PAIRBANKS

GAS or GASOLINE

ENGINES.

here are many Gas and Gasoline Engines and ON

"FAIRBANKS"

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

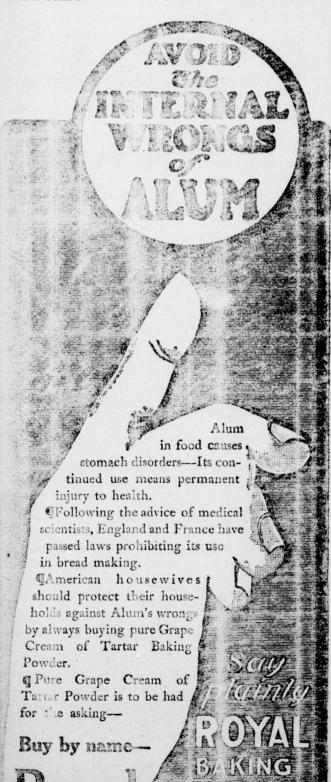
FAIRBANKS ENGINE.

Engines that excell in quality and moderate in cost theal from one to ten horse power. Porizontal three

THE FAIRBANKS COMPANY. Philadelphia DI Arch St.,

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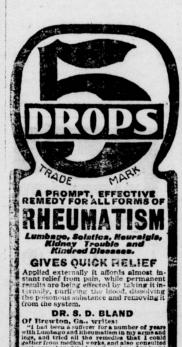






We Are The First

You Must Have



DR. C. L. GATES

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If The Duplex is the only phonograph that gives you all the sound with gets all the volume of music. This is because of its double vibrating diaphragms in the sound box, and the two horus to amplify the sound waves. All other phonographs, with one-sided diaphragm and a single horn, get only half the music. The Duplxe is like a perfectly formed athlete with both sides developed. Other phonographs are like the one-eyed, one-legged, one-lunged defectives sometimes seen—capable of doing something, it is true, but not the best. Don't allow anyone to persuade you to buy another make of phonograph until you have seat for and received

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which explains fully the superior qualities of the Dupiex. We are the only Company actually manufacturing phonographs and selling direct from factory to user. All other con-cerns are either jobbers and dealers who do not manufacture what they sell, or are manufacturers who do not sell direct to the user, but market their output through jobbers and dealers. Hence, we can and do

Save All The Dealers' 70% Profit for our customers. We are content with a fair manufacturer's profit. When you buy any other make you pay a profit to the manufacturer, a profit to the big jobber or distributor, and another profit to the dealer. We have no agents; but the Editor of this paper has made investigation and is satisfied that we give all our customers

THE SQUARE DEAL

Home Concert Collection which we sell on Easy Payments. It consists of the Duplex Phonograph with all the latest improvements—our mechanical feed which re-lieves the record of all the destructive work of propelling the reproducer (send by wice of needle minimum.)

DUPLEX PHONOGRAPH CO., 31 Rose St., Kalamazoo, Mich.

Note: - The undersigned has made careful investigation and finds that the Duplex Phonograph Company give their customers fair and honorable treatment, and advises readers of this paper to send for catalogue and further particulars. It costs nothing but a postage stamp or a postal card to try. If you do not wish to take the trouble to write, give me your name and address and I'll do the asking. And I'll see that you get a square deal Always mention this paper when you write.

> Cut off that cough with Jayne's Expectorant and prevent pneumonia,

> > bronchitis and consumption. The world's Standard Throat and Lung Medicine for 75 years.

Get it of your druggist and keep it always ready in the house.

Let an EXPERT BUGGY MAKER Give you some Mr. F. L. Shaw, manager

of our vehicle interests, bought

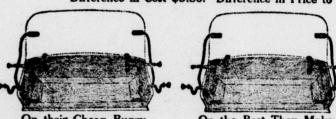
two buggies from the same house the other day. One cost \$18.00 more than the other. Then he took the buggies all spart to see just why one was higher priced than the other. Here is what he found out :

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 leather boot, instead of rubber; a better axle, and the finish on the woodwork was slightly better, but not very much.

Read the difference-and learn how easily price can be raised without changing the grade, in a buggy.

SIDE BY SIDE:

Difference in Cost \$3.80. Difference in Price to You \$18.00.



On their Cheap Buggy

On the Best They Make

What do they give for the \$18.00 difference in price? The actual difference in cost, to the buggy maker, did not exceed \$3.80, yet one buggy costs you \$18.00 more than the other. Now, either the factory

making and selling these buggies 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 for \$3.80 worth.

We tell you these things because we believe in a square deal!

There isn't one purchaser of a buggy in a hundred-no, nor in a thousand-who can tell of his own knowledge the eause for the difference in prices between one buggy and another. A WELL BRACED SEAT

We make our own buggies. We are the only general merchandising concern in the world that does. The prices to you on our different buggies are based on the

manufacturing costs. We make the same small percentage of profit on a \$70.00 rig that we do on a \$40.00 outfit, and you get full value for every dollar you pay.

The difference in our buggies is not merely in the price. It's in the quality.

If you are a judge of buggy values we ask you to compare our vehicles with any make you know of, price for price.

If you are not an expert judge of buggy values, you are safe to order from us, for we give honest value for every dollar you spend. And we guarantee you satisfaction.

WHAT OTHERS SAY WHAT OTHEPS SAY

"I feel I cannot say enough for Ward buggios, but mine speaks for itself." A. L. TAYLOR, Albien, Ill.

"The timber in your work stood our mountain roads well. Used it 4 years."

P. H. HAWKINS,

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"My \$46 90 job is far ahead of the 560 to \$70 buggles sold here." JNO. T. Carter.

The thousands who have purchased vehicles of us write us of their perfect satisfacton and of \$10.00 to \$50.00 saved on each one.

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