 OAr mid. Adarees,
TUE PATENT RECORD,
Battimore, mad



## AIRBANKS

GAS or GASOLINE
ENGINES.
There are many Gas and Casoline Engines and ONE "FAIRBANKS"

Some resemble it in construction, others in name UT THERE IS ONLY ONE

## FAIRBANKS ENGINE.

En,wes that excell in quality and moderate in cost
Horizonital three Vertical from on

THE FAIRBANKS COMPANY, 701-Arch St.,

Philadelphia
Charles L. Wing, Agen, Laporte.


Fine Printing wombiv ruaitn - WePrint To Please. $=$ Porct prestu

Let an EXPERT BUGGY MAKER Give you some INSIDE FACTS
Mr. F. L. Shaw, manager of our vehicle interests, bought wo buggies from the same house the
 Both buggies had exactly the same seat and back, same size body, same wheels, shafts and everything else, except that the higher priced one had 14 -oz. cloth trimmings instead of Keratol, found in the cheaper ; a

Read the difference-and learn how easily price can be raised without changing the grade, in a buggy SIDE BY SIDE:
Difference in Cost $\mathbf{\$ 3 . 8 0}$. Difference in Price to You $\mathbf{\$ 1 8 . 0 0}$.
What do they give for the
18.00 difference in pricel
18.00 difference in price?
The actual difference in cost, to the buggy maker, one buggy coats $\$$ you $\$ 18.0$ one buggy costs you
more than the other. Now, either the fictory making and selling these bug.
gies to the house Mr. Shaw gics to the house Mr. Shaw
bought from, was fooling the house, or the house was fooling you. In either case, you
were paying $\$ 18.00$ 83.80 worth.

We tell you these things because we believe in a square
deal! deal!
There isn't one purchaser of a buggy in a hundred-no, nor in


Montgomery Ward \& Co.,

