male,	4 Females	\$ 15.00
2 Males,	8 Females	27.50
4 Males,	16 Females	52.00
8 Males,	32 Females	100.00
15 Males,	60 Females	168.75
20 Males,	80 Females	215.00
30 Males,	120 Females	315.00
40 Males,	160 Females	410.00
50 Males,	200 Females	500.00
80 Males,	320 Females	760.00
100 Males,	400 Females	925.00
200 Males,	800 Females	1,750.00

Write for prices on larger quantities. Stock sold according to price list only.

DO YOU

want to engage in a business that you will enjoy and can make as large as you wish? Do you know of any business that you can make big returns unless you invest a great amount of capital. Cavy raising does not require a big investment, and will pay better than any other live stock.

Cavies do not require expensive buildings to keep them in. Many raisers use dry goods boxes, and a piano box will house 15 males and 60 females nicely, and should you wish to put up buildings the same as many of our large raisers, it is well to let your profits build them for you, and a building 14 feet by 35 feet will house close to 2500 breeders.

Experience is not necessary to raise cavies, for they are practically immune from disease and for this reason the medical profession consider this animal more valuable than any other animal in the making of sérums.

THE FOLLOWING I BELIEVE WILL BE INTERESTED TO RECEIVE YOUR LITERATURE:—

PLEASE WRITE NAME AND ADDRESSES

1. Name
2. Name
3. Name
4. Name
5. Name

8

TRADUCCION :

ZULU VILLAGE,

Waukesha and Oconomowoc, Wis.,

Diciembre 5, 1931.

Sr. Ing. C. M. Santander, Gerente,
Ixtapaluca, Edo., de México, Méx.,

Mi querido Sr. Santander:-

Si hay alguna cosa que usted necesite de los Estados Unidos, en asunto de animales o caza pequeña sírvase participarnos sus necesidades, pues tenemos una línea de ganado muy fino, caballos, ponies y animales grandes también como chicos, gallinas y animales de lujo.

Tendremos mucho gusto de servir a usted, con tal que haya algo que usted desee, y tenemos deseos de saber como resultaron los patos Indios corredores que le mandamos porque estos procedían de muy buenos padres, pero me imagino que con tan largo viaje llegarían de latompada.

Muy agradecidos de su cooperación bondadosa anterior y no quiere usted escribirnos una línea?

Suyos sinceramente,

(Firmado) Br. J. A. Roberts,

Oconomowoc-Wis.

Trad: DTG



LARGEST DISTRIBUTORS OF CAVIES

THE STREBOR LABORATORIES

OCONOMOWOC, WISCONSIN

Traducción

my Dear Mr Santander.

Can you use some salt spools, they are for chickens, ducks, goats, rabbits sheep, goats calves, etc, they are medicated sulphur salt and will keep stock healthy and make them grow very fast.

Can price them to you at \$40 per 1000, they sell for ten cents each.

Sincerely,

DR. J. A. Roberts.

TRADUCCION

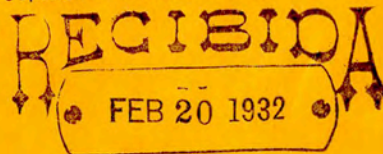
Mi estimado Sr. Santander:

Puede Ud. usar canillas de sal? Son para gallinas, patos, chivos, avejas, becerros etc. Son azufre medicinado y mantendrán los animales llenos de salud y los hará crecer rapidamente.

Puedo cotizarlos a razón de \$40.00 por 1000. Se venden a 100 c/u.

Sinceramente,
Dr. J. A. Roberts.

GRANJA AVICOLA SANTA BARBARA



Contestada *Feb-22-1932*

TRAD. MEM
FEB. 21, 1932.

10
Feb. 22, 1932.

Dr. J. A. Roberts,
The Strebor Laboratories,
Oconomowoc, Wis., U.S.A.

Dear Dr. Roberts:

In reference to your recent undated letter regarding the salt spools you refer to in the same, we beg you to inform that for the present we do not think introduce into our business this kind of medicine, but at any time we will think it convenient we will gladly get in touch with you.

Thanking you for the sample you enclosed, we are,

Yours respectfully,

GRANJA AVICOLA "SANTA BARBARA"

CMS/MEM

ORDER BLANK

Contract Not Transferable or Subject to Countermand.

**Strebtor Laboratories,
Waukesha, Wisconsin.**

Date _____

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Send Your Dollar
Today
For Membership
in the
Western Cavy
Breeders'
Association

Name _____
(Write Plainly)

Street or R. F. D. _____

Town _____ State _____

Express office _____

Saw your ad in _____

In remitting, postoffice or express money orders or bank drafts are the safest and most convenient. Always register currency. If personal check is sent, it must be certified.

TEAR OFF AND KEEP THIS COUPON

Date _____



WAUKESHA, WISCONSIN

Members of

Western Cavy Breeders' Association

Our Agreement and Contract

Not Transferable or Subject to Countermand

Largest Breeders and Distributors of Cavies for Laboratory Purposes

First—We agree to ship you strong, vigorous Cavies that are well mated and of breeding age.

Second—It is understood and agreed that we will buy from you Guinea Pigs that you raise from the stock purchased from us, or their descendants, and that we will pay you not less than \$1.00 a pair (male and female) for same, stock to be three months old or older, delivered to Waukesha, Wis. It is understood that no other agreement other than contained herein will be recognized, that this contract is for a period of one year and may be renewed at its expiration by the Laboratories.

Third—We agree to give you all the assistance in our power to help you in the raising of Cavies, and will include with your first order a copy of the Care and Raising of Cavies and Instructions."

THE STREBOR LABORATORIES

WAUKESHA, WIS.

Tear off and mail with One Dollar and five names for the Big Cavy Book.

HOW TO GET OUR \$1.50 BIG CAVY BOOK FOR \$1.00

Our Big CAVY BOOK sells throughout the country at book stores for \$1.50, but we will sell you a copy for only One Dollar if you will assist us as told here. This is the greatest collection of information pertaining to cavies ever published, and written by many authorities who have spent years on the subject of Cavies. Tells you everything you would want to know, as well as photographs, etc.

If you will write the names and addresses of five of your friends whom you may think are or would be interested in the raising of Cavies in their back yards or otherwise, we will mail them our literature, and also send you our Big CAVY BOOK for One Dollar.

My Name is _____
(Write Plainly)

Street or R. F. D. _____ Town _____

State _____ Dated _____, 19____

12
Jan. 16, 1932.

Dr. J. A. Roberts,
Strebor Laboratories,
Oconomowoc, Wis. U.S.A.

Dear Dr. Roberts:

We are in receipt of your letter of the 9th Inst. and we thank you for same.

Sorry to tell you that for the present it is quite impossible for us to introduce in our plant the cavy-raising, as we are overcrowded with work in our chicken-farm, but you never can tell, and some day we may get interested in this new line and make arrangements for the new industry.

We will be glad to see you here and in connection with your intended trip to this country we are pleased to offer us at your disposition.

We have the honor to be,

Very faithfully yours,

GRANJA AVICOLA "SANTA BARBARA"

C. M. y Santander

CMS/MEEM

13
January 1st, 1932.

Dr. J. A. Roberts,
Oconomowoc, Wis. U.S.A.

Dear Sir:

We are in receipt of your letter of the 5th and we thank you kindly for your inquiries in regard to the Indian Runners you shipped us in the past. They arrived here at that time in fine conditions and in comparison with other poultry shipments that we received in different times from the United States, this one was in in best conditions.

They were ordered by us properly for a customer without any intentions from our part to take them for ourselves, but as the customer backed out and didnot return for them we had to leave them for ourselves. Actually we have some 200 of them but they are not in the best conditions in account of the lack of proper locations for them, then we did not think before to occupy ourselves with the breedings of ducks.

In the begining the baby ducks were born in good conditions with fine results but right now we have at least 95% of the eggs infertile or with very weak embryos. Could you kindly tell us how to evold the infertility? We are obliged to have all of them together for the lack of adequate locals. They eat plenty of verdant, triturate corn, and flours. But as to eggs they dont lay even as a medium hen.

Hoping to hear from you soon and wishing you the best in the New Year that begins today, we remain,

Sincerely yours,

GRANJA AVICOLA "SANTA BARBARA"

Ing. C. M. y Santander

CMS/MEM

What Are Cavies?

Traducción
14

Cavies are small, but of great importance to us all,
Some people contract diseases and hear the death call.
Many have died in the past years whom we knew,
And you never can tell—the next may be you.

Many died because science at that time did not find
It could produce serums from cavies of every kind.
Many a soldier and person who live today
Owe their lives to the cavy in just this way.

Cavies have brought gladness to many a home,
In cases of sickness—not only alone,
But wealth they have brought to many breeders,
And they will do the same for you, my dear readers.

If you do not neglect them and will care for them well,
Then you will have numerous cavies to sell,
As they are easy to raise, the work not hard to do,
And a thousand breeding sows can be cared for by you.

Always select good stock when you start in to buy,
Then the offspring will be strong and will seldom die.
It pays any one when starting in to buy the best,
Because this class of stock will always stand the test.

No business in the world was built in one day,
But time, patience and persistence will pave the way.
Cavy raising I am sure you will enjoy,
And no matter how many, they never annoy.

Is not like raising poultry that you attend to a lot,
As you get up at night to see if the incubator is too hot,
For the days may be cold and the wind may blow,
But the cavies will bear young for a fact, you know.

Hens fail to lay if the weather is not right,
But the cavies will have their young, even at night.
The hen will earn one dollar in a year, perhaps two,
But figure for yourself what the cavy will do.

Get into a business that is young like this,
Then there will be no chance for you to miss.
You will share in the profits of the industry now,
And be selling your stock at \$5.00 per sow.

Join the Western Cavy Breeders' Association,
And they will give you all the necessary information
As to promoting the cavy industry in the United States,
Also the big shows held various places on certain dates.

THE STREBOR LABORATORIES,

Waukesha, Wis.

QUE SON COBAYOS?

Cobayos son pequeños, pero de mucha importancia para todos nos,
Algunas fenets contagian enfermedades y oyen la muerte llamarlos
Muchos murieron en años pasados mismos que conocinos nosotros,
Y vos nunca podéis saber - el proximo podéis ser vos.

Muchos murieron porque la ciencia en ése tiempo no ha descubierto
Que podía producir seuros de todavclase de cobayos.
Muchos soldados y personas que viven actualmente
Deben susvidas al cobayo en la misma forma exactamente.

Cobayos han traído agrado a muchos hogares,
En casos de enfermedad - no tan sólo,
Sino riqueza han traído a muchos criadores,
Y harán lo mismo para Vosotros mis queridos lectores.

Si Ud. no los descuida y los guardará bién,
Tendrá Ud. entonces muchos cobayos para vender,
Ya que son fáciles para oriar, el trabajo no difícil para hacer,
Y mil cobayos jóvenes pueden ser cuidados por Ud.

Siempre escoja buenos animales cuando comienza a comprar,
Entonces los descendientes serán fuertes y rara vez morirán,
Le conviene a cualquiera que principia a comprar lo mejor,
Porque esta clase de animales siempre pasarán por la prueba.

Ningún negocio en el mundo ha sido hecho en un sólo día,
Pero tiempo, paciencia y persistencia pavimentará el camino.
La crianza de Cobayos estoy seguro le gustará,
Y no importa su cantidad, ellos nunca desesperan.

No es como criar aves que tiene que atender mucho,
Y levantarse en la noche para ver si la incubadora es demasiado caliente
Porque los días pueden ser fríos y el viento puede soplar,
Pero los cobayos daránthijosjóvenes, es un hecho, Ud. lo sabe.

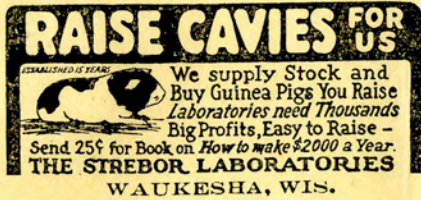
Gallinas dejan de poner si el tiempo no es adecaudo,
Pero los cobayos tendrán sus pequeños aún de noche,
La gallina ganará un peso al año, tal vezodos,
Pero imagínese tan sólo lo que el cobayo dará.

Empiece un negocio que es reciente como éste,
Entonces no habrán para Ud. oportunidades para desperdiciar.
Tomará Ud. parte de las utilidades de ésta industria ahora,
Y esté vendiendo sus animales a razón de \$5.00 por cabeza.

Entre en la Asosacion Occidental de Criadores de Cobayos,
Y ellos le darán toda la información necesaria,
Respecto a promover la industria de cobayos en Estados Unidos
También las exposiciones grandes en varias partes con ciertas fechas.

LOS LABORATORIOS TREBOR,

WAUKESHA, WIS.



THE STREBOR LABORATORIES

WAUKESHA, WISCONSIN

Traducción

Dear Friend:

We need more Cavy raisers, and thought that perhaps you can help us and also make it very profitable for you to act as our representative in your territory.

Confidentially we will allow you 20 per cent on all orders for Cavies you send us. We will mail you contracts and you can show your stock to your friends and prospects, and sign them up as our raisers and send us their order deducting your 20 per cent, which I am sure you will agree is a very attractive proposition.

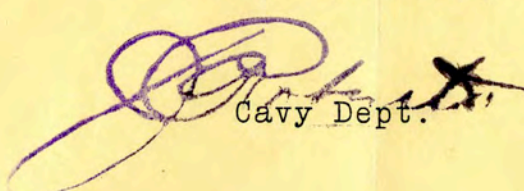
Assuring you that we shall appreciate whatever efforts you extend, and practically every person is a prospect for cavies, and nothing will pay them better than the raising of same.

Cavies are becoming greatly sought for, and never have they been as scarce as now, for many new serums are being put on the market for school children and also adults.

Never before have we ever offered a commission on securing new raisers, and perhaps this opportunity will not last more than a year, for at this time we are in desperate need of plenty of stock.

Write us for order blanks and anyway let us hear from you at an early date. We only want one representative in a county, and, will refer prospects to you, so as to see your stock, and you can make the sale, sending us their order.

Very sincerely,


Cavy Dept.

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LOS LABORATORIOS STREBOR.
WAUKESHA, WISCONSIN.

Estimado amigo:

Necesitamos más criadores del COBAYO y pensabamos que tal vez Ud. nos puede ayudar al mismo tiempo que hacerlo muy productivo para Ud. actuando como representante nuestro en su territorio.

Le admitiremos confidencialmente el 20% sobre todos los pedidos que sobre Cobayos nos mande. Le mandaremos contratos y Ud. puede mostrar su existencia a sus amigos y clientes futuros y hacerles firmar como nuestros criadores y mandarnos su pedido deduciendo el 20%, que estoy seguro admitirá Ud. es proposición muy atractiva.

Le aseguramos que apreciaremos cualquier esfuerzo que haga Ud. y practicamente cada persona es perspectiva para cliente de Cobayos y nada les pagara mejor que criarlos mismos.

Cobayos son demandados cada vez mas y nunca han sido tan escasos ~~xx~~ como ahora, pues nuevos sueros están puestos en el mercado para niños y también para ~~xx~~ adultos.

Nunca antes hemos ofrecido una comisión para buscar nuevos criaderos y tal vez esta oportunidad no durará más que un año, porque ahora estamos en desesperada necesidad de bastante existencia.

Pídanos esqueletos de pedidos y como quiera que sea comuníquese con nosotros tan luego que pueda. Queremos tan solo un representante en cada condado y le pasaremos las perspectivas, así ~~pa~~ como para ver su existencia de animales y Ud. puede hacer la venta mandandonos su pedido.

Muy sinceramente

J. A. Roberts

Dpto. de Cobayos.

TRAD. MEM.
ENE. 14, 1932.



The Famous

WAUKESHA DUCK FARMS

Largest Breeders and Distributors of Indian Runner Ducks

WAUKESHA, WISCONSIN

Traducción

My dear Friend:

Your inquiry as to our advertisement received and we are sorry to say that our supply of booklets is exhausted, but more are coming off the press soon and we will mail you one.

We have been rushed this year and we are making arrangements for a great fall, as the Hotels, Clubs and Restaurants are demanding Waukesha ducks, and we hope that you will enter your order for stock so that you can assist us in filling this great demand.

Our stock has been raised for years under the most careful supervision and has all the requirements as to egg and meat production.

Our stock weighs 4 lbs. in eight weeks if properly fed, and is the easiest of fowls to raise; being hardy they maintain something that other ducks do not. Just think of the nice juicy meat for a wonderful roast. We have a special formula for fattening ducks we receive from our raisers, and our canning process is known to none others than our company, and all these things combined make the Famous Waukesha Ducks the leaders in the duck world.

No living fowl today, chickens, turkeys, etc., have laid more eggs than the Indian Runner Ducks. This is something to think about, for many fowls have records, throughout the years, but the Indian Runner is king of all fowls.

Do you realize that they lay throughout the year and their eggs sell for ten cents per dozen more than chicken eggs, and are in great demand?

Indian Runner ducks do not eat a great deal of food and will produce more meat for what they eat than any other fowl, and they do not have any ailments such as gapes, coccidiosis, white diarrhea, etc., and a duckling hatched is a duckling raised. They require no roosts, no nests, no expensive housing, no scratching in gardens.

No fowl will fill the egg basket, on cheap food, as will the Runner, and the eggs will bring the highest of prices.

We specialize in our Famous ducks and do not handle any other poultry, and our advertising and trade name is copyrighted and trade-marked, so as to assure you a market that will bring you higher returns than any other line of poultry. We cooperate with our raisers to the fullest extent and our packing plant is waiting at all times for your shipments.

We need you, you need us, and we are positive that if you raise the Famous Waukesha Indian Runner Ducks for us that you will not regret it.

Very sincerely,

Robert
Waukesha Duck Farms.

19

TRADUCCION.

THE FAMOUS WAUKESHA DUCK FARMS. WAUKESHA, WISCONSIN.

Muy estimado amigo mío:

Recibimos su carta preguntandonos en coneccion con nuestro anuncio y sentimos manifestarle que nuestra existencia de folletos está agotada, pero más van a salir pronto de la imprenta y le mandaremos por Correo uno.

Hemos estado precipitados éste año y estamos haciendo preparaciones para una temporada enorme del otoño, ya que los hoteles, restaurants y clubs piden patos Waukesha y esperamos que Ud. mandará su pedido por existencia de modo que nos podrá Ud. ayudar en cubrir ésta demanda tan grande.

Nuestra existencia de aves ha sido criada durante años bajo la supervisión más cuidadosa y tiene todos los requisitos necesarios para una producción de huevo y carne.

Una ave de nuestras pesa 4 libras en ocho semana si está debidamente alimentada, y es la ave más fácil para criar; siendo algo endurecido mantienen algo que otras patos no lo tienen. Tan sólo imagínese la jugosa y agradable carne de un asado espléndido. Tenemos formula especial para engordar patos que recibimos de nuestros criadores y el procedimiento del envase no es conocido más que por nuestra compañía, y todos éstos detalles combinados hacen de los Famosos Patos Waukesha los primeros en el mundo de los patos.

Ninguna ave viviente hoy día, gallinas, guajolotes etc., ha puesto más huevos que los patos Indian Runner. Esto es algo que vale la pena de tomar en cuenta, porque muchas aves puedan tener campeonatos en el termino de años pero el Indian Runner es el rey de todas las aves.

Se da Ud. cuenta de que éstos patos ponen durante todo el año y que sus huevos se venden a razón de diez centavos más por docena que los huevos de gallina, y que tienen una demanda enorme?

Los patos Indian Runner no comen mucho y darán más carne que lo que comen que cualquier otra ave, y no padecen de sufrimientos como la abertura, la coccidiosis, la diarrea blanca etc. y patito incubado es patito criado. No necesitan de perchas, nidos, tampoco casetas costosas ni rascadera en los jardines.

Ninguna ave llenará el cesto de huevos, a base de alimento barato como lo hará si el pato Indian Runner, y los huevos traerán el más alto de los precios.

Nos especializamos en nuestros famosos patos y no manejamos otra clase de aves y nuestro anunciarse y marca registrada es patentado de modo que le asegura un mercado que le traerá ingresos más cuantiosos que lo podría traer cualquier otra clase de aves. Cooperamos con nuestros criadores en lo que sea posible y nuestra planta empacadora está esperando siempre a sus envíos.

Nosotros necesitamos de Ud., Ud. de nosotros, y estamos seguros que si Ud. cría los famosos Patos Waukesha Indian Runner para nosotros no tendrá porque arrepentirse.

Muy sinceramente

J. A. Roberts

WAUKESHA DUCK FARMS.