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It MaKes No Difference where you live, you can avail
vourself of the security and vourself of the security and nede by doing your We pay 3 per cent. compound interest on Savings.




Let an EXPERT BUGGY MAKER Give you some INSIDE FACTS 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 apart 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; : leather boot, instead of rubber, he difference- and learn bow eenily

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

## DUPLEX Phonógraph

## ~n EASY PAYMENTS

29x $=\mathrm{Hz}$ $=4=$ $2=5$ $\pm$ EaF
FREE CATALOGUE which expleins fully the superior qualitise of
the Dupiex.
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 who do not sell direce to the uerer but markeet
their output through jobbers and dealers. Hence, we can and do
Save All The Dealers' 70\% Profit for our cutomerr. We are content with a fair
manufactureris proft. When you buy any other make you pay a profit to tho manufactureti,
profit to the big jobber or distributor, and another

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


#### Abstract




Difference in Cost $\$ 3.80$. Difference in Price to You $\$ 18.00$.
What do they give for the
$\$ 18$
o, nor in a
We make our own buggies.
We arethe only general merchandising concernin the world that does. The prices to you on our differeat buggies are based on the $\frac{\text { manufacturing }}{\text { We make the sans. }}$
we do on $\$ \$ 40.00$ outfit, and percentage of pront on $2 \$ 70.00$ rig that The difference in our buggies is not merely in the price. The difference in the quality.
vehicles with any make you know of, price for price.
 If you are not an expert judge of buggy values, you
The thousands who have purchased vehicles of us write us

| What othepg say <br> "I feel I eannot say enough for Ward A. L. Taykor, Albion. III. "The timber in your work stood our motintain roads well. Used it t Years." P. H. Harwins. <br> Cashier Bank. Colunhbus, Mont. <br>  | saved on each one. <br> Our New Vehicle Cataiogue ellls the truth withour exaggeration. It describes in detail just the rig you want. Safe rig, safe price, safe house |
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