# FAIRBANKS

GAS or GASOLINE

ENGINES.

There are many Gas and Gasoline Engines and ONF

### "FAIRBANKS"

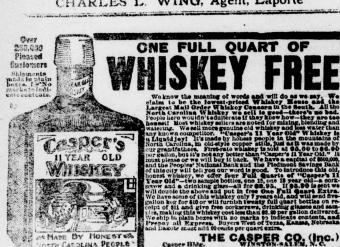
Some resemble it in construction, others in name BUT THERE IS ONLY ONE

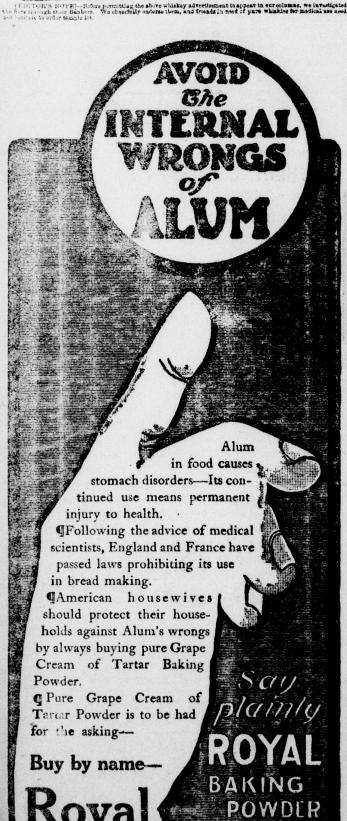
## FAIRBANKS ENGINE.

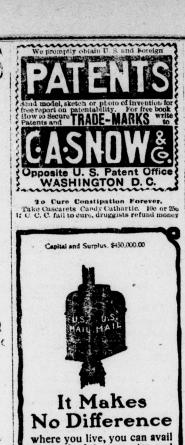
Engines that excell in quality and moderate in cost Vertical from one to ten horse power. Horizonial three horse power up-

### THE FAIRBANKS COMPANY. Philadelphia 701 Arch St.,

CHARLES L. WING, Agent, Laporte





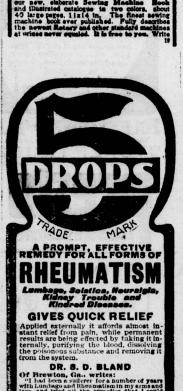




Are The First

You Must Have

yourself of the security and ds by doing your mail—



The Duplex is the only phonograph that gives you all the sound gets all the volume of music. This is because of its double vibrati diaphragms in the sound box, and the two horas to amplify the sour waves. All other phonographs, with one-sided diaphragm and a sing horn, get only half the music. The Duplxe is like a perfect formed athlete with both sides developed. Other phonographs are like the one-eyed, one-legged, one-lunged defectives sometimes seen—eapable 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 sent for and received our splendid

### FREE CATALOGUE

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 concerns 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 manufacturers 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 investig ion and is satisfied that we give ail 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 30 the destructive work of propelling the repreducer (second b. x1 and needle point across its surface; and our weight regulating device which is the greatest record

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 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 INSIDE FACT

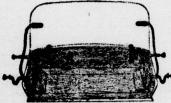
of our vehicle interests, bought

two buggies from the same house the other day. One cost \$18.00 more than the other. Then he took the buggies all epart 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:



On their Cheap Buggy

"My \$46.90 job is far ahead of the \$60 to \$70 nggles sold here." Jno. T. Carter.

What do they give for the \$18.00 difference in price? The actual difference in ost, 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 cas were paying \$18.00 for \$3.80 worth.

We tell you these things because we believe in a square

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

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.

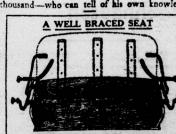
The thousands who have purchased vehicles of us write us of their perfect satisfacton and of \$10.00 to \$50.00 saved on each one.

Our New Vehicle Catalogue tells the truth without exaggeration. It describes in detail just the rig you want. Safe rig, safe price, safe house to deal with. Let us send you this vehicle catalogue, free. Remember, Mr. F. L. Shaw, an expert vehicle man, looks after your interest.

Montgomery Ward & Co., Madison and Wash. Chicago



On the Best They Make





WHAT OTHERS SAY "I feel I cannot say enough for Ward uggies, but mine speaks for itself." A. L. TAYLOR, Albion, Ill. "The timber in your work stood our mountain roads well. Used it 4 years."
P. H. HAWKINS.
Cashler Bank Columbus, Mont.